



# Monterey County

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

## Board Report

Legistar File Number: A 20-026

March 24, 2020

**Introduced:** 2/11/2020

**Current Status:** Agenda Ready

**Version:** 1

**Matter Type:** BoS Agreement

- a. Authorize the Director of Information Technology, or his designee, to execute an Agreement with CDW-Government LLC (CDW-G), incorporating the terms of CDW-G's existing National Intergovernmental Purchasing Alliance Company "National IPA" Master Agreement No. 2018011-01, via the City of Mesa, Arizona to purchase Adobe software licenses and renewal existing subscriptions, in the amount of \$151,004.16 for the term of February 22, 2020 through February 21, 2024; and
- b. Authorize the Director of Information Technology, or his designee, to execute order forms and such documents as are necessary to implement the agreement with CDW-G for the County's purchase of Adobe licenses and subscription renewals; and
- c. Authorize the Director of Information Technology to sign, subject to prior County Counsel review, two (2) additional future order forms and renewals, extending the term of the agreement for one (1) additional year per order form, provided any increases in cost do not exceed ten percent of the original contract amount (\$15,102 total maximum cost increase); and
- d. 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 an Agreement with CDW-Government LLC (CDW-G), incorporating the terms of CDW-G's existing National Intergovernmental Purchasing Alliance Company "National IPA" Master Agreement No. 2018011-01, via the City of Mesa, Arizona to purchase Adobe software licenses and renewal existing subscriptions, in the amount of \$151,004.16 for the term of February 22, 2020 through February 21, 2024; and
- b. Authorize the Director of Information Technology, or his designee, to execute order forms and such documents as are necessary to implement the agreement with CDW-G for the County's purchase of Adobe licenses and subscription renewals; and
- c. Authorize the Director of Information Technology to sign, subject to prior County Counsel review, two (2) additional future order forms and renewals, extending the term of the agreement for one (1) additional year per order form, provided any increases in cost do not exceed ten percent of the original contract amount (\$15,102 total maximum cost increase); and
- d. Accept non-standard contract provisions as recommended by the Director of Information Technology.

### SUMMARY:

It is requested that the Board authorize the Director of Information Technology to sign purchase orders with CDW-Government LLC (CDW-G), an Adobe reseller, via the National

Intergovernmental Purchasing Alliance (“National IPA”) Company for subscription renewals and purchase additional licenses on an “as needed” basis to accommodate growth in the County workforce.

ITD recommends utilizing a cooperative agreement entered into by CDW-G with the National IPA to obtain discount pricing for continued use of Adobe Software Products and to purchase product on an as-needed basis. CDW-G is an authorized re-seller of Adobe products.

DISCUSSION:

The City of Mesa, Arizona Department of Procurement was the lead agency issuing RFP #201811 on September 20, 2017, to establish a national cooperative contract for information technology solutions and services in partnership with the National Intergovernmental Purchasing Alliance Company.

The National IPA is one of the nation’s largest cooperative purchasing organization for the public sector with the specific purpose of reducing procurement costs by leveraging the volume of products and services. National IPA selected specified companies, including CDW-G to provide technology goods and services on favorable terms and prices through the National IPA Master Agreement. The National IPA Master Agreement has been amended once to incorporate Federal Certifications.

The National IPA Master Agreement provides local entities such as the County the opportunity to purchase technology goods and services utilizing the terms of the National IPA Master Agreement at a discounted rate. CDW-G has agreed to sell specified Adobe products to the County on these favorable terms, which include a 4.0% discount on price.

Adobe delivers the world’s leading creative desktop tools, mobile apps, and software-as-a-service capabilities that enable County users to work effortlessly across desktop and mobile devices. In addition, Adobe provides tools for authoring eLearning courses with mobile ready courses that are compatible with the County’s Learning Management System and Video Conferencing Services. Adobe software is utilized by every department in the County to design and deliver informative and exceptional digital experiences to County residents and visitors, as well as, internal customers and business partners.

The National IPA Master Agreement, which will govern the County’s purchase of Adobe products through CDW-G, contains terms which are non-standard to the County but which are common in the information technology industry. The Director of Information Technology recommends Board approval in order to continue the current subscriptions county departments are currently utilizing

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed the National IPA Master Agreement and does not approve the following non-standard terms: non-standard cure of breach terms; force majeure provisions; non-standard insurance and indemnification terms; and non-standard warranty and acceptance terms.

FINANCING:

Funding is included in the FY 19-20 Information Technology Department budget under Fund 001, Department 1930, Appropriation Unit INF002, Unit 8439, and future year costs will be included in all

respective future budget submittals.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The Board's approval of the recommended agreement will allow staff that are currently using Adobe software products to renew their subscriptions.

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

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

Approved by:

\_\_\_\_\_ Date \_\_\_\_\_

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

Attachments:

- Board Report
- CDW-Government Master Agreement #2018011
- Amendment No1 to Agreement #2018011
- National IPA\_CDW-G Award Letter
- CDW-Government Adobe Quotation

Attachments on file with Clerk of the Board