



# Monterey County

**Item No.65**

## Board Report

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

**Legistar File Number: A 22-349**

July 12, 2022

**Introduced:** 6/13/2022

**Current Status:** General Government -  
Consent

**Version:** 1

**Matter Type:** BoS Agreement

- a. Authorize the Chief Information Officer to execute an Agreement with Presidio Networked Solutions Group, LLC, a re-seller of technology goods and services, incorporating the terms of existing Master Technology Agreement with The Interlocal Purchasing System, to purchase technology solutions, products, and services in the amount of \$1,000,000 for the term of August 1, 2022, through July 31, 2024; and
- b. Authorize the Chief Information Officer to execute order forms and such documents as are necessary to implement the agreement with Presidio Networked Solutions Group, LLC for the purchase of technology products and services; and
- c. Accept non-standard contract provisions as recommended by the Chief Information Officer; and
- d. Authorize the Chief Information Officer the option to extend the agreement for up to three (3) additional one (1) year terms through July 31, 2027, and sign associated order forms provided that additional annual costs do not exceed ten percent (10%) of the original contract amount (\$100,000 total maximum cost increase per year), and so long as the order forms do not significantly alter the terms of the Master Technology Agreement, even if no additional Agreements are entered into, subject to County Counsel review.

**RECOMMENDATION:**

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Information Officer to execute an Agreement with Presidio Networked Solutions Group, LLC, a re-seller of technology goods and services, incorporating the terms of existing Master Technology Agreement with The Interlocal Purchasing System, to purchase technology solutions, products, and services in the amount of \$1,000,000 for the term of August 1, 2022, through July 31, 2024; and
- b. Authorize the Chief Information Officer to execute order forms and such documents as are necessary to implement the agreement with Presidio Networked Solutions Group, LLC for the purchase of technology products and services; and
- c. Accept non-standard contract provisions as recommended by the Chief Information Officer; and
- d. Authorize the Chief Information Officer the option to extend the agreement for up to three (3) additional one (1) year terms through July 31, 2027, and sign associated order forms provided that additional annual costs do not exceed ten percent (10%) of the original contract amount (\$100,000 total maximum cost increase per year), and so long as the order forms do not significantly alter the terms of the Master Technology Agreement, even if no additional Agreements are entered into, subject to County Counsel review.

SUMMARY:

It is requested that the Board authorize the Chief Information Officer to sign order forms on an as-needed basis with Presidio Networked Solutions Group, LLC, a technology reseller selected for TIPS Contract #210503, Technology Solutions, Products and Services at discounted prices.

DISCUSSION:

The Information Technology Department (ITD) procures technology hardware, software, and professional services from different manufacturers to maintain, update, and continue to support the County's infrastructure network systems supporting the County business needs.

The County of Monterey is a member of The Interlocal Purchasing System Program (TIPS), a purchasing cooperative for governmental entities. The lead agency of TIPS is Region 8 Education Service Center (ESC), a public governmental entity. Presidio Networked Solutions Group, LLC (Presidio) was one of the technology resellers selected for TIPS Contract #210503, Networking Equipment, Software, and Services Part 1 only.

TIPS competitively procures various types of services and equipment, including technology services; successful vendors, which include Presidio, then enter into a TIPS master agreement setting terms and conditions for delivery of services.

ITD proposes to purchase hardware, software and professional services through Presidio, a technology re-seller, by adopting the terms of the TIPS Contract #210503, Networking Equipment, Software, and Services.

Utilizing TIPS contract terms provides an effective, efficient mechanism for procurement of technology products and services, and ensures the prudent use of public funds. All TIPS contracts are awarded by the ESC 8 seven-member Board of Directors, and each TIPS vendor has met strict Competitive Procurement Process guidelines established by the ESC 8 administration and the TIPS legal team.

The TIPS agreement will achieve significant savings in time and money in contract production as well as lower contract prices through economies of scale. Furthermore, cooperative agreements such as the TIPS master agreement maintain public confidence through ethical and transparent competitive procurement practices, consistent with County procurement policy.

This agreement simplifies County savings and vendor usage by providing:

- Standardized negotiated pricing on large manufacturer equipment such as Cisco, Palo Alto, APC, Polycom, Dell, NetApp, and Mitel
- Standardized negotiated pricing on large software company products such as Adobe, Microsoft, Oracle, VMWare, and VEEAM
- Standardized negotiated professional services and support for variety of fields such as Network Consulting, System Consulting, Security Consulting, and Unified Communications Consulting.
- Standardized discounted pricing on all hardware, software, and services for manufacturers not specially defined or negotiated in the TIPS agreement

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved the TIP's master agreement as to form. County Counsel makes note of the following non-standard provisions: non-standard termination and cancellation provisions; non-standard notice and cure provisions; absence of insurance provisions protecting the County; non-standard indemnity provisions; force majeure provisions; limitations on vendor liability; limitations on the amount and type of damages available to the County in the event of breach; non-standard payment provisions; warranty restrictions; and attorneys' fees provisions.

FINANCING:

The funds have been included in the FY22-23 Approved Budget for the Information Technology Department, ITD 1930, Appropriations Unit INF002. Transactions relating to future fiscal years will be included in each respective Recommended Budget based upon the anticipated utilization of the services.


BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The Interlocal Purchasing System Program (TIPS) is a cost savings procurement method for software, hardware products and services that may be utilized when procuring IT related products and services.

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

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

Approved by:

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Date: 7/11/2022 | 2:24 PM PDT  
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Eric A. Chatham, Chief Information Officer, 759-6920

Attachments:

- TIPS RFP2015 Agreement with Presidio
- TIPS Member Agreement with Monterey County
- Group Pricing TIPS Agreement
- Contract Presidio Networked RFP Response