



# County of Monterey

**Item No.**

## Board Report

Board of Supervisors  
Chambers  
168 W. Alisal St., 1st Floor  
Salinas, CA 93901

**Legistar File Number: A 23-031**

**February 07, 2023**

**Introduced:** 1/24/2023

**Current Status:** Agenda Ready

**Version:** 1

**Matter Type:** BoS Agreement

- a. Authorize the Chief Information Officer to execute non-standard California Multiple Award Schedules (CMAS) for Information Technology Goods & Services with Johnson Electronics (CMAS 3-20-70-3717B), and AMS.NET Incorporated (CMAS 3-20-70-0291AH), awarded vendors for low voltage cabling, Wi-Fi, fiber, network connectivity and other technology products and services retroactive to June 24, 2020 through September 15, 2024 for a total contract amount of \$2,000,000; and
- b. Authorize the Chief Information Officer or his designee to execute order forms and such documents as necessary to implement the agreement with Johnson Electronics & AMS.NET Incorporated for purchase of Technology Goods & Services; and
- c. Accept non-standard contract provision as recommended by the Chief Information Officer and the Assistant County Administrative Officer; and
- d. Authorize the Chief Information Officer or his designee to execute five (5) amendments to the agreement, subject to CMAS term renewal and County Counsel review, extending the term by one (1) year per amendment, where the amount of each amendment does not exceed ten percent (10%) per amendment, and where the amendments do not significantly change the scope of work or the terms of the Agreement.

**RECOMMENDATION:**

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Information Officer to execute non-standard California Multiple Award Schedules (CMAS) for Information Technology Goods & Services with Johnson Electronics (CMAS 3-20-70-3717B), and AMS.NET Incorporated (CMAS 3-20-70-0291AH), awarded vendors for low voltage cabling, Wi-Fi, fiber, network connectivity and other technology products and services retroactive to June 24, 2020 through September 15, 2024 for a total contract amount of \$2,000,000; and
- b. Authorize the Chief Information Officer or his designee to execute order forms and such documents as necessary to implement the agreement with Johnson Electronics & AMS.NET Incorporated for purchase of Technology Goods & Services; and
- c. Accept non-standard contract provision as recommended by the Chief Information Officer and the Assistant County Administrative Officer; and
- d. Authorize the Chief Information Officer or his designee to execute five (5) amendments to the agreement, subject to CMAS term renewal and County Counsel review, extending the term by one (1) year per amendment, where the amount of each amendment does not exceed ten percent (10%) per amendment, and where the amendments do not significantly change the scope of work or the terms of the Agreement.

SUMMARY:

California Multiple Award Schedules (CMAS) authorize the County to procure technology related products and services negotiated through the General Services Administration (GSA) federal procurement program. GSA negotiates large multi-user contracts and drives down the costs of goods and services for State and Local Government Agencies by leveraging the volume of the federal market. The County wishes to utilize (GSA), GS-35F-0711V for Technology Goods & Services.

DISCUSSION:

The Contracts Purchasing Division administers Master Agreements (countywide service agreements) utilized by all County departments. The ability for departments to procure from Master Agreements simplifies and streamlines the contract process.

In 2020, during Covid-19 pandemic, the County needed to quickly provide external free Wi-Fi for County departments as well as other services that required low voltage cabling, fiber, and network connectivity. When procuring these types of services, the Contracts Purchasing Division relies on subject experts, and conferred with the Information Technology Department to secure the best option for County Departments, and processed Master Agreement number 189 in the amount of \$500,000. In January 2021 an additional \$250,000 was added for a total not to exceed amount of \$750,000. The departments that have utilized this Master Agreement includes the County Administrative Office, County Counsel, Information Technology Department, District Attorney, Public Defender's Office, Sheriff's Office, Public Works, Facilities & Parks, and others. However, the contract was processed without Board approval.

The CMAS program offers cooperative agreements established for State and Local government agencies in California including a variety of commodity, information technology products and services, and non-IT services. CMAS agreements with Johnson Electronics and AMS.NET Incorporated are based on Federal General Services Administration (GSA) multiple award schedule, (GSA), GS-35F-0711V for Technology Goods & Services, which have been competitively assessed and negotiated. CMAS agreements comply with California procurement codes, guidelines, and policies, and provide for the highest level of contractual protection and offer rates and services at or better than the GSA award schedule.

The Chief Information Officer and the Assistant County Administrative Officer are requesting the Board to approve the California Multiple Award Schedules (CMAS) with Johnson Electronics (CMAS 3-20-70-3717B) and AMS.NET Incorporated (CMAS 3-20-70-0291AH) which County departments have utilized on the County's Master Agreement number 189 retroactive to June 24, 2020 through September 15, 2024, and to increase the contract amount by \$1,250,000 for a total agreement amount not to exceed \$2,000,000.

OTHER AGENCY INVOLVEMENT:

Contracts Purchasing Division approved the non-standard CMAS agreement with Johnson Electronics and AMS.NET Incorporated. County Counsel approves the agreement as to form, while noting the following non-standard provisions: non-standard termination provisions; mutual indemnification; limitations on vendor's liability to County to the amount of vendor's insurance; and non-standard records return provisions.

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FINANCING:

No additional funding is required. Support needs related to FY 2022-23 have been built into the current year budget, and any funds required for future years will be built into those respective budgets.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The implementation of a County-wide Master Agreement streamlines the County procurement processes.

- Economic Development
- Administration
- Health & Human Services
- Infrastructure
- Public Safety

Prepared by: Sandra Shaffer, Management Analyst III, 759-6957

Approved by:

DocuSigned by:  
*Eric Chatham* Date: 1/27/2023 | 7:14 PM PST  
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Eric A. Chatham, Chief Information Officer, 759-6920

DocuSigned by:  
*Dewayne Woods* Date: 1/28/2023 | 9:17 AM PST  
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Dewayne Woods, Assistant County Administrative Officer, 755-5309

Attachments:

CMAS Agreement - AMS.NET