



County of Monterey

Item No.

Board Report

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

Legistar File Number: A 23-263

June 27, 2023

Introduced: 6/7/2023

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

- a. Authorize the Chief Information Officer to execute non-standard Authorization To Order (ATO) forms with the following vendors under the State of California Department of Technology's California Network and Telecommunications (CALNET) program's CALNET-NextGen Agreement for telecommunications and network services: AT&T, Charter, Comcast, Crown Castle, Lumen, Verizon, Verizon Wireless, T-Mobile, Wave and Zayo; for the term of June 27, 2023, through January 3, 2026, in an amount not to exceed \$5,000,000; and
- b. Authorize the Chief Information Officer or his designee to issue order forms for specific services authorized under the CALNET-NextGen Agreement, as may be requested by County Departments for telecommunication and network services in an amount not to exceed \$2,000,000 per year; and
- c. Authorize the Chief Information Officer or his designee to execute up to five (5) future amendments to this Agreement, each extending the term and subscription by one year, where the additional costs of each Amendment do not exceed the yearly subscription contract amount of \$2,000,000, bringing the maximum additional compensation to \$10,000,000 and potential overall Agreement aggregate not to exceed \$15,000,000; and
- d. Authorize the Chief Information Officer of the Information Technology Department to execute a non-standard State of California Department of Technology "Non-State Entity Service Policy and Agreement" (NESPA).

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Information Officer to execute non-standard Authorization To Order (ATO) forms with the following vendors under the State of California Department of Technology's California Network and Telecommunications (CALNET) program's CALNET-NextGen Agreement for telecommunications and network services: AT&T, Charter, Comcast, Crown Castle, Lumen, Verizon, Verizon Wireless, T-Mobile, Wave and Zayo; for the term of June 27, 2023, through January 3, 2026, in an amount not to exceed \$5,000,000; and
- b. Authorize the Chief Information Officer or his designee to issue order forms for specific services authorized under the CALNET-NextGen Agreement, as may be requested by County Departments for telecommunication and network services in an amount not to exceed \$2,000,000 per year; and
- c. Authorize the Chief Information Officer or his designee to execute up to five (5) future amendments to this Agreement, each extending the term and subscription by one year, where the additional costs of each Amendment do not exceed the yearly subscription contract amount of \$2,000,000, bringing the maximum additional compensation to \$10,000,000 and potential overall Agreement aggregate not to exceed \$15,000,000; and
- d. Authorize the Chief Information Officer of the Information Technology Department to execute a non-standard State of California Department of Technology "Non-State Entity Service Policy and Agreement" (NESPA).

Agreement” (NESPA).

SUMMARY:

The approval of the execution of NEPSA agreement and ATO forms under the current California Department of Technology CALNET-NextGen Agreement will allow the County to adopt and participate in the State CALNET-NextGen program, and utilize cost-effective, reliable services that went through competitive bid process led by the State and therefore reduces County procurement costs and risks. The program comes with industry-standard or better Service Level Agreements with excellent customer support, with no term commitment for standard catalog priced services.

DISCUSSION:

In year 2014, adoption of the State of California CALNET 3 agreement was authorized by the Board of Supervisors. Telecommunication and network services offered by CALNET 3 have been utilized throughout the County at a discounted rate. In year 2021, the State of California Department of Technology has extended CALNET 3 contracts to December 31, 2023. The State of California has subsequently entered into a new set of CALNET contracts that are known as the CALNET-NextGen contracts.

The State of California’s CALNET program and contracts provide robust, reliable, and high availability telecommunications services at special rates. The program offers awarded contractors a larger customer base than any other qualified government purchasing vehicle in California, which encourages contractors to offer better services at lower pricing and more favorable terms, conditions, and Service Level Agreements (SLAs). CALNET benefits include cost-effective, reliable services that went through competitive bid process led by the State and therefore reduces County’s procurement costs and risks. It comes with industry-standard or better Service Level Agreements with excellent customer support, with no term commitment for standard catalog priced services. The State may, at its sole discretion, elect to extend the contract terms.

The Board’s authorization to execute the recommended NESPA and ATOs under State Agreement for telecommunication and network services will permit the County to benefit from volume pricing negotiated by the State of California in the CALNET-NextGen Agreement. The Chief Information Officer recommends that the Board approve and authorize the use of this procurement vehicle.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed the NESPA and ATO non-standard agreements. Although non-standard, the contract terms are relatively protective of the State of California and therefore, by extension, would be protective of County interests. Auditor-Controller’s Office reviewed the contract but does not agree to the non-standard payment provisions.

FINANCING:

No additional funding is required for FY 2022-2023. Funds for future fiscal year services will be included in each respective Departments’ fiscal year budget submittal according to that Department’s individual needs. Should funding be reduced and/or terminated, the County may terminate this agreement by giving thirty (30) days written notice of such action to Vendor.

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BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The execution of the proposed NESPA and ATOs furthers the efficient administration of County business by enabling the purchase of services and products that are necessary for the operation of the County's telecommunications and network services, at a significant discount. Adoption of CALNET-NextGen will enable the County to use cost-effective, reliable services that went through competitive bid process led by the State and therefore reduces procurement costs and risks.

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

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

Approved by:

DocuSigned by:

Date: 6/12/2023 | 9:37 AM PDT
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Eric Chatham, Chief Information Officer, 759-6920

Attachments:

CALNET NextGen Vendor Categories

CALNET ATO

CALNET NESPA

[<https://cdt.ca.gov/services/calnet-services/>](https://cdt.ca.gov/services/calnet-services/)