



# Monterey County

Item No.

## Board Report

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

Legistar File Number: A 20-351

September 01, 2020

Introduced: 8/20/2020

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

- a. Approve and authorize the Director of Information Technology or his designee to execute a non-standard agreement with De Lage Landen Public Finance LLC Lease Agreement for Cisco Meraki Advance Security Licenses and support services for a five (5) year term September 15, 2020 - September 14, 2025 with an agreement total of \$114,682;
- b. Accept the non-standard provisions as recommended by the Director of Information Technology; and
- c. Authorize the Director of Information Technology, or his designee, to execute order forms and such documents as are necessary to implement the agreement for the County's purchase of Meraki support.

### RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Approve and authorize the Director of Information Technology or his designee to execute a non-standard agreement with De Lage Landen Public Finance LLC Lease Agreement for Cisco Meraki Advance Security Licenses and support services for a five (5) year term September 15, 2020 - September 14, 2025 with an agreement total of \$114,682;
- b. Accept the non-standard provisions as recommended by the Director of Information Technology; and
- c. Authorize the Director of Information Technology, or his designee, to execute order forms and such documents as are necessary to implement the agreement for the County's purchase of Meraki support.

### SUMMARY/DISCUSSION:

Cisco Meraki, a wholly--owned subsidiary of Cisco Systems ("Cisco") is the leader in Cloud-controlled wireless or WiFi. The County uses Cisco Meraki for its wireless solution since 2012. De Lage Landen is one of Cisco's finance partners that underwrites lease and finance transactions with customers in the public sector.

The annual support and maintenance renewal for the Cisco Meraki system that County uses currently costs \$64,853 per year. After a competitive bidding process in 2020, County IT department (ITD) selected and negotiated a new agreement with Cisco that will give County a deeply discounted support renewal price of \$22,936.40 per year, totaling \$114,682 over five years, provided the County agrees to a non-standard five-year support plan. With the multi-year support commitment, this arrangement does not impact County ITD budget negatively, instead, it saves the County \$41,917 per

year, or \$209,585 over five years.

This agreement is a five-year zero-interest lease agreement, between County and De Lage Landen Public Finance LLC to amortize the payment for the purchase of five-year Cisco Meraki support renewal over five years.

**OTHER AGENCY INVOLVEMENT:**

County Counsel does not approve non-standard agreement provisions.

**FINANCING:**

The funds for this request have been included in the FY 20-21 Adopted Budget for the Information Technology Department, ITD 1930, Budget Unit 8436, Appropriations Unit INF002. Transactions related to future fiscal years will be included in each respective fiscal year's Recommended Budget.

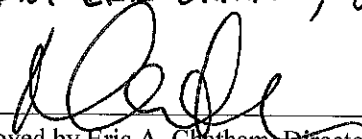
**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

Approval of the proposed agreement will enable the County to reliably perform essential County technology functions. This arrangement benefits County's technology infrastructure and saves County significant amount of money by having multi-year support arrangement.

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

Prepared by Lynnette Beardsall, Management Analyst II, 759-6938

O.B.O. ERIC CHATHAM, DAVE KERN

  
Approved by Eric A. Chatham, Director of Information Technology, 759-6920

Attachments:

De Lage Landen Public Finance LLC Lease Agreement  
Meraki Licenses and Support 5 year pricing

Attachments on file with the Clerk of the Board