



Monterey County

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

Board Report

Legistar File Number: A 19-347

September 24, 2019

Introduced: 9/11/2019

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute a Service Order Q-16809-1 with Cyxtera Technologies, Inc. for co-location and disaster recovery services for Natividad during the period retroactive July 1, 2019 through June 30, 2020 at a cost of \$105,487, under the terms and conditions of the existing county Master Agreement (A-14052) which has a term of July 21, 2018 through June 30, 2020.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to four (4) additional annual renewal Service Orders with Cyxtera Technologies, Inc. provided additional costs do not exceed ten percent (10%) of the cost of Amendment No. 4 (\$11,000 maximum additional cost), subject to County Counsel review and under the same terms and conditions of the existing Master Agreement (A-14052).
- c. Authorize the Deputy Purchasing Agent for NMC or his designee to execute amendment No. 5 to the Agreement with CenturyLink Communications LLC (A-12812) to add continued data circuit services for Natividad at a cost of \$157,471, with no change to the agreement term of July 21, 2015 through June 30, 2020.
- d. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to four (4) additional annual renewal Service Orders with CenturyLink Communications LLC provided additional costs do not exceed ten percent (10%) of the cost of Amendment No. 4 (\$16,000 maximum additional cost), subject to County Counsel review and under the same terms and conditions of the existing Master Agreement (A-14052).

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute a Service Order Q-16809-1 with Cyxtera Technologies, Inc. for co-location and disaster recovery services for Natividad during the period retroactive July 1, 2019 through June 30, 2020 at a cost of \$105,487, under the terms and conditions of the existing county Master Agreement (A-14052) which has a term of July 21, 2018 through June 30, 2020.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to four (4) additional annual renewal Service Orders with Cyxtera Technologies, Inc. provided additional costs do not exceed ten percent (10%) of the cost of Amendment No. 4 (\$11,000 maximum additional cost), subject to County Counsel review and under the same terms and conditions of the existing Master Agreement (A-14052).
- c. Authorize the Deputy Purchasing Agent for NMC or his designee to execute amendment No. 5 to the Agreement with CenturyLink Communications LLC (A-12812) to add continued data circuit

services for Natividad at a cost of \$157,471, with no change to the agreement term of July 21, 2015 through June 30, 2020.

d. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to four (4) additional annual renewal Service Orders with CenturyLink Communications LLC provided additional costs do not exceed ten percent (10%) of the cost of Amendment No. 4 (\$16,000 maximum additional cost), subject to County Counsel review and under the same terms and conditions of the existing Master Agreement (A-14052).

SUMMARY/DISCUSSION:

On July 21, 2015, the Board of Supervisors approved a three-year Master Agreement with CenturyLink Communications (CenturyLink) to provide managed hosting, data circuits and co-location and disaster recovery services, supporting the Enterprise Resource Planning (ERP) System for Monterey County and also for Natividad Medical Center systems. Thereafter, in May 2017, Cyxtera Technologies, Inc. (Cyxtera) acquired CenturyLink's co-location and disaster recovery business while CenturyLink retained their data circuit and hosting services. On July 17, 2018 the Board of Supervisors approved a one (1) year Agreement with Cyxtera for these services to continue with a term July 21, 2018 through June 30, 2019. In summary, CenturyLink continues to provide hosting and data circuit services to the county and to NMC, and Cyxtera continues to provide the co-location and disaster recovery services to the county and to NMC.

This request includes the Cyxtera Service Order No. Q-16809-1 that extends the co-location and disaster recovery services for Natividad's portion only. County ITD has submitted their own Service Order to the Board of Supervisors separately for their portion of the extended services that they utilize and at the same time they also extended the agreement term through 2020. There is no amendment associated with this request. The Service Order outlines the services going forward with the term and the cost. The Service Order references the Master Agreement which contains the boilerplate contractual terms and conditions. Since none of the terms within the Master Agreement are changing, there is no amendment to that agreement.

This request also includes amendment No. 5 to the agreement with CenturyLink which extends only Natividad's portion of data circuit services provided. ITD has drafted its own amendment to extend their portion of the hosting services and also to extend the term of that agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved these documents as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The documents have also been reviewed and approved by NMC's Finance Committee on June 7, 2019 and by its Board of Trustees on June 7, 2019.

FINANCING:

The cost for the Cyxtera Service Order is \$105,492.50 and the cost for the CenturyLink amendment No. 6 is \$157,471, all of which has been included in the Fiscal Year 2019-20 Recommended Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This initiative supports the timely recovery of the infrastructure and the critical electronic patient care systems which rely on it in the event of a disaster situation. Without a geographically separated data center, the hospital's information systems would be vulnerable to regional disaster events. This will have a high likelihood of having a negative impact the County's health and human services.

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

Prepared by: Ari Entin, Chief Information Officer at Natividad, 783-2564

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

- Cyxtera Technologies, Inc. Service Order Q-16809-1
- Cyxtera Technologies, Inc. Master Agreement
- CenturyLink Communications LLC Amendment No. 5
- CenturyLink Communications LLC Amendment No. 4
- CenturyLink Communications LLC Amendment No. 3
- CenturyLink Communications LLC Amendment No. 2
- CenturyLink Communications LLC Amendment No. 1
- CenturyLink Communications LLC Agreement

Attachments on file with the Clerk of the Board