



County of Monterey

Item No.

Board Report

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

Legistar File Number: A 23-345

July 25, 2023

Introduced: 7/10/2023

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

- a. Authorize the Chief Information Officer to execute an Agreement with PC Specialists, Incorporated dba Technology Integration Group (TIG), 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 May 31, 2028, for a total agreement amount of \$5,000,000; 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 Technology Integration Group 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 up to one (1) future renewal or amendment to this Agreement, extending the term by five years, where the additional costs of the Amendment do not exceed 10% (\$500,000) of the original contract amount \$5,000,000, bringing the maximum compensation to \$5,500,000 and potential overall Agreement aggregate not to exceed amount to \$5,500,000, and extending the term date through May 31, 2033.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Information Officer to execute an Agreement with PC Specialists, Incorporated dba Technology Integration Group (TIG), 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 May 31, 2028, for a total agreement amount of \$5,000,000; 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 Technology Integration Group 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 up to one (1) future renewal or amendment to this Agreement, extending the term by five years, where the additional costs of the Amendment do not exceed 10% (\$500,000) of the original contract amount \$5,000,000, bringing the maximum compensation to \$5,500,000 and potential overall Agreement aggregate not to exceed amount to \$5,500,000, and extending the term date through May 31, 2033.

SUMMARY:

The approval of this Agreement will allow the County to adopt and participate in the government purchasing cooperative TIPS Contract #230105, for Technology Solutions, Products, and Services. The technology reseller selected is PC Specialists, Incorporated dba Technology Integration Group, which offers the best-in-class technology products with an emphasis on service and support.

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.

This agreement will continue to provide access to discounted manufacturer computer and infrastructure County standardized hardware (such as Cisco, Palo Alto, APC, Polycom, Dell, NetApp, and Mitel), software (such as Adobe, Microsoft, Oracle, VMWare, and VEEAM), and services (Professional Services for Network Consulting, System Consulting, Security Consulting, and Unified Communications Consulting); while also allowing standardized discounted pricing on non-large manufacture one-off items such as network cables, desktop phones, physical tools, computer network modules, rack/cabinet equipment, fiber optic connectors, and County standardized hardware manufacturers that do not normally appear larger centralized negotiated cooperative agreements (CMAS/NASPO) such as Ubiquiti radios and Cradlepoint routers.

The TIPS agreement will provide significant savings in contract production and lower pricing through economies of scale of multiple cooperative members. Additionally, cooperative agreements such as the TIPS master agreement maintain public confidence through ethical and transparent competitive procurement practices consistent with the County’s procurement policy.

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

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

Approved by:

DocuSigned by:

Date: 7/17/2023 | 9:38 AM PDT
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Eric A. Chatham, Chief Information Officer, 759-6920

Attachments:
TIPS RFP 230105 Agreement