



County of Monterey

Item No.

Board Report

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

Legistar File Number: A 24-533

December 03, 2024

Introduced: 11/7/2024

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

- a. Authorize the Chief Information Officer to execute a non-standard Agreement with American Power Systems, LLC (American) incorporating the terms of American's existing State of Washington's Agreement No. 00318, via California Participating Addendum No. 7-22-70-49-01, for public safety communications products and services, Category 7 - Power Supply Products & Solutions as needed for a term of December 3, 2024, to December 31, 2026, for a total contract amount of up to \$500,000; and
- b. Authorize the Chief Information Officer or his designee, to execute order confirmations and such documents as are necessary to implement the agreement for the County's purchase of products, services, and support; and
- c. Accept non-standard agreement terms as recommended by the Chief Information Officer of the Information Technology Department.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Information Officer to execute a non-standard Agreement with American Power Systems, LLC (American) incorporating the terms of American's existing State of Washington's Agreement No. 00318, via California Participating Addendum No. 7-22-70-49-01, for public safety communications products and services, Category 7 - Power Supply Products & Solutions as needed for a term of December 3, 2024, to December 31, 2026, for a total contract amount of up to \$500,000; and
- b. Authorize the Chief Information Officer or his designee, to execute order confirmations and such documents as are necessary to implement the agreement for the County's purchase of products, services, and support; and
- c. Accept non-standard agreement terms as recommended by the Chief Information Officer of the Information Technology Department.

SUMMARY:

The Information Technology Department (ITD) purchases technology products and services for the county-wide public safety radio communications system and associated radio communication sites. American Power Systems, LLC is an authorized reseller of multiple direct current power supply company's equipment able to provide a complete power supply solution. The approval of this agreement will allow ITD to purchase necessary emergency power systems replacements at numerous radio sites at discounted rates through a cooperative agreement.

DISCUSSION:

NASPO Cooperative Purchasing Organization LLC, doing business as NASPO ValuePoint, is a

nonprofit subsidiary of the National Association of State Procurement Officials (NASPO) that assists state procurement officers in their collaboration pertaining to solicitations resulting in master agreements.

The State of Washington, Department of Enterprise Services administered a competitive procurement solicitation (No. 00318) for Public Safety Communication Products, and Service Solutions. The State of California indicated an intent to utilize the resulting Cooperative Purchasing Master Agreement. Consequently, the State of California Participating Addendum No. 7-22-70-49-01 allows Monterey County to procure from American, an awarded vendor for Category 7 - Power Supply Products and Solutions.

The Information Technology Department provides significant support for the Next Generation Radio System (NGEN) comprised of twenty-eight public safety agencies and wireless connectivity via high-capacity microwave links supporting County Data Networks throughout Monterey County.

The Radio Site Power and HVAC Improvement and Standardization CIP project involves the replacement and upgrades of aging emergency power distribution systems at numerous radio sites throughout the County which support mission critical public safety systems and County microwave redundancy for data networks. As part of this project, American will provide electrical power solutions that keep radio sites online and operational in the event of a commercial power outage in the utility grid such as Pacific Gas & Electric (PG&E). Communications systems will be able to operate as they seamlessly transition from commercial PG&E power to emergency standby power supplies.

Approval of this Agreement will allow the County to procure products and services at a discounted rate. This procurement process provides an effective, efficient mechanism for procurement of information technology (IT) related products and services ensuring the prudent use of public funds.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this agreement. Auditor-Controller reviewed the Agreement and does not agree to the non-standard payment provisions.

FINANCING:

The Radio Site Power and Heating, Ventilation, and Air Conditioning (HVAC) Improvement and Standardization project (ITD CIP Project 1930-IT-24-01) has \$500,000 in funding for FY 2024-25 that will be used for any necessary purchases through this agreement. Funding will be rolled over between Fiscal Years 2024-25 and 2025-26 as necessary and will be done as part of the budget submittal process.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The communication sites provide critical radio communications to the County of Monterey

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

X Public Safety

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

Approved by: Eric A. Chatham, Chief Information Officer, 759-6920

Attachments:

Cooperative Master Agreement No. 00318

American Power Systems Award Letter

State of CA Participating Addendum 7-22-70-49-01

APS Product & Pricing List