



# Monterey County

**Item No.55**

## Board Report

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

**Legistar File Number: A 20-502**

**December 08, 2020**

**Introduced:** 11/20/2020

**Current Status:** General Government -  
Consent

**Version:** 1

**Matter Type:** BoS Agreement

- a. Authorize the Director of Information Technology, or his designee, to execute Amendment No. 1 to the non-standard Agreement with CDW-Government LLC (CDW-G), incorporating the terms of CDW-G's existing National Intergovernmental Purchasing Alliance Company "National IPA" Master Agreement No. 2018011-01, via the City of Mesa, Arizona to purchase software, hardware and services such as financing, consulting and technical support through February 21, 2024. The aggregate amount over the term of all Agreements shall not exceed \$1,537,800.00 annually in accordance with the terms and conditions set within each Agreement.
- b. Approve and authorize the Director of Information Technology to amend agreement # 1335071 with Lenovo Financial Services to include leasing services with CDW-Government LLC for desktop leasing services. The amendment shall be from the date of execution through and including February 21, 2024;
- c. Approve and authorize the Director of Information Technology, or his designee, to sign acceptance and delivery documents and related forms for the execution of leasing services.
- d. Authorize the Director of Information Technology, or his designee, to execute order forms and such documents as are necessary to implement the Amendment with CDW-G for the County's purchase of software, hardware and services such as financing, consulting and technical support; and
- e. Authorize the Director of Information Technology to sign, subject to prior County Counsel review, two (2) additional future order forms and renewals, extending the term of the agreement for one (1) additional year per order form, where there is no significant change to the Scopes of Work and provided any increases in cost do not exceed ten percent of the original contract amount (\$153,780 total maximum cost increase).
- f. Accept non-standard contract provisions as recommended by the Director of Information Technology.

### RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Director of Information Technology, or his designee, to execute Amendment No. 1 to the non-standard Agreement with CDW-Government LLC (CDW-G), incorporating the terms of CDW-G's existing National Intergovernmental Purchasing Alliance Company "National IPA" Master Agreement No. 2018011-01, via the City of Mesa, Arizona to purchase software, hardware and services such as financing, consulting and technical support through February 21, 2024. The aggregate amount over the term of all Agreements shall not exceed \$1,537,800.00 annually in accordance with the terms and conditions set within each Agreement.
- b. Approve and authorize the Director of Information Technology to amend agreement # 1335071 with Lenovo Financial Services to include leasing services with CDW-Government LLC for desktop

leasing services. The amendment shall be from the date of execution through and including February 21, 2024;

c. Approve and authorize the Director of Information Technology, or his designee, to sign acceptance and delivery documents and related forms for the execution of leasing services.

d. Authorize the Director of Information Technology, or his designee, to execute order forms and such documents as are necessary to implement the Amendment with CDW-G for the County's purchase of software, hardware and services such as financing, consulting and technical support; and

e. Authorize the Director of Information Technology to sign, subject to prior County Counsel review, two (2) additional future order forms and renewals, extending the term of the agreement for one (1) additional year per order form, where there is no significant change to the Scopes of Work and provided any increases in cost do not exceed ten percent of the original contract amount (\$153,780 total maximum cost increase).

f. Accept non-standard contract provisions as recommended by the Director of Information Technology.

SUMMARY:

On March 2020, the Board authorized the Director of Information Technology to enter a cooperative Agreement with CDW-Government LLC (CDW-G), an Adobe reseller, via the National Intergovernmental Purchasing Alliance ("National IPA") Company in the amount of \$151,000.00. The County purchases subscription renewals and additional licenses on an "as needed" basis to accommodate growth in the County workforce. In addition to Adobe software, this cooperative Agreement offers government agencies a full range of software licenses and renewals, hardware equipment and services at discounted prices.

ITD recommends expanding the services and goods by utilizing this cooperative agreement entered into by CDW-G with the National IPA to obtain additional technology solutions for the County.

DISCUSSION:

The City of Mesa, Arizona Department of Procurement was the lead agency issuing RFP #201811 on September 20, 2017, to establish a national cooperative contract for information technology solutions and services in partnership with the National Intergovernmental Purchasing Alliance Company.

The National IPA is one of the nation's largest cooperative purchasing organizations for the public sector, with the specific purpose of reducing procurement costs by leveraging the volume of products and services. National IPA select specific companies, including CDW-G, to provide technology goods and services on favorable terms and prices through the National IPA Master Agreement. The National IPA Master Agreement has been amended once to incorporate Federal Certifications.

In addition to Adobe software, the National IPA Master Agreement offers the opportunity to purchase an extensive variety of Information Technology Solution Products such as personal computer systems, laptops, network equipment, monitors, software products, and services, such as financing, consulting, and technical support, at a discounted rate. The parties have created Amendment No. 1 to expand the use of the cooperative agreement to purchase more products and services, at the discounted rate.

The National IPA Master Agreement, which will govern the County's purchase of services products through CDW-G, contains terms which are non-standard to the County, but which are common in the information technology industry. The Director of Information Technology recommends Board approval in order additional products and services the departments are currently utilizing.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed the National IPA Master Agreement and does not approve the following non-standard terms: non-standard cure of breach terms; force majeure provisions; non-standard insurance and indemnification terms; and non-standard warranty and acceptance terms.

FINANCING:

This request requires no additional funding for FY 2020-21.  
Any funds for future required services will be included in each respective Departments fiscal year budget submittal according to that Department's individual needs.


BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The Board's approval of the recommended agreement will allow the County to purchase a wide range of technology products and services to fit the County's operational business needs.

- 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: O, B.O. ERIC CHATHAM, DAN KERN

 Date: 11-30-2020  
Eric A. Chatham, Director of Information Technology, 759-6920

Attachments:

- CDW-Government Master Agreement #2018011
- Amendment No1 to Agreement #2018011
- Lenovo Master Lease Agreement
- Lenovo Quarterly Delivery & Acceptance
- Lenovo Master PO Addendum
- Attachments on file with Clerk of the Board

Attachments on file with the Clerk of the Board