



OFFICE OF CIO & DIRECTOR
JOHN A. MATELSKI

DeKalb County Government
3630 Camp Road, Suite 201 | Decatur, GA 30032 | 404.371.6210

TO: Phyllis Head, Procurement Manger – Purchasing and Contracting
FROM: Angela Green, Business Officer – Innovation and Technology *AG*
THROUGH: John Matelski, Chief Innovation & Information Officer – Innovation and Technology *JM*
SUBJECT: Request Purchasing and Contracting assistance in renewing a Software, Hardware, and Support & Maintenance Agreement with KRONOS Inc.
DATE: July 18, 2019

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. PO# 1075959 was issued to cover the term September 10, 2017 – September 9, 2018. PO#1123066 was issued to cover September 10, 2018 – September 9, 2019. 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, 2018. 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 OMNIA Partners previously US Communities: <https://www.omniapartners.com/publicsector/contracts/supplier-contracts/kronos> in the amount of \$127,953.72.

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



Kronos Incorporated
900 Chelmsford Street
Lowell, MA 01851

url www.kronos.com

July 18, 2019

Ms. Phyllis A. Head, CPPD, GCPA
DeKalb County Government
Purchasing & Contracting Department
1300 Commerce Drive, 2nd Floor
Decatur, GA 30030

Dear Ms. Head:

This letter is to confirm that Kronos® equipment and software is sold and serviced only through Kronos district offices or Kronos authorized dealers.

Kronos' products are sold directly by Kronos Incorporated in the Decatur, Georgia area:

1725 Windward Concourse, Suite 2250
Alpharetta GA 30004
Telephone: (770) 619-3443

Kronos' goal is to handle questions regarding the sole sourcing of Kronos products in a consistent manner, which is why we utilize this letter format. If you have any questions relating to anything in this letter, please feel free to contact me anytime.

Sincerely yours,

A handwritten signature in blue ink, appearing to read "John O'Brien", written over a light blue circular stamp.

John O'Brien
Chief Revenue Officer