



**MEMORANDUM**  
**PROCUREMENT SERVICES DIVISION**  
County of Placer

**TO:** Honorable Board of Supervisors **DATE:** December 14, 2021  
**FROM:** Todd Leopold, County Executive Officer  
**BY:** Brett Wood, Purchasing Manager  
**SUBJECT:** Hansen Software Support – Infor Public Sector Inc.

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**ACTION REQUESTED**

Approve the renewal of a negotiated agreement with Infor Public Sector Inc. of Alpharetta, GA for Hansen Software Support for the three-year period of February 1, 2022 through January 31, 2025 in the total amount of \$152,892.

Authorize the Purchasing Manager to sign all required documents.

**BACKGROUND**

The Department of Public Works uses the Hansen suite of software products to track County-owned water, wastewater, and solid waste systems that are managed by DPW's Environmental Engineering Division. The software was developed and is maintained by Infor Public Sector Inc. (IPS). DPW initially purchased the Hansen product line in 2000 and upgraded to Hansen 8 in 2013. The Hansen 8 software has become an integral part of Utilities' operations, especially in implementing and maintaining the necessary preventative maintenance schedules. The ability to track maintenance activities enables staff to identify recurring problems, make informed decisions when replacing or repairing an asset, and provides the information necessary for State mandated reporting.

The terms and conditions of IPS's 2013 license agreement provides software support on year to year basis, with price increases of 6% each year. However, IPS has provided a proposal which offers discounted pricing for the next three years, with price increases of only 3% each year. The total three-year cost for this extended support period is \$152,892. This represents a total savings of \$9,172 over the three-year period.

**FISCAL IMPACT**

The first annual payment is included in the Department of Public Works FY 2021-22 Budget and will be included in the department's Requested Budgets for FY 2022-23 and FY 2023-24.

**ATTACHMENTS**

None

