



COUNTY OF LOS ANGELES

CHIEF INFORMATION OFFICE

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November 15, 2005

To: Supervisor Gloria Molina, Chair
Supervisor Michael D. Antonovich, Chair Pro Tem
Supervisor Yvonne B. Burke
Supervisor Zev Yaroslavsky
Supervisor Don Knabe

From: Jon W. Fullinwider
Chief Information Officer

Subject: **ADVANCE NOTIFICATION OF INTENT TO ENTER INTO SOLE SOURCE NEGOTIATIONS WITH ORACLE CORPORATION FOR A MASTER SERVICES AGREEMENT**

This letter is to provide advance notification to your Board that my Office intends to enter into sole source negotiations for a Master Services Agreement (MSA) with Oracle Corporation (Oracle). The proposed MSA with Oracle will allow County departments to contract for Oracle technical support and consulting services. The MSA will provide access to advanced technical and consulting services for the use and management of Oracle products. Following development of the master services agreement it will be submitted to your Board for approval.

BACKGROUND

Currently Oracle products serve an essential role in the effective operation of many of the County's computer systems. These products include databases, operational data stores, application servers, and middleware software. Although there are vendors that can and have provided professional services using these products, a growing number of departments including Health Services, Public Social Services, Sheriff's, Children and Family Services, and Internal Services have expressed interest in utilizing specialized technical services provided by Oracle. These services are required to assist County departments with managing systems that run on Oracle databases to ensure effective implementation and use of various Oracle products and technologies. An MSA will provide a streamlined process for County departments to have access to such services that can only be obtained from Oracle Consulting.

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JUSTIFICATION

Oracle is the predominant database product in the County for departmental and county-wide applications. County departments use the Oracle database and other technologies to support and maintain various mission critical applications. Departments often require technical services for planning, designing, implementing, managing and troubleshooting complex systems that involve unique expertise that is not available from sources other than Oracle Consulting. The advanced technical nature of these services require knowledge of Oracle's proprietary computer source code, internal software functions and advanced programming interfaces and/or tools. In such situations, only Oracle, the manufacturer, is uniquely positioned to supply these specialized services and has direct access to the product developers. These services include database enterprise architecture, data security, middleware architecture, data warehousing.

Should you have any questions, please contact me or in my absence, Jonathan Williams at (213) 974-2008.

JWF:AF:ygd

c: Chair, Information Systems Commission
Chief Administrative Officer
Executive Officer, Board of Supervisors
IT Managers

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