

Council Meeting of
August 5, 2008

Honorable Mayor and Members
of the City Council
City Hall
Torrance, California

Members of the Council:

SUBJECT: Community Services/Library Division – Approve a sole source Purchase Order to *Reference USA* of Omaha, NB, for access to business and health care databases.

Expenditure: \$25,235 for one year.

RECOMMENDATION

Recommendation of the Community Services Director that the City Council approve a sole source Purchase Order to *Reference USA* of Omaha, NB, for access to its business and health care databases in an amount not to exceed \$25, 235 for one year.

Funding

Funding is available in the Community Services Department operating budget.

BACKGROUND

The Torrance Public Library (TPL) has subscribed to the *Reference USA* business database for a number of years. It is the premier database for business information, and provides specific and unique data the majority of Library's users require - phone-verified, accurate data on 14 million U.S. businesses that is updated monthly. Up to 20 million annual phone calls are completed by Reference USA staff to ensure accurate, precise information is included. Each listing includes: business name, management titles, business type, sales volume, employee count, and year established.

ANALYSIS

Competing databases from Dunn & Bradstreet, Standard & Poor's, and Marchant are investment-oriented rather than geared to the entrepreneur and/or individual looking for small business opportunities. Torrance Public Library provides other resources for investment information. *Reference USA* furnishes many more listings than its competitors as well.

The Library also wishes to subscribe to the *Reference USA* health care database, which includes listings for 675,000 doctors and 180,000 dentists. As with the company's business database, information included in the health database is updated regularly through phone verification.

The Torrance Municipal Code allows for a sole source purchase:

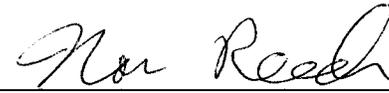
The Torrance Municipal Code, Section 22.3.17 **Exceptions; sole-source purchases**, states:

“(a) The provisions of this Article shall not apply to purchases of sole-source services or property, which purchases shall be made in accordance with such procedures and regulations as shall be established by the City Manager.

(b) For purposes of this Section, “sole-source purchases” shall mean those purchases where it would be undesirable or impossible for the City to advertise for bids for particular work or for patented items, or experimental or unique services or products, or where competitive purchases would be unavailable or would not prove advantageous for the City. No sole-source purchases shall be made where to do so would show favoritism, improvidence, extravagance, fraud or corruption, or result in the waste of public funds, but shall be used only to obtain the best economic result for the public.”

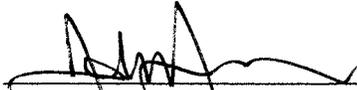
Respectfully submitted,

JOHN JONES
COMMUNITY SERVICES DIRECTOR

By 
Norm Reeder
Library Services Manager

CONCUR:


Paula J. Weiner
City Librarian


John Jones, Director
Community Services Department


LeRoy J. Jackson
City Manager