



# Monterey County

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

## Board Report

Legistar File Number: A 19-311

August 27, 2019

**Introduced:** 7/31/2019

**Current Status:** Agenda Ready

**Version:** 1

**Matter Type:** BoS Agreement

- a. Authorize the Director of Information Technology or his designee to execute a Memorandum of Understanding, Letter of Agency, and Non-Disclosure Agreement with Bridgepointe Technologies, to serve as a broker for the County's purchase of AT&T services at discounted rates;
- b. Authorize the Director of Information Technology or his designee to sign order forms and associated documents for purchase of AT&T services through Bridgepointe Technologies; and
- c. 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 a Memorandum of Understanding, Letter of Agency, and Non-Disclosure Agreement with Bridgepointe Technologies, to serve as a broker for the County's purchase of AT&T services at discounted rates;
- b. Authorize the Director of Information Technology or his designee to sign order forms and associated documents for purchase of AT&T services through Bridgepointe Technologies; and
- c. Accept non-standard contract provisions as recommended by the Director of Information Technology.

### **SUMMARY/DISCUSSION:**

The Information Technology Department (ITD) has proposed that the Board approve the AT&T Master Agreement, enabling the County to purchase AT&T services at substantial discounts by working through AT&T Solution Providers, i.e., services brokers. That matter is also on this agenda. The Board's approval of separate agreements with AT&T services brokers will complete the establishment of a procurement process that will enable ITD to maintain the functionality of the County's network at the lowest available prices.

Bridgepointe Technologies is an AT&T services broker that can help County acquire AT&T services such as Internet and data circuits at discount rates. The proposed Letter of Agency authorizes Bridgepointe to perform brokerage services for the County.

The proposed Memorandum of Understanding (MOU) clarifies that that County maintains control over its own AT&T accounts and procurement decisions. Bridgepointe will not be authorized to execute any contracts on County's behalf.

In the MOU, Bridgepointe guarantees that the County is not paying extra for its, Bridgepointe's, involvement in the procurement process. If the County chooses to place orders for AT&T services through Bridgepointe, Bridgepointe will be compensated solely by AT&T. The MOU provides that

the County will be charged either State of California discounted CALNET rates or AT&T discounted promotional rates, without imposition of additional charges by Bridgepointe.

Further, Bridgepointe agrees in the MOU that it is not an exclusive AT&T agent for the County and agrees that the County can use other agents or no agent at all to purchase AT&T services. Because of these provisions, the Director of Information Technology recommends approval of these agreements.

Bridgepointe has agreed to execute a Non-Disclosure Agreement, previously approved by the Board of Supervisors for use in information technology procurements, guaranteeing that it will protect confidential County information in performing brokerage services.

**OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed the Letter of Agency and the Memorandum of Understanding as to form. While the Letter of Agency (LOA) is a standardized format, the MOU supplements and complements the LOA so as to ensure the County is protected and to minimize the effects of non-standard language.

**FINANCING:**

There is no cost associated with these agreements with Bridgepointe. Any costs would come through the AT&T Master Agreement and are addressed in that item. There is no impact to the General Fund from the execution of these agreements with Bridgepointe, except for possible future cost savings due to Bridgepointe's efforts under the AT&T Master Agreement.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

The arrangement will help County with a more cost-effective infrastructure build-up.

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

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Approved by:

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Date: \_\_\_\_\_  
Eric A. Chatham, Director of Information Technology, 759-6920

Attachments: Bridgepointe Technologies Letter of Agency; County and Bridgepointe Technologies Memorandum of Understanding; Bridgepointe Technologies Non-Disclosure Agreement

Attachments on file with the Clerk of the Board

