



WASHOE COUNTY

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STAFF REPORT

BOARD MEETING DATE: August 8, 2006

DATE: July 24, 2006
TO: Board of County Commissioners
FROM: Nancy Keener, Systems Librarian, 327-8347
THROUGH: Nancy Cummings, Library Director
Email: Ncummings@washoecounty.us

John Balentine, Purchasing and Contracts Administrator
Email: <mailto:JBalentine@washoecounty.us>

Matt Beckstedt, Director, Information Technology
Email: MBeckstedt@washoecounty.us

SUBJECT: Authorization to purchase the Horizon Library Automation System from SirsiDynix of 400 W. Dynix Dr., Provo, Ut. 84604 at a cost of not to exceed \$350,000 as a sole source vendor in order to upgrade the Library's outdated automation system, project #PW920804 for Washoe County.

SUMMARY

Authorization to purchase the Horizon Library Automation System from SirsiDynix of 400 W. Dynix Dr., Provo, Ut. 84604 at a cost of not to exceed \$350,000 as a sole source vendor in order to upgrade the Library's outdated automation system, project #PW920804 for Washoe County. Horizon is a state-of-the-art system that takes advantage of today's technology and will give the Library and its patrons many searching and communication options they did not previously have.

County Priority/Goal supported by this item: Priority: Improve Government Efficiency and Financial Stability; Goal: Improve County government accessibility and efficiency through technology and "one-stop-shops."

PREVIOUS ACTION

Purchase of an upgrade for the Library's automation system is included in the County's Capital Improvement Program budget for fiscal year 2006-07.

BACKGROUND

Pursuant to NRS 332.155(g) & (h), computer hardware and associated peripheral equipment and devices for computers, and computer software are not adapted to award by competitive bidding. The library has obtained a quote from its existing vendor and also requested quotes from the two leading competitive vendors. One vendor, Innovative

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Interfaces, declined to give a bid stating that they could not compete with SirsiDynix quoting for an existing (15+ years) customer. Polaris, the other vendor, quoted a system that did not contain all the components of the SirsiDynix bid and included servers that are not nearly as robust as the Sun servers quoted by SirsiDynix and preferred by the County's own IT Department.

The Library has had more than 15 years of experience with its existing vendor. Customers of SirsiDynix have the largest and most active users group in the industry. The annual conference drew over 900 librarians last year. A mechanism is in place for the customers to suggest enhancements for their automation system and to give feedback on the quality of customer service they receive. Many customers who use the Dynix system have already made the smooth transition to the modern Horizon product.

FISCAL IMPACT

Funding for the upgrading of the Library's automation system has been approved in the FY 2006-07 CIP budget in the amount of \$350,000 (Project #PW920804). SirsiDynix has priced its product with a generous discount for an existing customer with a preliminary total cost of \$329,868, subject to adjustments if negotiations are allowed to proceed to their conclusion.

RECOMMENDATION

That the Board of County Commissioners authorize purchase of the Horizon Library Automation System from SirsiDynix as a sole-source vendor at a cost not to exceed \$350,000, in order to upgrade the Library's outdated Dynix automation system, Capital Improvement Program Project #PW920804 for Washoe County .

POSSIBLE MOTION

Should the Board agree with the Library's recommendation, a possible motion would be: Move to authorize purchase of the Horizon Library Automation System from SirsiDynix as a sole-source vendor at a cost not to exceed \$350,000, in order to upgrade the Library's outdated Dynix automation system, Capital Improvement Program Project #PW920804 for Washoe County.

**WASHOE COUNTY
SOLE SOURCE PURCHASE REQUEST FORM**

This form must accompany a purchase requisition when sole source approval is requested for equipment, supplies or services exceeding \$25,000.

DEPARTMENT Library-Systems LOCATION 301 South Center St. Reno, Nv. 89501

REQUESTOR'S NAME Nancy Keener TELEPHONE # 327-8347

REQUISITION NUMBER _____ DATE 6/28/06

RECOMMENDED SOLE SOURCE SUPPLIER SirsiDynix

DESCRIPTION OF GOOD OR SERVICE REQUESTED Horizon Integrated Library System: cataloging acquisitions, circulation, public access catalogs, community resources, serials, home service, debt collect. This is also for the Law Library to use.

I have read and understand the Policies and Procedures of the Board of County Commissioners with regard to sole source procurements. I understand that competition is the preeminent consideration in the expenditure of County funds, and I acknowledge the County's commitment to the principle of fairness to any vendor who would like to do business with the County. After observing these principles and considerations, I hereby submit that the goods, services, and/or vendor specified in the accompanying requisition fit the County's sole source criteria for the following reasons: Please provide sufficient detail to clearly identify the reason(s) for this sole source procurement request. Attach additional information if necessary.

(X) 1. The product is unique in design and/or features that are required for a specific application. List the unique features and explain why they are needed for the application the product will be used for. Because the Horizon and Dynix Integrated Library Systems (ILS) are products from the same vendor (SirsiDynix), the Horizon ILS is customized to enable a smooth transition from the outdated Dynix system. Data and settings can be easily identified by the makers of the Dynix product and imported into the state-of-the-art Horizon system. The Library will be able to function normally with a minimal downtime of a day or two.

() 2. The product being purchased must be compatible with existing equipment. Identify the existing equipment.

(X) 3. The product requested is one which the user has had specialized training for. Identify who the user of this product will be and provide a description of the previous training. Library patrons have used the Horizon interface for their access to Library holdings from home for the last two years. The same interface is available in all library branches for catalog access and has been used by patrons since last year.

() 4. The product or service is available only from the manufacturer or their authorized representative. Identify the manufacturer or authorized representative, and provide telephone number and address information.

() 5. Consultants/Subcontractors: The individual/company is the most suitable to provide the service requested and the selection process is based on the following:

() There is evidence that the assistance to be provided is essential and cannot be provided by persons receiving salary support within Washoe County.

() A selection process was utilized to select the most qualified person.

() The consulting charges are appropriate considering the qualifications of the consultant or company based on past experience and the nature of the work to be performed.

(X) 6. Other. Please explain the specific circumstances and/or requirements that warrant the goods or services request to be procured from a sole source.

Patrons currently use the Horizon catalog interface from home or when they come to the Library, and are already familiar with how it works. SirsiDynix is familiar with our data and how and where certain parts of it are stored in our database. Conversion to a new system by SirsiDynix would then carry over our current rules and settings. The Library also has a better chance of having patrons' holds and other information move smoothly to the new system, using SirsiDynix. SirsiDynix provides Sun servers that are the preferred servers used in the County data center. County IT Dept. prefers Sun servers over Dell servers using the Windows 2003 server operating system, due to Sun's greater reliability and scalability, should the Library's automation and online-services needs grow. Windows servers become unstable more often and need to be shut down or rebooted on a regular basis. Sun servers can run for extended periods of time with no maintenance. The customers of SirsiDynix have an official users group that meets annually to present programs, provide training and to discuss current library automation trends. The 2005 conference had over 900 attendees, and is by far the largest library-automation users group in the U.S. or worldwide. The users group also offers access to a listserv where librarians can exchange information on their systems. The Systems Librarian has had over eleven years experience using SirsiDynix's tech support and attending the user's conferences. Washoe County Library System has used this vendor for fifteen years and found them to be very reliable and responsive.

(X) 7. The following provides justification as to reasonableness of price:

The Library recently contacted two of the most commonly used vendors and asked for quotes based on the items in the SirsiDynix quote for \$329,868. Innovative Interfaces declined to give a quote, noting that we were still in negotiations with SirsiDynix, whose pricing for existing customers would be much lower than what Innovative Interfaces could produce. The Library received a slightly lower quote from Polaris Library Systems. Polaris quoted \$282,500 plus \$30,000 for data extraction from SirsiDynix, for a total of \$312,500. However, Polaris does not sell a Community Resources module, which is a valuable information –and-referral database currently used by the Library, and which is available in Horizon. Polaris has also quoted Dell servers using a Windows 2003 operating system, a configuration that is not recommended by the County IT Dept. In addition, Polaris is a much smaller company, having approximately 210 installed sites, while SirsiDynix is the largest ILS vendor with nearly 4,000 installations. The Library would prefer to stay with a reliable vendor that we know and not take a chance on a less experienced vendor to save a small amount of money. The Library is totally dependent on its ILS for the majority of its functions.

I understand that I may be required to justify this sole source procurement before the appropriate authority, including the Board of County Commissioners, and that my signing this document knowing any of it to be false may subject me to administrative action.

Arnold Maurin
Signature of Requestor
for Nancy Keener

Nancy Cummings
Department Head Approval
Nancy Cummings
Print Name

I, Charlene Collins, authorized Buyer, recommend the following:

() Sole source justification is adequate and purchase is authorized without competitive bidding.

() Sole source justification is inadequate and requisition is returned to department for additional justification, instructions on whether to seek competitive bids for the goods or services requested, or to withdraw the order.

Charlene Collins
Buyer

7/26/06
Date

[Signature]
Purchasing & Contracts
Administrator
JOHN L. BALONTALI, C.P.M., CPP
JULY 26, 2006
Date