

**REPORT/RECOMMENDATION TO THE BOARD OF SUPERVISORS  
OF SAN BERNARDINO COUNTY  
AND RECORD OF ACTION**

June 11, 2024

**FROM**

**ANDREW GOLDFRACH, ARMC Chief Executive Officer, Arrowhead Regional Medical Center**

**SUBJECT**

Amendment to Service Agreement with Gartner, Inc. for Comprehensive Technology Research and Advisory Services

**RECOMMENDATION(S)**

Approve **Amendment No. 2 to Contract No. 24-460** (4400016950) with Gartner, Inc. for comprehensive technology research and advisory services, increasing the contract amount by \$2,099,111, from \$783,224 to a total amount of \$2,882,335, and extending the term an additional five years for the total contract period of May 1, 2021 through June 30, 2029. (Presenter: Andrew Goldfrach, ARMC Chief Executive Officer, 580-6150)

**COUNTY AND CHIEF EXECUTIVE OFFICER GOALS & OBJECTIVES**

**Provide for the Safety, Health and Social Service Needs of County Residents.**

**FINANCIAL IMPACT**

Approval of this item will not result in the use of Discretionary General Funding (Net County Cost). The cost of \$2,099,111 is funded by State Medi-Cal, Federal Medicare, private insurances, and other departmental revenue. Funding sources may change in the future pending any legislative activity related to the repeal and/or replacement of the Affordable Care Act. Adequate appropriation and revenue have been included in the Arrowhead Regional Medical Center (ARMC) 2023-24 budget and will be included in future recommended budgets.

**BACKGROUND INFORMATION**

ARMC utilizes Gartner, Inc.'s (Gartner) technical expertise and resources to develop and execute comprehensive information and technology (IT) strategies by providing online resources and advisory services to ARMC IT professionals. Gartner is an IT research and consulting firm that conducts research on technology and shares its research through private consulting and executive programs and conferences. Its proprietary executive programs and conferences accelerate learning, guide decision making, and identify industry trends for attendees, resulting in actionable, objective insights to improve ARMC's Information management and EPIC teams' leadership ability to deliver world class IT services. Providing benchmarking data and data collection tools, assessment models, and other materials such as strategic planning.

On April 8, 2021, the Purchasing Department (Purchasing) executed a Service Agreement, SAP No. 4400016950 (Agreement), with Gartner, in the amount of \$451,952 for a contract period of May 1, 2021 through April 30, 2024.

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On October 16, 2023, Purchasing executed Amendment No 1. to the Agreement, increasing the contract amount by \$331,272, for a total contract amount of \$783,224, and extending the term by two years, for a total contract period of May 1, 2021 through April 30, 2026.

Purchasing originally approved the Agreement and Amendment No. 1 within their purchasing authority. ARMC is requesting a five-year extension of the Agreement term and additional funding in excess of Purchasing's authority in order to lock in current rates with Gartner. Locking in rates for the next five years will reduce annual increases and enable ARMC to operate in a fiscally responsible manner.

Amendment No. 2 also modifies the County's right to termination for convenience to the right to terminate the Agreement during the contract period only if the County does not approve, appropriate, allocate or otherwise receive funds sufficient to continue payments.

ARMC recommends the approval of Amendment No. 2, to provide for the safety, health and social services needs of County resident by allowing IT professionals comprehensive technology research and advisory services to provide different safety strategies protecting county residents valuable information.

**PROCUREMENT**

Purchasing continues to support this non-competitive procurement due to specialized credentials/expertise/training, as Gartner offers government-specialized technology analysis.

**REVIEW BY OTHERS**

This item has been reviewed by County Counsel (Bonnie Uphold, Supervising Deputy County Counsel, 387-5455) on May 14, 2024; Purchasing (Veronica Pedace, Buyer III, 387-2464) on May 14, 2024; ARMC Finance (Chen Wu, Finance and Budget Officer, 580-3165) on May 17, 2024; Finance (Jenny Yang, Administrative Analyst, 387-4884) on May 21, 2024; and County Finance and Administration (Valerie Clay, Deputy Executive Officer, 387-5423) on May 22, 2024.

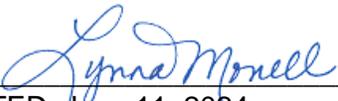
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Record of Action of the Board of Supervisors  
San Bernardino County

**APPROVED (CONSENT CALENDAR)**

Moved: Joe Baca, Jr. Seconded: Curt Hagman  
Ayes: Col. Paul Cook (Ret.), Jesse Armendarez, Dawn Rowe, Curt Hagman, Joe Baca, Jr.

Lynna Monell, CLERK OF THE BOARD

BY  \_\_\_\_\_  
DATED: June 11, 2024



cc: ARMC - Goldfrach w/agree  
Contractor - c/o ARMC w/agree  
File - w/agree  
CCM 06/24/2024