



AGENDA STAFF REPORT

Control: 26001191

MEETING DATE: 05/19/2026

LEGAL ENTITY TAKING ACTION: Board of Supervisors

BOARD OF SUPERVISORS DISTRICT(S): All Districts

SUBMITTING AGENCY/DEPARTMENT: County Executive Office

DEPARTMENT CONTACT PERSON(S): KC Roestenberg, 714-567-5075
Ed Althof, 714-834-3069

SUBJECT: Approve contract with INSPYR Solutions, LLC for Temporary Salesforce Staffing

CEO CONCUR	COUNTY COUNSEL REVIEW	CLERK OF THE BOARD
Concur	Approve agreement to form	CONSENT CALENDAR 3 Votes Board Majority

Budgeted: Yes	Current Year Cost: \$22,708	Annual Cost: FY 2026-27 \$272,500 FY 2027-28 \$249,792
Staffing Impact: No	Funding Source: Fund 289 - OCIT Countywide Services: 100%	Sole Source: No
Current Fiscal Year Revenue: N/A		County Audit in Last 3 years: No
Levine Act Review Completed? Yes		
Prior Board Action: N/A		

RECOMMENDED ACTION(S):

Authorize the County Procurement Officer or Deputized designee to execute Contract with INSPYR Solutions, LLC for one temporary Salesforce staffing resource, effective June 1, 2026, through May 31, 2028, in an amount not to exceed \$545,000.

SUMMARY:

Award of Contract to INSPYR Solutions, LLC for one temporary Salesforce staffing resource to support enhancements to the County’s Land Management System on the Salesforce platform.

BACKGROUND INFORMATION:

Orange County Information Technology (OCIT) received a request from Orange County Public Works (OCPW) for enhancements to the Land Management System (LMS) built on the Salesforce platform. LMS allows public users to submit permit and plan applications through a portal which streamlines permitting, processing, planning, and accounting services for OC Development Services and OC Survey. These enhancements are critical to improving operational efficiency, streamlining workflows, and meeting evolving business needs. The current team capacity is fully committed to production support, maintenance

activities, and other prioritized initiatives, limiting the ability to address enhancements to the system. In addition, there is a backlog of LMS support tickets that have been pending for an extended period. Current staffing is insufficient to meet the increasing demand for system improvement, therefore, a supplemental temporary resource is required to ensure timely completion of the LMS enhancements, while allowing existing staff to address the backlog of pending tickets, and continued stability of the Salesforce platform.

OCIT seeks to engage a highly skilled Senior Salesforce Architect/Lead Developer for two years to support development of enhancements and added functionalities to the existing Salesforce platform. This includes leading requirements gathering, identifying process gaps, designing robust technical architectures, and implementing solutions aligned with best practices in security, compliance, and enterprise development. This resource requires deep technical expertise in Apex, Lightning Web Components, Application Programming Interfaces (APIs), Salesforce developer experience, Continuous Integration and Continuous Delivery/Deployment, and enterprise integration patterns.

By securing a seasoned professional with strong technical and hands-on development expertise, OCIT will be better positioned to deliver modern, efficient, and secure Salesforce-driven solutions that advance County priorities and improve service delivery to residents, partners, and internal stakeholders.

Vendor Selection Process

OCIT engaged with existing County approved vendors under the Regional Cooperative Agreement (RCA) for Information Technology Products and Services, along with other qualified IT Staffing vendors, to ensure a competitive and compliant selection process. A total of 28 applications were received and reviewed, and 10 candidates were interviewed. Following this evaluation, the most qualified candidate, sourced through INSPYR Solutions, LLC (INSPYR), was selected. INSPYR is an approved vendor with an existing agreement with the County of San Mateo, established through a competitive Request for Proposal (RFP) process. Utilizing this vendor ensures compliance with procurement requirements while enabling timely access to qualified candidates. The Orange County Preference Policy is not applicable to this contract award. An analysis was completed to verify the contract provides the County with persons specially trained, experienced, expert and competent to perform the special services in accordance with the law.

This contract does not currently include subcontractors or pass through to other providers. See Attachment B for Contract Summary Form.

The contract is being presented for Board approval less than 30 days before the effective date because OCIT would like to secure the resource as soon as possible to avoid the risk of losing a qualified resource should the hiring process be delayed.

FINANCIAL IMPACT:

Appropriations for this Contract will be absorbed in the FY 2025-26 budget with existing appropriations in Fund 289 - OCIT Countywide Services Fund, and will be charged back to OCPW's Budget Control 071 - Building & Safety General Fund. Appropriations and revenue will be included in FY 2026-27 budget and in the budgeting process for future years.

STAFFING IMPACT:

N/A

REVIEWING AGENCIES/DEPARTMENTS:

N/A

ATTACHMENTS:

Attachment A – Contract MA-017-26011327, INSPYR Solutions, LLC

Attachment B - Contract Summary Form