



County of Monterey

Item No.

Board Report

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

Legistar File Number: A 24-341

July 16, 2024

Introduced: 6/21/2024

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

- a. Authorize the Chief Information Officer or his designee to execute an Agreement with Mainline Information Systems, a reseller of OMNIA Partners, incorporating the terms of TD Synnex public sector's existing National Cooperative Purchasing Alliance ("NCPA") Master Agreement No. R200803, Advanced Technology Solutions Aggregator Contract, to purchase technology products and services, up to an amount of \$1,000,000 for the term of August 1, 2024 through September 30, 2025; and
- b. Authorize the Chief Information Officer, or his designee, to execute order forms and such documents as are necessary to implement the agreement with Mainline Information Systems for the County's purchase of technology solutions, services, and support, including subscription renewals on an as-needed basis; and
- c. Accept non-standard contract provisions as recommended by the Chief Information Officer; and
- d. Authorize the Chief Information Officer to amend or sign up to three (3) renewals of one (1) year each to the Agreement, where the cost of each amendment or renewal does not increase by more than ten percent (10%) of the prior year, with an aggregate Not to Exceed amount of \$4,641,000 subject to County Counsel review and provided the terms of the agreement remain substantially the same.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Information Officer or his designee to execute an Agreement with Mainline Information Systems, a reseller of OMNIA Partners, incorporating the terms of TD Synnex public sector's existing National Cooperative Purchasing Alliance ("NCPA") Master Agreement No. R200803, Advanced Technology Solutions Aggregator Contract, to purchase technology products and services, up to an amount of \$1,000,000 for the term of August 1, 2024 through September 30, 2025; and
- b. Authorize the Chief Information Officer, or his designee, to execute order forms and such documents as are necessary to implement the agreement with Mainline Information Systems for the County's purchase of technology solutions, services, and support, including subscription renewals on an as-needed basis; and
- c. Accept non-standard contract provisions as recommended by the Chief Information Officer; and
- d. Authorize the Chief Information Officer to amend or sign up to three (3) renewals of one (1) year each to the Agreement, where the cost of each amendment or renewal does not increase by more than ten percent (10%) of the prior year, with an aggregate Not to Exceed amount of \$4,641,000 subject to County Counsel review and provided the terms of the agreement remain substantially the same.

SUMMARY:

It is requested that the Board of Supervisors ("Board") authorize the Chief Information Officer of the

Information Technology Department (“ITD”) to sign order forms with Mainline Information Systems, a Synnex Corporation reseller, via the National Cooperative Purchasing Alliance (“NCPA”) Company, a wholly owned subsidiary of OMNIA Partners, for subscription renewals for recurring hardware and software maintenance, additional hardware, software, and cloud services, and to purchase additional licenses on an “as needed” basis to for recurring technical support, maintenance, and major network and data center hardware upgrades, up to an amount of \$1,000,000 within the term of August 1, 2024 through September 30, 2025.

DISCUSSION:

Region 14 Education Service Center for Advanced Technology Solutions Aggregator on behalf of itself and other government agencies was the lead agency issuing RFP #20-08 to establish a national cooperative contract for information technology solutions and services in partnership with the NCPA.

The NCPA assists public agencies to increase efficiency and reduce costs when procuring goods and services by awarding competitively solicited contracts that are leveraged nationally by combining the volumes and purchasing power of entities nationwide.

The NCPA selected specified companies, including Synnex Corporation to provide technology goods and services on favorable terms and prices through the NCPA Master Agreement No. R200803.

This Master Agreement allows government agencies to purchase on an as-needed basis from a competitively awarded contract and covers all vendor product lines available at Synnex with discounted prices for various technologies. Mainline Information Systems is an authorized reseller that has agreed to sell Synnex products to the County of Monterey (“County”) on these favorable terms.

The NCPA Master Agreement, which will govern the County’s purchase of Synnex products through Mainline, contains terms which are non-standard to the County, but which are common in the information technology industry. Mainline Information Systems, a value-added reseller, has been used by the County to procure essential hardware, software, technical support, professional services, and extended warranties necessary for ongoing support of the data center, network, and applications on an as-needed basis.

The Chief Information Officer recommends approval to continue to procure from Mainline Information Systems on an as-needed basis for maintaining, supporting, and planning major data center upgrades. Approval will give ITD the ability to extend the term on an annual basis when Mainline Information Systems extends their agreement with OMNIA Partners beyond the current term ending September 25, 2025.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed the NCPA Master Agreement and does not approve continuation of non-standard provisions. The Auditor-Controller’s Office reviewed the contract but does not agree to the non-standard payment provisions.

FINANCING:

The funds for payment of the costs of this Agreement are included in the FY 2024-25 Adopted

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Budget for the Information Technology Department, ITD 1930, Appropriations Unit INF002. Future year budget requirements will be included with each respective fiscal year budget submission.


BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The Board's approval of the recommended agreement will allow staff to procure technology services and products at discounted rates.

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

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

Approved by:

DocuSigned by:

747D862G7BD04AE... Date: 7/1/2024 | 5:25 PM PDT
Eric A. Chatham, Chief Information Officer, 759-6920

Attachments:

Synnex Award Letter
Synnex NCPA Contract #0197
Synnex Services Price List
Authorized Reseller List

Attachments on file with Clerk of the Board