

  
CITY ATTORNEY'S OFFICE

## OAKLAND CITY COUNCIL

RESOLUTION NO. \_\_\_\_\_ C.M.S.

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**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,

PASSED BY THE FOLLOWING VOTE:

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

NOES –

ABSENT –

ABSTENTION –

ATTEST: \_\_\_\_\_

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

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