

MEMORANDUM
COUNTY OF PLACER
DEPARTMENT OF ADMINISTRATIVE SERVICES
PROCUREMENT SERVICES DIVISION

TO: Honorable Board of Supervisors

FROM: David Seward, Purchasing Manager *DS*

DATE: April 3, 2007

SUBJECT: Approve a Negotiated Three-Year Contract with Invision.com, Inc. for Dedicated Hosting Services for the County Website in the Amount of \$88,484.13

ACTION REQUESTED

Approve a Negotiated Three-Year Contract with Invision.com, Inc. of Commack, N.Y. for Dedicated Hosting Services for the County Website in the Amount of \$88,484.13, and authorize the Purchasing Manager to sign the resulting contract.

BACKGROUND

The County's current website hosting provider, P5 solutions, based in Denmark, has announced that they will discontinue supporting United States customers for web hosting services. They have agreed to provide continued support through a sub consultant until the County can implement this service with a new vendor. The Information Technology Division evaluated six firms that provide web hosting services and selected Invision.com, Inc. The decision was based on the following:

- Invision is a Sitecore-Certified partner (the County website is Sitecore based)
- They are a Microsoft Gold-Certified partner
- They offered the best pricing among the six firms evaluated, and
- They are recognized as an industry leader in the managed hosting solutions space

Invision has also agreed to hold their pricing for monthly recurring (web hosting) charges and software maintenance costs firm for three years.

Invision was previously contracted with to provide a comprehensive risk assessment and associated enhancement and support services for the Sitecore application, and subsequent web application consulting services based on the risk assessment and enhancement project.

These services are exempt from competition in accordance with section 1.3 (i) of the Purchasing Policy Manual. However, pricing, terms and conditions were favorably negotiated by Procurement and Information Technology staff.

FISCAL IMPACT

The Administrative Services Department, Information Technology Division, has budgeted for this expenditure in the FY2006-07 budget and will budget in the next two fiscal years for on-going monthly recurring charges and annual software maintenance costs.

cc: Keely Scanlan, IT Division Manager
Sandy Hammock, Senior Administrative Services Officer

