



Monterey County

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

Board Report

Legistar File Number: A 20-025

February 25, 2020

Introduced: 2/7/2020

Current Status: General Government -
Consent

Version: 2

Matter Type: BoS Agreement

- a. Authorize the Director of Information Technology or his designee to execute a non-standard Order Form with Zoom Video Communications, Inc. to purchase an additional 88 licenses for video conferencing enterprise services and support for the term of January 24, 2020 through January 23, 2022, for an additional \$32,800, for a revised agreement total of \$167,200;
- b. Authorize the Director of Information Technology to sign Order Forms as necessary through the term of the agreement to enable continuity in services, subject to County Counsel review and so long as the Order Forms do not significantly alter the terms of the Master Subscription Agreement; and
- c. Authorize the Director of Information Technology to execute up to three (3) future one-year Order Forms under the Master Subscription Agreement, subject to County Counsel review, provided that additional total costs do not exceed ten percent (10%) of the original cost (\$13,440 total additional cost) and provided the terms and conditions of the Master Subscription Agreement and associated Order Forms remain substantially the same.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Director of Information Technology or his designee to execute a non-standard Order Form with Zoom Video Communications, Inc. to purchase an additional 88 licenses for video conferencing enterprise services and support for the term of January 24, 2020 through January 23, 2022, for an additional \$32,800, for a revised agreement total of \$167,200;
- b. Authorize the Director of Information Technology to sign Order Forms as necessary through the term of the agreement to enable continuity in services, subject to County Counsel review and so long as the Order Forms do not significantly alter the terms of the Master Subscription Agreement; and
- c. Authorize the Director of Information Technology to execute up to three (3) future one-year Order Forms under the Master Subscription Agreement, subject to County Counsel review, provided that additional total costs do not exceed ten percent (10%) of the original cost (\$13,440 total additional cost) and provided the terms and conditions of the Master Subscription Agreement and associated Order Forms remain substantially the same.

SUMMARY/DISCUSSION:

In June of 2019 the Board of Supervisors approved a non-standard Master Subscription Agreement with Zoom Video Communications, Inc. The Zoom solution was well received and adopted by many County departments. This amendment will increase the number of Zoom licenses purchased allowing ITD to enable more County conference rooms to have video conferencing capabilities.

The video conferencing solution helps the County achieve its strategic initiatives in the areas of administration and infrastructure with improved County administrative efficiency and a

forward-thinking Cloud-enabled video conferencing technology infrastructure.

OTHER AGENCY INVOLVEMENT:

County Counsel does not approve the following non-standard provisions: advance payment provisions, auto-renewal provisions, limitations on damages available to County in the event of breach, warranty disclaimer, County's obligation to indemnify vendor for specified acts, non-standard insurance provisions that do not name the County as an additional insured on the vendor's insurance policies, limitations on liability and the type and amount of damages available to County, force majeure provisions, binding arbitration requirements and shortened statute of limitations period to bring claims. Auditor-Controller reviewed the Order Form with Zoom Communications and cannot approve due to the following non-standard provisions: advance payments and charges for late payments; absence of clause stating the Auditor-Controller shall pay the amount within 30 days of receiving the certified invoice.

FINANCING:

The cost of this amendment in the amount of \$32,800 is included in the FY19-20 Adopted Budget for the Information Technology Department, ITD 1930, Budget Unit 8436, Appropriations Unit INF002. Transactions relating to future fiscal years will be included in each respective requested budget based upon the anticipated utilization of the services.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The video conferencing solution helps County achieving its strategic initiatives in the areas of administration and infrastructure with improved County administrative efficiency by reducing travel time, vehicle and fuel usage, and a forward-thinking Cloud-enabled video conferencing technology infrastructure.

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

Prepared by: Lynnette Beardsall, Management Analyst II, 759-6938

Approved by:

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

Attachments:

- Zoom Video Communications Amendment NO. 1 Order Form
- Zoom Video Communications Master Subscription Agreement and Order Form

Attachments on file with the Clerk of the Board

