

CHIEF ADMINISTRATIVE OFFICE
Procurement and Contracts Division

Date Received

NON-COMPETITIVE PURCHASE REQUEST JUSTIFICATION

Required for all (non-emergency) sole source acquisitions in excess of \$5,000.00 and sole source service requests in excess of \$100,000.00.

This justification document consists of three (3) pages. All information must be provided and all questions must be answered. **Department Head approval is required.**

Requesting Department Information

Department: 10-Information Technologies	Org Code: 1040000	
Contact Name: Kelley Lawrie / Audra Anderson	Subobject: 4144	User Code:
Telephone: 6729 / 5144	Fax:	

Required Supplier / Vendor Information

Vendor / Supplier Name: Evergreen Services Topco LLC (dba Executech Utah LLC)	Vendor / Supplier Address:
Contact Name: Braun Martin	
Estimated Purchase Price/Contract Amount: \$385,541.34	Vendor / Supplier Email Address: braun.martin@executech.com
Telephone: 530-320-5524	Fax:

Provide a brief description of the request, including all goods and/or services the vendor/supplier will provide and supporting exemption reference from Board Policy C-17 - Procurement Policy:

Rubrik Renewal of Data Recovery (DR) Services for 01/31/24 - 01/30/27
3.4.2.f - Moving forward with Executech maintains continuity for our vital DR services. Changing vendors would cause a massive disruption to the Information Technologies infrastructure.

Department Head: **Tonya Digiorno** Digitally signed by Tonya Digiorno
Date: 2023.12.18 14:01:11 -08'00'
Signature

Purchasing Agent: _____
Signature

Board of Supervisors:
Date: _____
Item: _____

P&C Assignment:
Assigned To: _____
Date: _____

A. The good/service requested is restricted to one supplier for the reason stated below:

1. Why is the acquisition restricted to this goods/services supplier? (Explain why the acquisition cannot be competitively sourced. Explain how the supplier is the only source for the acquisition.)

The County has used Executech as the provider of Rubrik Data Recovery (DR) Services since November 2019. While there are other resellers for Rubrik, changing providers would be detrimental to the County's DR program, as we'd lose continuity and efficiencies with the current provider and set-up. It would also cause massive disruptions to the County's Information Technology infrastructure and PMO, network/server, and security teams to make changes to service providers.

2. Provide the background of events leading to this acquisition.

We first entered into a DR contract with Executech (formerly DSA), in January 2020, following a 3-month free proof-of-concept trial period. In January 2023, we upgraded our platform and renewed services for an additional year. We are looking to extend services for a 3-year period to lock-in pricing. Disaster Recovery and Data Recovery services are a vital component of our IT infrastructure and security plan.

3. Describe the uniqueness of the acquisition. (Why was the goods/services supplier chosen?)

Executech (formerly DSA) was originally chosen using California Multiple Award Schedules (CMAS) contract 3-18-70-3164H. Executech continues to offer El Dorado County IT pricing discounts as provided under the original CMAS agreement with DSA.

4. What are the consequences of not purchasing the goods/services or contracting with the proposed supplier?

There is a significant loss of continuity, efficiencies, and loss of staff time to changing vendors. Changing providers would require a large-scale project, impacting multiple areas within the IT Department. A change in vendors would require months of planning and months to execute within the server/network/security frameworks that are currently in place. In addition, Executech continues to provide El Dorado County deep discounts over List and NASPO pricing.

5. What market research was conducted to substantiate no competition, including the evaluation of other items or service providers? (Provide a narrative of your efforts to identify other similar or appropriate goods/services, including a summary of how the department concluded that such alternatives are either inappropriate or unavailable. The name and addresses of suppliers contacted and the reasons for not considering them must be included OR an explanation of why the survey or effort to identify other goods/services was not performed.)

The County cannot disrupt our DR service offerings, as it's a critical component of our infrastructure.

B. Price Analysis:

1. How was the price offered determined to be fair and reasonable? (Explain what basis was used for comparison and include cost analysis as applicable.)

Rubrik List Price for Services totals \$1,042,247.82.
NASPO Pricing for Services under AR2472 totals \$990,866.94.
Executech is offering a 3-year prepaid contract for \$385,541.34, which is a savings of over \$600,000.

2. Describe any cost savings or avoidance realized (one-time or ongoing) by acquiring the goods/services from this supplier.

In addition to price savings as noted in B.1., staying with Executech saves staff time and labor costs in not having to reestablish critical services with another supplier. Changing vendors would require a large-scale managed project, that would take months to plan and implement. It would also take significant IT resources to make changes, competing with other already planned infrastructure and security projects and initiatives.

Vendor	Description	Manufacturer Part Number	List Price	NASPO Price	List	NASPO	Executech
Rubrik	One (1) month of Rubrik Edge, 1TB back-end usable, incl. CloudOut, Polaris GPS, Premium Support, subscription prepay	RBK-EDGE-TB	\$127.00	\$120.65	\$9,144.00	\$8,686.80	\$2,947.84
Rubrik	One (1) month of Rubrik Go Foundation Edition for r6410, incl. RCDM, Polaris GPS, CloudOut, 300 instances/VMs of cloud native protection and Premium Support, subscription prepay	RBK-GO-FNDN-R6410	\$6,992.00	\$6,502.56	\$503,424.00	\$468,184.32	\$142,938.00
Rubrik	One (1) month of RCDM for Office 365, 10 users, incl. Premium Support, subscription prepay	RBK-POL-O365	\$21.00	\$19.95	\$128,520.00	\$122,094.00	\$33,167.00
Rubrik	Premium Support for hardware, prepay	RBK-SVC-PREM-HW	\$6,859.97	\$6,516.97	\$41,159.82	\$39,101.82	\$18,936.00
Rubrik	One (1) month of Foundation to Enterprise edition upgrade with Radar, Sonar, Appflows, CDP, Cloudon, UCL & Premium Support, subscription prepay	RBK-UG-P-FUE	\$5,000.00	\$4,900.00	\$360,000.00	\$352,800.00	\$187,552.50

\$1,042,247.82	\$990,866.94	\$385,541.34
----------------	--------------	--------------

Pricing per:
NASPO AR2472, Exp 09/15/26
CA PA 7-17-70-40-05
Carahsoft
Utah Lead Agency

\$656,706.48	\$605,325.60	Savings
--------------	--------------	----------------