



# County of Monterey

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

## Board Report

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**File #:** A 18-031, **Version:** 1

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- a. Approve and authorize the Contracts Purchasing Officer or the Contracts Purchasing Supervisor to execute a Non-standard agreement with En Pointe Technologies Sales LLC, a Microsoft reseller, for the purchase of Microsoft support services for the period of March 1, 2018 through February 28, 2019 in the maximum amount of \$66,640; and
- b. Accept non-standard contract provisions as recommended by the Director of the Information Technology Department; and
- c. Authorize the Contracts/Purchasing Officer to issue purchase orders on an as-needed basis pursuant to this Agreement over the period of March 1, 2018 through February 28, 2019; and
- d. Approve and authorize the Contracts/Purchasing Officer to execute a renewal of the Agreement for one (1) additional 12-month term, subject to County Counsel approval, on the same or substantially similar contract terms and to issue purchase orders on an as-needed basis pursuant to Agreement renewal.

### RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Approve and authorize the Contracts Purchasing Officer or the Contracts Purchasing Supervisor to execute a Non-standard agreement with En Pointe Technologies Sales LLC, a Microsoft reseller, for the purchase of Microsoft support services for the period of March 1, 2018 through February 28, 2019 in the maximum amount of \$66,640; and
- b. Accept non-standard contract provisions as recommended by the Director of the Information Technology Department; and
- c. Authorize the Contracts/Purchasing Officer to issue purchase orders on an as-needed basis pursuant to this Agreement over the period of March 1, 2018 through February 28, 2019; and
- d. Approve and authorize the Contracts/Purchasing Officer to execute a renewal of the Agreement for one (1) additional 12-month term, subject to County Counsel approval, on the same or substantially similar contract terms and to issue purchase orders on an as-needed basis pursuant to Agreement renewal.

### SUMMARY/DISCUSSION:

The County's computing environment has grown to be extremely complex and requires a myriad of Microsoft applications products working together with both other software providers and application vendors to enable County Departments to provide services to their customers. As a result of this complexity, the Information Technology Department (ITD) has to frequently troubleshoot complex problems, which requires time and effort and impacts the delivery of services.

ITD seeks to enter into the agreement with En Pointe Technologies Sales LLC (En Pointe) to enhance the ability of ITD staff to troubleshoot these issues directly with Microsoft product experts, thereby reducing the time needed to resolve problems and enabling County employees to provide services to their customers more efficiently.

The proposed Agreement is non-standard for the County, but is based upon a standard agreement that Microsoft uses, through its re-sellers, throughout the state and nation for governmental bodies. Based upon the County's past experience with these well-established companies, and the fact that the proposed Agreement allows the County to make purchases on an "as-needed" basis, the Director of ITD is recommending approval of this

Agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel cannot approve due to the following non-standard provisions: payment of entire contract amount in advance, non-standard agreement signatory, no indemnity or insurance provisions.

FINANCING:

Funding for the increased agreement amount is included in the Information Technology Department Fiscal Year 2017-18 adopted budget, Appropriations Unit INF002, Budget Unit 8439. All future year costs will be included in the submitted budget for each of the respective fiscal years.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The execution of the proposed Agreement with En Pointe furthers the efficient administration of County business and improves County technological infrastructure by enabling the County to troubleshoot complex technology issues directly with Microsoft product experts and allows access to additional support tools not otherwise available.

☐ Economic Development  
☒ Administration  
☒ Health & Human Services  
☒ Infrastructure  
☒ Public Safety

Prepared by: Sandra Shaffer, Management Analyst III, 759-6957

Approved by:

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Date: \_\_\_\_\_  
Eric A. Chatham, Director of Information Technology, 759-6920

Attachments: En Pointe Technologies Agreement; En Pointe Technologies Quote

Attachments are on file with the Clerk of the Board