



County of Monterey

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

Board Report

File #: A 20-522, **Version:** 1

- a. Authorize the Director of Information Technology or his designee to execute Amendment No. 1 to the Memorandum of Understanding with Bridgepointe Technologies, to extend the MOU to provide brokerage services with Verizon, FirstNet, Comcast, and other telecommunications sources at discounted prices, in addition to AT&T and to extend the term to August 29, 2024;
- b. Authorize the Director of Information Technology or his designee to sign order forms and associated documents for purchase of telecommunication services through Bridgepointe Technologies; and
- c. Accept non-standard contract provisions as recommended by the Director of Information Technology.
- d. Authorize the Director of Information Technology or his designee to sign up to three (3) extensions, subject to County Counsel review and provided the terms of the agreement 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 Amendment No. 1 to the Memorandum of Understanding with Bridgepointe Technologies, to extend the MOU to provide brokerage services with Verizon, FirstNet, Comcast, and other telecommunications sources at discounted prices, in addition to AT&T and to extend the term to August 29, 2024;
- b. Authorize the Director of Information Technology or his designee to sign order forms and associated documents for purchase of telecommunication services through Bridgepointe Technologies; and
- c. Accept non-standard contract provisions as recommended by the Director of Information Technology.
- d. Authorize the Director of Information Technology or his designee to sign up to three (3) extensions, subject to County Counsel review and provided the terms of the agreement remain substantially the same.

SUMMARY:

On August 28, 2019 the Board of Supervisors approved the Information Technology Department (ITD) to enter a non-standard Memorandum of Understanding with Bridgepointe Technologies to procure AT&T services at a discounted rate. In addition to AT&T, Bridgepointe Technologies can offer brokerage services with Verizon, FirstNet, Comcast, and other telecommunication sources at discounted prices that the County would like to have the option to procure on an as-need basis. Further, ITD and Bridgepointe wish to extend the term to August 29, 2024.

DISCUSSION:

Bridgepointe Technologies is a telecommunication services broker that has helped the County acquire Internet and data circuits at discount rates with AT&T.

The Memorandum of Understanding (MOU) with Bridgepointe Technology states that the County will be charged either State of California discounted CALNET rates or AT&T discounted promotional rates, without imposition of additional charges by Bridgepointe.

Amendment No. 1 to the MOU will allow the County the option to purchase other telecommunications service providers' products and services from Bridgepointe in addition to AT&T; such as Comcast, FirstNet, Verizon, and other telecommunications service providers, and will extend the term to August 29, 2024.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed the amendment as to form.

FINANCING:

There is no cost associated with these agreements with Bridgepointe Technologies. There is no impact to the General Fund except for possible future cost savings.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The arrangement will help County with a more cost-effective infrastructure build-up.

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

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Approved by:

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

Attachments:

Bridgepointe Technologies Memorandum of Understanding
Bridgepointe Technologies Amendment No. 1

Attachments on file with the Clerk of the Board