



OFFICE OF CIO & DIRECTOR  
JOHN A. MATELSKI

DeKalb County Government  
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**TO:** Delois Robinson, Procurement Deputy Director – Purchasing and Contracting  
**FROM:** Angela Green, Business Officer – Innovation and Technology *AG*  
**THROUGH:** John Matelski, Chief Information Officer – Innovation and Technology *JM*  
**SUBJECT:** Request Purchasing and Contracting assistance in renewing a Software, Hardware, and Support & Maintenance Agreement with KRONOS Inc. and Upgrade  
**DATE:** June 30, 2017

In June 2012, DeKalb County entered into a sole source Software, Hardware, and Support & Maintenance Agreement with KRONOS Inc. As a result, **PO# 862573** was issued to cover the term September 10, 2012 – September 9, 2013; **PO# 894121** was issued to cover the term September 10, 2013 – September 9, 2014; **PO# 934039** was issued to cover the term September 10, 2014 – September 9, 2015; **PO# 980472** was issued to cover the term September 10, 2015 – September 9, 2016; and **PO# 1020574** was issued to cover the term September 10, 2016 – September 9, 2017. DeKalb County uses **Kronos countywide to record and track time for all departments**. The current Kronos software and hardware service contract will expire on September 09, 2017. Therefore, we are requesting Purchasing and Contracting's assistance in processing the attached quote for renewal of our Software, Hardware, and Support & Maintenance Agreement with KRONOS Inc. utilizing US Communities contract number 14-JLR-003 (<http://www.uscommunities.org/suppliers/kronos/kronos-contract/>) in the amount of \$101,234.42.

In addition, there is a need to upgrade the current Kronos system. Upgrading to Kronos version 8 will provide for better overall performance of the application. One major asset is the elimination of the Java runtime environment on client desktops. This will help to make a smooth transition from the Java objects to the new HTML5 components. Moving to a Java free environment will also allow employees using applications requiring various versions of Java to use Kronos without limitations. We would like to include this with the renewal in the amount of \$66,889.00. **Making the total for this request \$168,123.42 to be funded by IT General Fund Operating.**

The Department of Innovation and Technology is submitting this renewal as a sole source because Kronos products are sold directly by Kronos, Inc. If this renewal is not approved, the County will not be able to produce payroll checks for employees. Additionally, the County will not have vendor support should an issue arise.

Thank you for your assistance in this matter. If additional information is required, please contact Angela Green (404-371-2374).

Attachments: Sole Source Justification Form  
Sole Source Letter from Vendor  
Kronos Quotes