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SINGLE OR SOLE SOURCE WAIVER REQUEST**INSTRUCTIONS**

Complete this form, attach all supporting documentation, and submit to the Department Head (or designee) for review, concurrence and other due diligence. After review and required signatures, forward this completed form and all supporting documentation to the Purchasing via a requisition.

Except for certain declared disaster emergency contracts (see page 3), this form must be submitted to the Purchasing Agent whenever an exception to competitive procurement requirements is requested as to any contract (including contract amendments), as follows:

1. Service contracts over \$50,000 annually; and
2. Goods contracts, regardless of dollar amount.

As required by Sonoma County Code 2-58 and County policy, the form must be approved by the Purchasing Agent before commencing negotiations and in all events prior to entering into a service contract or purchasing goods. The purpose of this form is to ensure compliance with competitive bidding requirements and that all waivers are supported by proper, lawful justifications.

State and local laws and policies subject Sonoma County to competitive procurement rules (bids, RFPs, etc.). Additionally, reimbursement programs (e.g. federal and state) and grant conditions may also require competitive processes or require that local contracting requirements be followed (and, if applicable, properly waived, with all required documentation).

Allow up to two weeks for review and any necessary follow-up by the Purchasing Division.

The Purchasing Agent or authorized designee will determine whether the articulated justification is sufficient. Requests for a Single or Sole Source Waiver must be supported by facts and documentation that will pass internal and outside audits.

For Service Contracts:

New Contract or Extension of Existing Contract (select one):

Does your department, agency, or district have an existing or recent contract with same Supplier for same or similar services?

If yes, provide details of prior contract, including whether competitively procured on the County's Supplier Portal:

Following approval of a Sole Source waiver, on 9/24/2019, the Board of Supervisors approved item 2019-1390, establishing a contract for Bluemont Consulting, LLC (BC) for an amount not to exceed \$1,425,000 for the period of October 1, 2019 to September 30, 2022 with two additional one-year options to extend.

Requested Start Date:

Proposed End Date:

Proposed Total Term:

Proposed Total Contract Amount:

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For Goods Contracts (including software):

Estimated Total Cost:

Does your department, agency, or district have an existing or recent contract with the same Supplier for the same or similar goods? **Select One:**

If yes, provide details of prior contract, including whether competitively procured on the County's Supplier Portal:

If a continuing agreement (e.g. software annual subscription fees), list the estimated total cost for the duration of the contract:

Proposed Supplier:

Are grant funds associated with the proposed contract, or will federal or state reimbursement be expected from the contract (e.g. FEMA or others)? If yes, please attach a copy of the grant's terms and conditions to this request. **No**

Have you checked with Purchasing to see if an existing contract may meet the procurement need? If yes, provide details, including the name of Purchasing staff:

Type of Waiver Requested:Type of waiver requested: **Sole Source**

Has your department, agency, or district requested a Single or Sole Source Waiver for this service or good before? **Yes**

If yes, please list the dates of the previous request(s). Attach previously submitted Single or Sole Source Waiver Request(s) to this form.

Single Source - Similar products/services are available from other sources, but there is legitimate lawful justification to procure a specific product or service from the proposed supplier. Proper single source justifications include:

1. Continuity of service is less costly and/or beneficial to the County
2. Circumstances require a local or specialized service provider
3. Services are wanted only for experimental or trial purposes
4. Services are being procured via another public agency's competitive procurement (piggybacking)
5. Interim, short-term agreement in preparation for long-term procurement to meet new need
6. Competitive process would be disadvantageous, unavailing, or otherwise not in County's interest.

Sole Source - Alternative product or service is not available.

Please check all applicable categories below and provide additional information where indicated.

- ☐ The requested product is an integral repair part or accessory that is uniquely compatible with existing equipment or system.

Existing Equipment/System:

Manufacturer/Model Number:

Age:

Current Estimated Value:

Original Purchase Date:

Original Purchase Order/Contract Number:
- ☐ The requested product has unique design/performance specifications or quality requirements that are not available in comparable products. Requests for goods and/or services from a specific supplier or that are limited to a specific brand must be accompanied by explanation of the circumstances that make alternatives unacceptable.
- ☐ The requested product is one in which I (and/or department staff) have specialized training and/or extensive expertise. Retraining would incur substantial cost in time and/or funding.
- ☐ The requested product is used or demonstration equipment, which is available at a lower-than-new cost.
- ☐ Repair and/or maintenance service is available only from manufacturer or designated service representative.
- ☐ Upgrade to or enhancement of existing software is available only from manufacturer with no resellers.
- ☐ Emergency or exigency (other than disaster-related; see below). i.e., sudden or unforeseen situation, including breakdown of service, in which substantial risk or harm is threatened, including to life, health and safety, property, or provision of essential County services.(Note: Declared disaster-related requests are subject to different process. All requests for contracts directly related to disaster and other declared emergency response must be submitted through the Emergency Operations Center and require a 213 Resource Request Form.)
- ☒ Service proposed by supplier is unique; therefore, competitive bids are not available or applicable. (Must provide a detailed explanation below.)
- ☐ Other factors, such as those outlined on Page 1. (Must provide a detailed explanation below)

Provide a detailed explanation and pertinent documentation for each category checked above. Attach additional sheets if necessary.

See attached justification.

Was an evaluation or demonstration of equipment, products, or services performed?



Yes. If yes, please provide all supporting documentation.



No.

List below the name of each County staff member involved in the evaluation and making the recommendation to procure this product or service. Attach additional information if necessary.

Dan Fruchey, Amanda Ruch, Blane Jolliff, Larry Frank, Natalie Brunamonte, Peter Bruland, Levi Ehrlich. See attached justification document.

Please describe the impact to the County of this request is denied and the product/service is procured via an open and competitive solicitation.

There are no other service providers that could offer expert level technical skills in all of the EFS applications coupled with an extremely in-depth understanding of County practices and processes. Retention of the BC resource is critical to EFS support, especially within the current environment of multiple 'legacy' support members having retired, or known to be retiring in the very near future, which detrimentally impacts the ability to provide timely, knowledgeable and experienced system support and enhancement. Extending the base service agreement with BC insures continuity of critical knowledge and experience and serves to mitigate the loss of institutional knowledge leaving the support organization. Continued collaboration with, and support of, the existing County EFS resources is desired due to the critical nature of ensuring a stable and secure accounting and reporting platform. This will also provide a dedicated, knowledgeable and experienced resource to support new EFS Support Organization staff members and to provide crucial knowledge transfer services to both technical and functional staff.

REQUESTOR/USER CERTIFICATION: I certify that the above information is accurate to the best of my knowledge, and a signed copy of this document will be available for audit and kept on file in my department, agency, or district and in EFS.

Larry Frank

Digitally signed by Larry
Frank
Date: 2022.07.22
13:26:04 -07'00'

DEPARTMENT HEAD (OR DESIGNEE OF RECORD) APPROVAL: I have reviewed this form and attachments, and fully agree with and support this request to waive the County's competitive procurement requirement for the purchase listed on this form.

PURCHASING AGENT (OR DESIGNEE):

Approved:



Denied:



Purchasing Comments:

Submit this form and required documents on a zero dollar requisition.

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Was an evaluation or demonstration of equipment, products, or services performed?

- ☒ Yes. If yes, please provide all supporting documentation.
☐ No.

List below the name of each County staff member involved in the evaluation and making the recommendation to procure this product or service. Attach additional information if necessary.

Dan Fruchey, Amanda Ruch, Blane Joliff, Larry Frank, Natalie Brunamonte, Peter Bruland, Levi Ehrlich. See attached justification document.

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REQUESTOR/USER CERTIFICATION: I certify that the above information is accurate to the best of my knowledge, and a signed copy of this document will be available for audit and kept on file in my department, agency, or district and in EFS.

DEPARTMENT HEAD (OR DESIGNEE OF RECORD) APPROVAL: I have reviewed this form and attachments, and fully agree with and support this request to waive the County's competitive procurement requirement for the purchase listed on this form.

Dan Fruchey 07/25/2022

PURCHASING AGENT (OR DESIGNEE):

Signe
Sugiyama

Digitally signed by Signe
Sugiyama
Date: 2022.08.22 11:13:32
-07'00'

Approved: ☒

Denied: ☐

Purchasing Comments:

Bluemont Consulting possesses in-depth technical experience and expertise with the County's EFS software and applications, and historical knowledge reaching back to system implementation. Given the imminent retirement of multiple key EFS Support Organization members, it's crucial to retain the continuity of knowledge and experience necessary for keeping the County's EFS system stable, and transferring knowledge to new staff members. At this time, it is in the best interest of the County to contract with Bluemont.

Submit this form and required documents on a zero dollar requisition.

The Enterprise Financial System (EFS) provides integrated accounting, procurement and budgeting functions countywide and is supported by functional and technical staff from the Auditor-Controller-Treasurer-Tax Collector Office (ACTTC) and Information Systems Department (ISD), supplemented with a contracted technical resource through Bluemont Consulting, LLC (BC). The existing BC resource has been with EFS since the original implementation effort and is a technical expert of the PeopleSoft Financials and Supply Chain Management applications; specifically, as to how the applications are installed, configured and customized to meet the specific business requirements and needs of the county as a whole, individual county department, and other governmental entities utilizing EFS.

Key functions provided by BC include:

- Primary liaison with Oracle (creator of the software in use)
 - Primary resource for researching and troubleshooting all technical matters which cannot be resolved by County resources
 - Point of contact for all service requests with Oracle
 - Translates technical specifications from vendor to functional requirements for staff
 - Oversees implementation of change requests
 - Monitors product updates, releases, and features and identifies solutions to offer business process improvement and/or resolve system bugs
- Provides project management for upgrade events
- Assists in training of staff on system functionality
- Provides direct end user operational support

Retention of the BC resource is critical to EFS support, especially within the current environment of multiple 'legacy' support members having retired, or known to be retiring in the very near future, which detrimentally impacts the ability to provide timely, knowledgeable and experienced system support and enhancement. Extending the base service agreement with BC insures continuity of critical knowledge and experience and serves to mitigate the loss of institutional knowledge leaving the support organization. Continued collaboration with, and support of, the existing County EFS resources is desired due to the critical nature of ensuring a stable and secure accounting and reporting platform. This will also provide a dedicated, knowledgeable and experienced resource to support new EFS Support Organization staff members and to provide crucial knowledge transfer services to both technical and functional staff.

This individual has provided technical support to EFS throughout both phases of implementation, the upgrade, and the annual catch-up events. This individual is uniquely qualified in that they have both expert level technical skills in all of the EFS applications coupled with an extremely in-depth understanding of County practices and processes. This particular combination of skills and knowledge is incredibly difficult, if not impossible, to find.