



County of Monterey

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

Legislation Details (With Board Report)

File #:	A 16-262	Name:	QPCS Agreement for NetMotion Product
Type:	BoS Agreement	Status:	Passed
File created:	8/9/2016	In control:	Board of Supervisors
On agenda:	8/23/2016	Final action:	8/23/2016
Title:	a. Approve and authorize the Director or Assistant Director of the Information Technology Department, to execute a standard Agreement with QPCS LLC., for installation, testing, optimizing and integrating the Netmotion Wireless VPN Solution Entrust 2-Factor authentication platform, and purchase of 350 licenses and support, at a cost of \$117,187.50; and b. Authorize the Director or Assistant Director of Information Technology to sign up to two (2) amendments to this Agreement, subject to County Counsel review, extending the term by one (1) year each, where the additional costs per year do not exceed 10% of the original Premium Software maintenance cost, and where the amendments do not significantly alter the scope of work.		

Sponsors:

Indexes:

Code sections:

Attachments: 1. Board Report, 2. Agreement with QPCS LLC, 3. Exhibit A - Scope of Work, 4. Approved Sole Source/Sole Brand Justification, 5. Completed Board Order, 6. Fully Executed Agreement between the County of Monterey and QPCS, LLC

Date	Ver.	Action By	Action	Result
8/23/2016	1	Board of Supervisors	approved	

- a. Approve and authorize the Director or Assistant Director of the Information Technology Department, to execute a standard Agreement with QPCS LLC., for installation, testing, optimizing and integrating the Netmotion Wireless VPN Solution Entrust 2-Factor authentication platform, and purchase of 350 licenses and support, at a cost of \$117,187.50; and
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RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Approve and authorize the Director or Assistant Director of the Information Technology Department, to execute a standard Agreement with QPCS LLC., for installation, testing, optimizing and integrating the Netmotion Wireless VPN Solution Entrust 2-Factor Authentication platform, and purchase of 350 licenses and support, at a cost of \$117,187.50; and
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SUMMARY/DISCUSSION

It is critical for the Emergency Communication dispatchers to have accurate knowledge of the location and status of deployed public safety personnel. Three products were reviewed to ensure public safety personnel,

using mobile devices, are securely and reliably connected to the County network and Emergency Communication dispatchers. Two of those products provided the consistent connection needed. Only one product provided reliable network connections as well as the level of security the County requires. Netmotion Mobility provides a secure, encrypted and consistent solution. Accordingly, this is an approved sole source contract with QPCS LLC, an approved re-seller, for purchase of Netmotion Mobility.

Additionally, as an established County vendor, QPCS LLC has knowledge of existing County I.T. systems, County security requirements and processes, and existing County infrastructure and user needs. QPCS LLC also offered the lowest quote to the County and has executed a standard County Agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed the Agreement as to form. Contracts/Purchasing has approved the contract as a sole source purchase.

FINANCING:

Financing for this agreement is part of the approved ITD CIP for the current fiscal year. The funds for payment of this contract are included in the FY 16-17 Approved Budget for the Information Technology Department, 1930, Unit 8436, Appropriation unit INF002. As ITD receives no General Fund contribution, reimbursement of this expenditure will come from customers benefitting from this project. Customer departments have those funds built into their respective FY 2016-17 budgets as well.

Prepared by: Elizabeth Crooke, Management Analyst III, 755-5108

Approved by:

Approved by: Dianah Neff, Director of Information Technology, 759-6923

Attachments: Agreement with QPCS LLC; Exhibit A - Scope of Work; Approved Sole Source/Sole Brand Justification