SUBMITTAL TO THE BOARD OF SUPERVISORS
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA

MEETING DATE:
Tuesday, June 20, 2017

FROM: PUBLIC SOCIAL SERVICES:

SUBJECT: PUBLIC SOCIAL SERVICES: Agreements with Eccovia, Inc., for a Homeless Management Information System and Related Professional Services, Without Seeking Competitive Bids, for Five Years. [Districts-All]; [Total Cost $473,030, 100% Federal Funding]

RECOMMENDED MOTION: That the Board of Supervisors:
1. Approve and authorize the Chairman to execute a Software as a Service (SaaS) agreement with Eccovia, Inc., for a Homeless Management Information System, in the amount of $348,030, and a Master Services Agreement (MSA) for related professional services, in the amount of $125,000, without seeking competitive bids, in aggregate for five years.
2. Authorize the Purchasing Agent, in accordance with Ordinance No. 459, based on the availability of funding and as approved by County Counsel, to: sign amendments that do not change the substantive terms of the agreement and sign amendments to the compensation provisions that do not exceed 10% annually.

ACTION:

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MINUTES OF THE BOARD OF SUPERVISORS

Susan Von Zabern, Director of Public Social Services

5/17/2017
C.E.O. RECOMMENDATION: Approve.

BACKGROUND:

Summary
A Homeless Management Information System (HMIS) is a tool used by communities to collect ongoing data on homeless persons accessing service programs. Using longitudinal data, communities track homeless service and demand trends. This data is critical to accurately calculate the size and needs of the homeless population, as well as the outcomes of specific interventions and programs. Policymakers, agency directors, homeless program consumers and advocates require this information for service and systems planning advocacy.

Adoption of a HMIS is required by the U.S. Department of Housing and Urban Development (HUD), as a condition of receiving McKinney-Vento Homeless Assistance Funds, the primary source of funding for homeless related programs in Riverside County.

DPSS requests a five-year extension of its software agreement with Eccovia and proposes to enter into a master services agreement for professional services and training, as needed.

Impact on Residents and Businesses
This program assists DPSS in developing and targeting programs for homeless individuals and families in Riverside County.

SUPPLEMENTAL:

Additional Fiscal Information

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Contract History and Price Reasonableness
On May 13, 2008, agenda item 3.38, the Board authorized DPSS to contract with Data Systems International, as recommended by the RFP #DPARC-080 evaluation committee, for HMIS software services, covering the period July 1, 2008 through June 30, 2009, with two (2) one-year renewal options, in the amount of $90,000. This dollar amount included the price of licensing and implementation. Data Systems International was rebranded as Eccovia, Inc.

On March 29, 2011, agenda item 3.27, the Board authorized DPSS to extend this contract for the period July 1, 2011 through June 30, 2012, in the amount of $66,140, with two (2) additional one-year renewal options.

On July 1, 2014, agenda item 3.34, the Board authorized DPSS to extend the agreement through June 30, 2017. In addition, DPSS re-negotiated terms and reduced costs by more than $11,000 annually.

DPSS is renewing 50 concurrent licenses at $109.27 per license. Eccovia’s current list price is $350 per license. DPSS’s pricing represents a 69% discount.

Services provided under the MSA will be charged at Eccovia’s current market rates for professional services and training.

ATTACHMENTS (if any, in this order):
SaaS agreement HO-03620
MSA agreement HO-03621
Sole Source Justification
H-11

Jennifer Sargent, Principal Management Analyst 6/13/2017
Dave Rogers, Chief Information Officer 6/8/2017