



# County of Monterey

**Item No.58**

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

## Board Report

**Legistar File Number: A 23-393**

**August 22, 2023**

**Introduced:** 8/3/2023

**Current Status:** General Government -  
Consent

**Version:** 1

**Matter Type:** BoS Agreement

- a. Authorize the Chief Information Officer to execute an Agreement with Presidio Networked Solutions Group, LLC, a re-seller of technology goods and services, incorporating the terms of the existing Master Technology Agreement with The Interlocal Purchasing System (TIPS), to purchase technology solutions, products, and services, effective upon signatures by authorized representatives of both Parties through March 23, 2027, in an amount not to exceed \$6,000,000; and
- b. Authorize the Chief Information Officer or his designee to sign order forms and such documents as are necessary to implement the agreement with Presidio Networked Solutions Group, LLC for the purchase of technology products and services; and
- c. Accept non-standard contract provisions as recommended by the Chief Information Officer of Information Technology; and
- d. Authorize the Chief Information Officer to sign one (1) future renewal or amendment to this Agreement, extending the term by five years and the option to sign two (2) one-year extensions.

### RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Information Officer to execute an Agreement with Presidio Networked Solutions Group, LLC, a re-seller of technology goods and services, incorporating the terms of the existing Master Technology Agreement with The Interlocal Purchasing System (TIPS), to purchase technology solutions, products, and services, effective upon signatures by authorized representatives of both Parties through March 23, 2027, in an amount not to exceed \$6,000,000; and
- b. Authorize the Chief Information Officer or his designee to sign order forms and such documents as are necessary to implement the agreement with Presidio Networked Solutions Group, LLC for the purchase of technology products and services; and
- c. Accept non-standard contract provisions as recommended by the Chief Information Officer of Information Technology; and
- d. Authorize the Chief Information Officer to sign one (1) future renewal or amendment to this Agreement, extending the term by five years and the option to sign two (2) one-year extensions.

### SUMMARY:

The approval of this Agreement will allow the County to adopt and participate in the government cooperative TIPS Contract # 220105, Technology Solutions, Products and Services. One of the technology resellers selected is Presidio Networked Solutions Group LLC, which offers the necessary phase shift that propels data, applications, and infrastructure into a world-class, industry-leading position.

DISCUSSION:

The County of Monterey has been a member of The Interlocal Purchasing System (TIPS) since 2017. TIPS is a purchasing cooperative for government entities. The lead agency is Region 8 Education Service Center (ESC), a public governmental entity. Presidio Networked Solutions Group, LLC (Presidio) was one of the technology resellers selected for TIPS Contract #220105, Technology Solutions, Products, and Services.

The TIPS agreement will achieve significant savings in time and money in contract production as well as lower contract prices through economies of scale. Furthermore, cooperative agreements such as the TIPS master agreement maintain public confidence through ethical and transparent competitive procurement practices consistent with County procurement policy.

This agreement simplifies County savings and vendor usage by providing standardized negotiated pricing on large manufacturer equipment such as Cisco, Palo Alto, APC, Polycom, Dell, NetApp, and Mitel. This includes standardized negotiated pricing on large software company products such as Adobe, Microsoft, Oracle, VMWare, and VEEAM and professional services and support for various fields such as Network Consulting, System Consulting, Security Consulting, and Unified Communications Consulting. Lastly, it includes consistent discounted pricing on all hardware, software, and services for manufacturers not specially defined or negotiated in the TIPS agreement. The Chief Information Officer recommends the approval of this proposed Agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed. Auditor-Controller reviewed the contract but does not agree to the non-standard payment provisions.

FINANCING:

Required funds will be included in each respective Recommended Budget for the Information Technology Department, ITD 1930, Appropriations Unit INF002.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The Interlocal Purchasing System Program (TIPS) is a cost savings procurement method for software, hardware products, and services that may be utilized when procuring IT-related products and services.

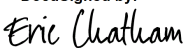
- Economic Development
- Administration
- Health & Human Services
- Infrastructure
- Public Safety

Prepared by: Teresa Meister, Management Analyst II, 759-6938

Legistar File Number: A 23-393

---

Approved by:

DocuSigned by:  
 Date: 8/10/2023 | 9:04 AM PDT  
747D862C7BD04AE...  
Eric A. Chatham, Chief Information Officer, 759-6920

Attachments:

Presidio Networked Solutions LLC Agreement