



County of Monterey

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

Board Report

File #: A 21-195, **Version:** 1

- a. Authorize the Director of the Information Technology Department, to execute the non-standard Agreement with Presidio Networked Solutions LLC (Presidio) incorporating the terms of Presidio's existing National Association of State Procurement Officials "NASPO" Master Agreement No. AR 233 (CA participating Addendum No. 7-14-70-04) and Master Agreement AR 3229 (CA participating Addendum No. 7-20-70-47-06) to purchase Cisco and Palo Alto data communications products and services including hardware, software, licensing, and leasing cloud solutions for a total amount of \$241,934.47; and
- b. Authorize the Director of the Information Technology Department to execute order forms and such documents as are necessary to implement the agreement with Presidio for the purchase of Cisco and Palo Alto data communications products and services including hardware, software, licensing, and leasing cloud solutions; and
- c. Accept non-standard contract provisions as recommended by the Director of Information Technology; and
- d. Authorize the Director of Information Technology to sign, subject to prior County Counsel review, one (1) amendment extending the term of the agreement, where there is no significant change to the NASPO Agreements.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a) Authorize the Director of the Information Technology Department, to execute the non-standard Agreement with Presidio Networked Solutions LLC (Presidio) incorporating the terms of Presidio's existing National Association of State Procurement Officials "NASPO" Master Agreement No. AR 233 (CA participating Addendum No. 7-14-70-04) and Master Agreement AR 3229 (CA participating Addendum No. 7-20-70-47-06) to purchase Cisco and Palo Alto data communications products and services including hardware, software, licensing, and leasing cloud solutions for a total amount of \$241,934.47; and
- b) Authorize the Director of the Information Technology Department to execute order forms and such documents as are necessary to implement the agreement with Presidio for the purchase of Cisco and Palo Alto data communications products and services including hardware, software, licensing, and leasing cloud solutions; and
- c) Accept non-standard contract provisions as recommended by the Director of Information Technology; and
- d) Authorize the Director of Information Technology to sign, subject to prior County Counsel review, one (1) amendment extending the term of the agreement, where there is no significant change to the NASPO Agreements.

SUMMARY:

Presidio Networked Solutions is an authorized reseller of Cisco and Palo Alto products and services. As a NASPO approved vendor for Cisco and Palo Alto products and services, Presidio has agreed to sell all Cisco and Palo Alto products and services at NASPO pre-negotiated discount pricing.

Hardware, software, licensing, and professional services purchased will be used to implement external, publicly accessible, free wireless internet in safe, publicly accessible areas of County buildings.

Presidio Networked Solutions has provided additional one-time discounts on select items up to 44%, above NASPO negotiated pricing.

DISCUSSION:

Through competitive procurement, the National Association of State Procurement Officers (NASPO) selected specified companies to provide technology goods and services on favorable terms and prices to the State of California through the NASPO Master Agreements (AR233 and AR3229). NASPO 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. Through a competitive bidding process, NASPO selected Cisco and Palo Alto to provide technology goods and services on favorable terms and prices through the NASPO Master Agreements. Cisco and Palo Alto, award sub-contractors like Presidio Networked Solutions to purchase technology goods and services utilizing the terms of the NASPO Master Agreement. Presidio has agreed to sell specified Cisco and Palo Alto products to the County on these favorable terms, included pre-negotiated discounted NASPO pricing.

Presidio Network Solutions will be used to provide Cisco and Palo Alto hardware, licensing, support, and professional services and recommendations on Cisco and Palo Alto hardware; such as equipment needed to implement 'Conquering Digital Divide' initiative to bring external wireless to the exterior of County bldgs. for public use.

The NASPO Master Agreements, which will govern the County's purchase of Cisco and Palo Alto products and services through Presidio, 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 to procure Cisco and Palo Alto products and services in this manner.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed the NASPO 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:

The funds for this service in the amount of \$241,934.47 have been included in the FY20-2021 Approved Budget for the Information Technology Department, ITD 1930, Appropriations Unit INF002. Transactions relating to future fiscal years will be included in each respective Recommended Budget based upon the anticipated utilization of services.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The Board's approval of the recommended agreements will help the County to maintain cost-effective infrastructure hardware and services, by providing standardized pricing and requirements afforded under the NASPO agreements.

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

Prepared by: Sandra Shaffer, Management Analyst III, 759-56957

Approved by:

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

Attachments:

AR233 CISCO CA Participating Addendum
AR233 CISCO CA Participating Addendum Amendment 1-3
AR233 Presidio Cisco Reseller Verification
AR3229 NASPO Palo Alto Master Agreement
AR3229 NASPO Ca Participating Addendum Palo Alto
AR3229 Presidio Palo Alto Reseller Verification
Presidio Networked Quotes

Attachments are on file with the Clerk of the Board