



BOARD OF COUNTY COMMISSIONERS

DATE: January 15, 2013

AGENDA ITEM NO. 21

Consent Agenda ☒

Regular Agenda ☐

Public Hearing ☐

County Administrator's Signature:

Subject:

Confirmation of Purchase Authorization – Computer Hardware, Oracle Exalytic Memory Machine
Contract No. 123-0094-G(CLM)

Department:

Business Technology Services / Purchasing

Staff Member Responsible:

Paul Alexander / Joe Lauro

Recommended Action:

I RECOMMEND THE BOARD OF COUNTY COMMISSIONERS (BOARD) CONFIRM THE PURCHASE AUTHORIZATION FOR AN ORACLE EXALYTIC MEMORY MACHINE WITH DLT SOLUTIONS, LLC (DLT), HERNDON, VIRGINIA PER THE PRICING, TERMS AND CONDITIONS OF GSA CONTRACT NO. GS-35F-4543G.

Summary Explanation/Background:

On November 30, 2012, the County Administrator approved this purchase authorization for the acquisition of an Oracle Exalytic Memory Machine (Memory Machine) to support the County's Oracle Hyperion budget software module. The current hardware supporting Hyperion does not meet the requirements for position based budgeting. The Memory Machine is a single server that is specifically configured for Oracle Business Intelligence workloads and will greatly optimize the processing capabilities of the Hyperion budget software to allow for position based budgeting. Once the Memory Machine is installed, Hyperion can be subsequently upgraded for position based budgeting in time for the annual budget process that begins on January 31, 2013.

The Memory Machine had to be ordered and expedited by November 30, 2012 in order to be delivered by December 15, 2012 to meet the budget cycle timeline. The County Administrator was requested to approve this expenditure as the timeline for Board approval would have delayed delivery of this equipment and possibly delayed the initiation of the budget cycle.

Since this purchase exceeds County Administrator delegated approval authority, the Board is requested to confirm and enter this purchase into the minutes of this scheduled meeting.

Fiscal Impact/Cost/Revenue Summary:

Expenditure not to exceed: \$380,531.00

Funding is provided through the Business Technology Services Enterprise Capital Improvement Plan and the Oracle Project Unified Solution budget.

Exhibits/Attachments:

November 30, 2012 – Purchase Authorization by County Administrator



Joe Lauro, CPPO/CPPB
Director

INTEROFFICE MEMO

To: Robert S. LaSala, County Administrator
From: Joseph Lauro, Director of Purchasing *Joe Lauro*
Subject: Purchase Authorization – Computer Hardware – Oracle Exalytics In-Memory Machines
Contract No. 123-0094-G(CLM)
Date: November 30, 2012

RECOMMENDATION: I RECOMMEND THE COUNTY ADMINISTRATOR APPROVE THE PURCHASE AUTHORIZATION OF COMPUTER HARDWARE – ORACLE EXALYTICS IN-MEMORY MACHINES WITH DLT SOLUTIONS, LLC (DLT), HERNDON, VA, PER PRICING, TERMS AND CONDITIONS AND CONDITIONS OF GSA CONTRACT NO. GS-35F-4543G.

ESTIMATED EXPENDITURE NOT TO EXCEED: \$380,531.00

Funding is provided through Business Technology Services Enterprise Capital Improvement Plan and Oracle Project Unified Solution budget.

DISCUSSION: This purchase authorization is for computer hardware and software for Exalytics In-Memory Machines to support the County's Oracle Hyperion software module. Oracle Exalytics In-Memory Machine hardware is a single server that is optimally configured for In-memory analytics for business intelligence workloads and includes powerful compute capacity, abundant memory, and fast networking options

The Hyperion module is used as the tool for the County's budgeting process. There is a need to replace the Hyperion environment to support position based budgeting for fiscal year 2014. The currently installed hardware and software computer configuration does not meet the requirements for position based budgeting. In order to obtain the new computer equipment on the production line to guarantee delivery by December 15, 2012, Oracle required the County sign a Proof of End User Certificate on November 16, 2012, as intent to purchase. Once the computer equipment is installed Hyperion position based budgeting can be installed and be ready for the budgeting process that begins on January 31, 2013. Since the time frame for purchasing this item has been greatly expedited, staff is requesting the Administrator approve this purchase as opposed to waiting for Board of County Commissioner approval on December 11, 2012.

This recommendation will be placed before the Board of County Commissioners for confirmation on an upcoming Agenda.

APPROVED: *Robert S. LaSala*
ROBERT S. LASALA
County Administrator

Date of Approval: 11/30/12

Attachments: Contract Review
POEU Certificate/Quotation



**PURCHASING DEPARTMENT
CONTRACT REVIEW TRANSMITTAL**

CATS
NO.:

41206

PROJECT: Emergency Purchase – Computer Hardware – Oracle Exalytics In Memory Machines

BID NUMBER: 123-0094-E(CLM)

REQ. NUMBER:

TYPE: ☐ Purchase Contract ☐ Other: ☐ Construction-Less than \$100,000 ☒ One Time

In accordance with the policy guide for Contract Administration, the attached documents are submitted for review and comment.

Upon completion of review, complete Contract Review Transmittal and forward to next Review Authority listed. Please indicate suggested changes by revising, in RED, the appropriate section of the document reflecting the exact wording of the change.

RISK MANAGEMENT: Please enter required liability coverage on pages: Risk contact BTS to determine if insurance is needed
PRODUCT ONLY ☐

This is an annual contract. Estimated Expenditure: \$364,500.00

REVIEW SEQUENCE	REVIEW AUTHORITY	REVIEW DATE	REVIEW SIGNATURE	COMMENTS (Attach Separate page if necessary)	COMMENTS INCORPORATED
1.	<u>Purchasing Dept.</u> J. Lauro, Director C. Mancuso, Ass't. Director	11/19			
2.	<u>Requesting Dept.</u> Paul Alexander, Director BTS Jim Russell Greg Carro	11/20/12			

Using Dept please provide below information:

☐ Yes, funding for this requisition is using grant Funding. ☐ No, funding for this requisition is not using grant Funding.
If grant funding is being used you must provide Purchasing with the exact clauses that need to be on attached document.

9/10/12 11-20 3.	<u>Risk Management Director</u> Attn: Virginia E. Holscher (Check applicable box at right)	11/20			HIGH RISK
					NOT HIGH RISK

RETURN ALL DOCUMENTS TO PURCHASING

Make all inquiries to: **Candy Mancuso** at Extension 44250
In order to meet the following schedule, please return your requirements to Purchasing by: **11/21/12**

POEU Certificate

[11-16-2012]

Oracle America, Inc.
1910 ORACLE WAY
RESTON, VA 20190

Dear Oracle

CONFIRMATION OF EXECUTION OF STANDARD PURCHASE ORDER WITH DLT SOLUTIONS FOR THE PURCHASE OF ORACLE PROGRAMS

QUOTE NUMBER: 4251162

Through this letter, our company PINELLAS COUNTY, FLORIDA confirms that quote 4251162 dated 11/16/2012 through DLT SOLUTIONS LLC. for the purchase of the following Oracle Programs:

S/N	Description Of Oracle Programs	Quantity Purchased
	Exalytics In-Memory Machine X2-4	2
	TimesTen In-Memory Database for Exalytics (Named User Plus)	100
	TimesTen In-Memory Database for Exalytics (Processor)	10

NAME: *Candy Mancuso*
TITLE: *Assistant Director Purchasing*
SIGNATURE: *Candy Mancuso*
DATE: *11/16/12*
COMPANY: *Pinellas County Govt*

Please complete, sign, and fax this documentation to DLT Solutions at (866) 419-7926.

APPROVED AS TO FORM
OFFICE OF COUNTY ATTORNEY

By

[Signature]
Attorney

DLT SOLUTIONS

Platinum Partner

DLT Solutions
Steve Nelson
steve.nelson@dlts.com
(o) 703.708.9637
13861 Sunrise Valley Suite 400
Herndon, VA 20171

Agency Name: Pinellas County
Contact: Guatham Banpath
Email: gbanpath@co.pinellas.fl.us
Phone: 727-408-3861
Address: 400 S Ft. Harrison Ave
Clearwater, FL 33756

Quote Number: 4261182
Quote prepared on: 11/28/12
Valid thru: 11/30/12

Contract: GS-35F-4543G
Discount: 23.000%
Support Rate: 12.00%

Item Description	Unit	Qty	Unit Price	Subtotal	Discount	Net Price
Exalytics In-Memory Machine X2-4	HW	2	\$ 195,000.00	\$ 390,000.00		\$ 390,000.00
Premier Support for Exalytics*	SVC	2	\$ 18,200.00	\$ 36,400.00		\$ 36,400.00
Power Cord	HW	4	\$ 13.00	\$ 52.00		\$ 52.00
Oracle Standard System Installation	SVC	2	\$ 1,417.80	\$ 2,835.60		\$ 2,835.60
Hardware Freight Fee	SVC	2	\$ 89.99	\$ 179.98		\$ 179.98
ACS Configuration Services	SVC	2	\$ 8,015.80	\$ 16,031.60		\$ 16,031.60
Hardware, Installation, and Services				\$ 445,499.18		\$ 445,499.18

* Oracle Premier Support for Exalytics
Support for the server and storage system hardware, and software; includes Oracle Enterprise Linux.
Expert assistance & rapid resolution 24x7. Hardware onsite response within 2 hours.
System software and performance enhancements, fixes and upgrades.
Proactive tools, including diagnostics.

* Oracle Exalytics Start Up Pack is available upon request
The Oracle Exalytics Installation Service provides comprehensive system installation.
Hardware, network and operating system functionality validation.
Installation documentation, Advisory Services, Production Readiness, and
Quarterly Patching for first year.

Discount: 71.874%
Support Rate: 22.00%

Item Description	Unit	Qty	Unit Price	Subtotal	Discount	Net Price
TimesTen In-Memory Database for Exalytics	SW	100	\$ 300.00	\$ 30,000.00		\$ 30,000.00
License Update and Support	SVC	100	\$ 68.00	\$ 6,800.00		\$ 6,800.00
TimesTen In-Memory Database for Exalytics	SW	10	\$ 24,500.00	\$ 245,000.00		\$ 245,000.00
License Update and Support	SVC	10	\$ 7,680.00	\$ 76,800.00		\$ 76,800.00
Oracle Business Intelligence Suite Enterprise Edition Plus (OBIEE)	SW		Existing ULA			
License Update and Support	SVC		Existing ULA			
Oracle Exalytics Plus	SW		Existing ULA			
License Update and Support	SVC		Existing ULA			
Database Software License, Update, and Support				\$ 352,600.00		\$ 352,600.00

SUBTOTAL Hardware	\$ 445,499.18
SUBTOTAL Software	\$ 352,600.00
SUBTOTAL Support and Services	\$ 129,479.23
TOTAL	\$ 927,578.41

Notes:

Please note that Oracle has granted permission for Pinellas County to use the existing ULA to meet the prerequisite requirement for Exalytics.
Oracle has waived the BI Foundation Suite prerequisite.

Applicable limitations on the scope of license use are outlined in Amendment 1

Applicable Price Hold details are outlined in Amendment 2

Acceptance of this quotation requires Pinellas County to be a reference for Oracle on the subject of the Exalytics engineered system.

Please reference DLT's estimate number on the government contract or purchase order

The purchase order must state that this order is placed pursuant to the Terms and Conditions of DLT's GSA Schedule GS-35F-4543G

Media is available for download at no additional cost at <http://edelivery.oracle.com/>

This quotation is an estimate and is an invitation for you to offer to purchase products and services from DLT. Your order is subject to DLT's acceptance and to software licensing terms and conditions per reference to an existing license/contract or a newly executed license accompanying your order.

Payment Terms: For the terms and conditions of DLT's GSA Schedule GS-35F-4543G, technical support will be invoiced Quarterly in Advance. Should you require other payment terms (e.g. net 30 days), please provide those terms in your Purchase Order or other ordering document to be accepted by DLT.

Applicable Sales Taxes are NOT included in this estimate. The end user will be responsible for paying any required sales tax in addition to the fees quoted for products and/or services.

Referenced GSA Contract #: GS-35F-4543G
Contract Category: Schedule 70
Contract Term: 5/31/2008-4/1/2013

DUNS#: 78-646-8199
DLT Fed Tax ID# 64-1589882
FOB Destination, Freight paid
CAGE CODE: 090H8
Ship Via: FedEx Ground/UPS
Approved Payment Terms: Net 45

Please fax or email Purchase Order to fax # 866-419-7826 or steve.nelson@dlts.com
Support services shall be provided under Oracle's technical support policies located at: <http://www.oracle.com/support/policies.html>
You agree that DLT has the right to cancel your support due to non-payment.

Amendment 1

Limited-use definitions for Pinellas County

- 100 Named User metric licenses of Times Ten In-Memory Database for Exalytics limited to non-production
- 10 Processor metric licenses of Times Ten In-Memory Database for Exalytics where a Direct Access Limitation shall apply to external users; There is no restriction for Internal Users
- Direct Access Limitation shall mean a restriction placed upon external users (members of the public) that prohibits them from accessing the Times Ten In-Memory Database for Exalytics. External users will have full access to OBIEE features including but not limited to dashboards, ad-hoc queries and reports when hosted on the Exalytics hardware. External users will not be able to use OBIEE in conjunction with the Times Ten In-Memory Database for Exalytics.
- Internal users shall mean Authorized Users who are allowed to use the programs hosted on the Exalytics hardware for the furtherance of the County's business operations. Authorized Users shall include the Board of Pinellas County Commissioners, Pinellas County departments, boards, commissions, and agencies, Pinellas County Special Districts (as defined in Chapters 189 & 191, Florida Statutes), Pinellas County Clerk of the Circuit Court, Property Appraiser for Pinellas County, Public Defender for the 6th Judicial Circuit, Pinellas County Sheriff, Sixth Judicial Circuit, State Attorney for the 6th Judicial Circuit, Supervisor of Elections for Pinellas County, the Pinellas County Tax Collector; and shall include all employees, officers, officials, agents and contractors of the foregoing.

Amendment 2

Price Hold between DLT and Pinellas County

Period of performance:

Valid for 24 months from date of purchase

Products:

Oracle TimesTen In-memory Database for Exalytics -- Processor Metric (Full Use)

Price:

License: \$16,560.00

Support: \$3,643.20