



Pinellas County

Staff Report

File #: 20-1555A, **Version:** 1

Subject:

Third Amendment to the Agreement with Oracle America, Inc., as requested by the Business Technology Services Department, for requirements of software licenses and maintenance support.

Recommended Action:

Approval of the Third Amendment, as requested by the Business Technology Services Department (BTS), to the Agreement with Oracle America, Inc. for requirements of software licenses and maintenance support.

- This contract is for maintenance and support services of County owned Oracle software license entitlements which are utilized to support many critical County business processes including the Oracle Project Unified Solution system which is the County's Enterprise Resource Planning solution for administrative functions, financials, and human resources in support of County business.
- This amendment extends the current terms and conditions for an additional two years through January 29, 2023 and increases the contract by \$3,685,189.59 to continue Oracle maintenance and support services of County owned Oracle software license entitlements.
- This amendment also includes a 3% increase for year two of this amendment as originally stipulated in the Agreement.
- Though BTS anticipates further negotiation with Oracle to further reduce fees for unused County owned entitlements to "right size" the County's investment to what is needed and used, this request is sized for the full amount required to support all current entitlements.
- This request is consistent with the strategic direction supported by the Oracle Business Applications Executive Committee and BTS Department and Board.
- The contract was originally approved by the Board of County Commissioners (Board) on January 5, 2010 for a seven-year period. On March 23, 2010, the County Administrator approved a decrease to the Agreement. On March 27, 2012, the Board approved Amendment 1 and an increase to the Agreement on January 24, 2017. On November 20, 2018, the Board approved an increase and twelve-month extension. On February 18, 2019, the Board approved Amendment No. 2 and an increase to the agreement on December 10, 2019.

Contract No. 090-0173-M(JJ); in the amount of \$ 3,685,189.59 (estimated annual expenditures of \$1,815,364.33 for year 1 and \$1,869,825.26 for year 2) for a revised total not to exceed amount of \$22,971,350.36; effective through January 29, 2023. Authorize the Chairman to sign and the Clerk of the Circuit Court to attest.

Strategic Plan:

Deliver First Class Services to the Public and Our Customers

5.2 Be responsible stewards of the public's resources

5.3 Ensure effective and efficient delivery of county services and support

Summary:

The purpose of this request is to extend the maintenance and support of Oracle software licenses for two years beginning January 30, 2021 through January 29, 2023.

Background Information:

This contract provides for the maintenance and support of Oracle software licenses which are utilized to support many critical business processes including the Oracle Project Unified Solution (OPUS) system.

The contract was originally approved by the Board on January 5, 2010 for a seven-year period at an estimated \$17,397,822.99.

On March 23, 2010, the County Administrator approved a decrease of \$25,266.21 and on March 27, 2012, the Board approved Amendment No. 1 for a re-statement of agreement from General Services Administration (GSA) Agreement to Pinellas County Agreement, having no fiscal impact.

On January 24, 2017, the Board approved an increase in the amount of \$4,005,882.04 to provide maintenance and support and to extend the contract term date to January 29, 2019.

On November 20, 2018, the Board approved an increase in the amount of \$2,167,025.85 to provide maintenance and support and a twelve-month extension with a contract term date of January 29, 2020.

On February 15, 2019, the Board approved Amendment No. 2 for a no cost extension to January 29, 2021.

On December 10, 2019 the Board approved an increase in the amount of \$2,259,914.87 to the agreement to provide maintenance and support through January 29, 2021.

Fiscal Impact:

Total current approved to date not to exceed:	\$19,286,160.77
Year one estimated annual expenditure not-to-exceed:	\$ 1,815,364.33
Year two estimated annual expenditure not-to-exceed:	\$ <u>1,869,825.26</u>
Total increase requested not to exceed:	\$ 3,685,189.59
Revised total expenditure not to exceed:	\$22,971,350.36

Funding to support year 1 of in the estimated annual amount of \$1,815,364.33 is consistent with the FY21 Adopted Budget within the BTS Fund. Funding to support year 2 in the estimated annual amount of \$1,869,825.26 will be included in the FY22 Budget request within the BTS Fund. Total increase not to exceed \$3,685,189.59.

Staff Member Responsible:

Jeff Rohrs, Chief Information Officer, BTS

Merry Celeste, Division Director, Purchasing & Risk Management, Administrative Services

Partners:

N/A

Attachments:

Third Amendment

Support Service #3982860

Support Service #5742498

Support Service #5755813

Support Service #6002714

Support Service #6455248