

2022 SEP 26 AM 7:47
FILED
OFFICE OF THE CITY CLERK
OAKLAND


CITY ATTORNEY'S OFFICE

OAKLAND CITY COUNCIL

RESOLUTION NO. 90884 C.M.S.

RESOLUTION (1) AUTHORIZING THE CITY ADMINISTRATOR TO EXECUTE A TWO-YEAR AGREEMENT WITH FUSION BI, INC. TO PROVIDE ORACLE BUSINESS INTELLIGENCE AND ANALYTICS CONSULTING SERVICES IN AN AMOUNT NOT TO EXCEED TWO HUNDRED AND TEN THOUSAND DOLLARS (\$210,000) WITH THE OPTION TO EXTEND FOR TWO YEARS IN AN AMOUNT NOT TO EXCEED ONE HUNDRED AND FIVE THOUSAND DOLLARS (\$105,000) PER YEAR; AND (2) WAIVING THE COMPETITIVE MULTI-STEP SOLICITATION PROCESS AND THE CITY'S LOCAL/SMALL LOCAL BUSINESS ENTERPRISE PROGRAM

WHEREAS, the City of Oakland has used products and services from Oracle America Inc. to perform critical business operations, including procurement, account receivable / payable, budgeting, personnel and payroll since 2002; and

WHEREAS, the City has maintained a contractual support agreement with Oracle for those products and services, paid annually, since 2002; and

WHEREAS, the Finance Department & Information Technology Department jointly determined consulting services are needed to support mission critical City business operations related to the Oracle Enterprise Resource Planning (ERP) system and that Fusion BI, Inc. is the best service provider to meet these needs; and

WHEREAS, on November 25, 2022, the Finance Department conducted a Request for Proposals (RFP) for these consulting services and received one qualified response from Fusion BI, Inc.; and

WHEREAS, the City subsequently entered into a two-year agreement with Fusion BI, Inc. for the services, pursuant to Resolution No. 89611 C.M.S.; and

WHEREAS, Oakland Municipal Code ("OMC") section 2.04.042 requires that the City Administrator conduct a competitive multiple-step solicitation process for the acquisition of any computerized or information technology systems, which includes technical support and maintenance services; and

WHEREAS, OMC section 2.04.042(D) provides that the City Council may waive the competitive process upon a recommendation of the City Administrator and finding and

determination by the City Council that it is in the best interests of the City to waive the solicitation processes; and

WHEREAS, staff recommends that it is in the best interests of the City to waive the multiple-step solicitation process as the City still requires services from Fusion BI, Inc. related to the ERP system and wishes to have continuity in this vendor for an additional contract term, and the Finance Department & Information Technology Department jointly determined that Fusion BI, Inc. is the best service provider to meet these needs, based on their previous work history; and

WHEREAS, the Council may waive the City's Local and Small Local Business Enterprise Program ("L/SLBE") requirements pursuant to Part I of the L/SLBE Program guidelines adopted by Ordinance No. 13825 C.M.S; and

WHEREAS, staff has not been able to identify L/SLBEs that can provide the Oracle Business Intelligence Support and professional services that are required under this contract and recommends that the Council waive the L/SLBE program in addition to the competitive process; and

WHEREAS, the City Council finds and determines that the services provided pursuant to the contract authorized hereunder are of a professional, scientific or technical nature and are temporary; and

WHEREAS, the awarding of this agreement will not result in the loss of salary or employment by any person having permanent status in the competitive service; now, therefore, be it

RESOLVED: That the City Council hereby authorizes the City Administrator or their designee to enter into an agreement with Fusion BI, Inc. for two hundred and ten thousand dollars (\$210,000) for Oracle business intelligence and analytics consulting services for a two (2) year term with the option to extend for two additional years in an amount not to exceed one hundred and five thousand dollars (\$105,000) per year, subject to funding appropriation and availability, as well as the need of continuing services beyond the first two years; and be it

FURTHER RESOLVED: That for the reasons stated herein and in the report that accompanies this Resolution, the City Council hereby finds and determines that it is in the best interests of the City to waive the RFP/Q requirements pursuant to OMC section 2.04.051(B); and be it

FURTHER RESOLVED: That, pursuant to Oakland's Local and Small Local Business Enterprise Program guidelines adopted by Ordinance No. 13825 C.M.S., the Council waives the L/SLBE program participation requirement; and be it

FURTHER RESOLVED: That the City Administrator or their designee is hereby authorized to execute any amendments or modifications to said agreement consistent with the purpose of this Resolution.

IN COUNCIL, OAKLAND, CALIFORNIA,

OCT 7 2025

PASSED BY THE FOLLOWING VOTE:

AYES - BROWN, FIFE, GALLO, HOUSTON, RAMACHANDRAN, UNGER, WANG, AND
PRESIDENT JENKINS - 7

NOES - 0

ABSENT - 0

ABSTENTION - 0

1 Excused - Houston

ATTEST:



ASHA REED

City Clerk and Clerk of the Council of the
City of Oakland, California

3440203v2/MJM