



**Contra
Costa
County**

To: Board of Supervisors
From: Anna Roth, Health Services Director
Date: June 23, 2020

Subject: Purchase Order for Groupware Technology, Inc. for VMWare Licenses Renewal

RECOMMENDATION(S):

APPROVE and AUTHORIZE the Health Services Director, or designee, to execute a contract with Groupware Technology, Inc. in an amount not to exceed \$1,999,950 for the purchase of VMWare software licenses and support for the period from June 30, 2020 through July 1, 2025.

FISCAL IMPACT:

This contract is funded 100% by Hospital Enterprise Fund I Budget.

BACKGROUND:

The Health Services Department (HSD) Information Technology (IT) unit utilizes VMWare server virtualization software across its multi-site Data Center infrastructure, to support all internal services including the ccLink Electronic Health Record (EHR) system, as well as providing secure access to third-party medical providers and affiliates. The VMWare solution is the backbone that enables these services to function. VMWare also provides support for the software under the Support and Subscription Services Terms and Conditions dated June 1, 2016, between the County and VMWare. In 2016, the HSD IT unit upgraded its VMWare software and renewed support through VMWare's third-party reseller, Applied

☒ APPROVE

☐ OTHER

☒ RECOMMENDATION OF CNTY
ADMINISTRATOR

☐ RECOMMENDATION OF BOARD
COMMITTEE

Action of Board On: **06/23/2020** ☒ APPROVED AS RECOMMENDED ☐ OTHER

Clerks Notes:

VOTE OF SUPERVISORS

AYE: John Gioia, District I Supervisor
Candace Andersen, District II Supervisor
Diane Burgis, District III Supervisor
Karen Mitchoff, District IV Supervisor
Federal D. Glover, District V Supervisor

I hereby certify that this is a true and correct copy of an action taken and entered on the minutes of the Board of Supervisors on the date shown.

ATTESTED: June 23, 2020

David Twa, County Administrator and Clerk of the Board of Supervisors

By: Laura Cassell, Deputy

Contact: Patrick Wilson,
925-335-8700

Computer Solutions. The HSD IT unit now needs to purchase additional software and pay for subsequent years of support. Groupware Technology, Inc. is an authorized third-party reseller of VMWare support

BACKGROUND: (CONT'D)

and services. By entering into this five year agreement with Groupware, the County is saving \$230,000-\$280,000 a year in VMWare support fees compared to annual purchases of support services. The County may terminate the proposed contract if the board of supervisors does not appropriate funds in any fiscal year for the purchase of the VMWare support services. This purchase will allow for the continued support and maintenance of the Data Center environment as well as provide additional licenses for long-term expansion and scalability.

CONSEQUENCE OF NEGATIVE ACTION:

If this agreement is not approved, HSD will lose vendor-provided support and an ability to grow beyond existing limits. The servers housing our electronic health records system will no longer be upgradeable; downtime, technical flaws, and other maintenance-based issues will not receive support from the vendor. This may increase the potential for loss or corruption of patient data, and could lead to patient care issues and related emergencies.