



# County of Monterey

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

## Board Report

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**File #: A 18-398, Version: 1**

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- a. Authorize the Director of Information Technology to execute an agreement with EPS Enterprises Inc. (EPS) for cloud enablement professional services, for the term of Sept 25, 2018 through December 31, 2020, for an amount not to exceed \$20,000;
- b. Accept non-standard contract provisions as recommended by the Director of Information Technology;
- c. Authorize the Director of Information Technology to execute order forms and change order forms as necessary to secure services as required by the County; and
- d. Authorize the Director of Information Technology to sign, subject to County Counsel review, up to three (3) amendments to this Agreement, extending the term by one (1) year per amendment, provided the total of any additional cost does not exceed ten percent (\$2,000) of the original cost and where the amendments do not significantly change the scope of work and do not alter the non-standard terms of the Agreement.

### RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Director of Information Technology to execute an agreement with EPS Enterprises Inc. (EPS) for cloud enablement professional services, for the term of Sept 25, 2018 through December 31, 2020, for an amount not to exceed \$20,000;
- b. Accept non-standard contract provisions as recommended by the Director of Information Technology;
- c. Authorize the Director of Information Technology to execute order forms and change order forms as necessary to secure services as required by the County; and
- d. Authorize the Director of Information Technology to sign, subject to County Counsel review, up to three (3) amendments to this Agreement, extending the term by one (1) year per amendment, provided the total of any additional cost does not exceed ten percent (\$2,000) of the original cost and where the amendments do not significantly change the scope of work and do not alter the non-standard terms of the Agreement.

### SUMMARY/DISCUSSION:

As more County information technology services are being moved to the Cloud, the County has need for consistent and predictable data transport services to and from the Cloud and the County network. EPS's cloud exchange provides consistent and predictable transport services to and from the Microsoft Azure Cloud platform. County ITD will be utilizing EPS services, called ECX Fabric-Connectivity Configuration, to setup Azure ExpressRoute and virtual circuit bridging traffic between the colocation data center utilized by the County to Microsoft's Azure Cloud data center. Estimated cost of these services is \$7,500 annually. ITD seeks the Board's approval of a contract amount up to \$20,000 over the two-year term of the agreement to ensure there are enough funds to add connections and data transport services if necessary to meet County business needs.

The County of Monterey IT Department is also seeking, under a separate report, the Board of Supervisor's authorization to execute an amendment, extending the term of the County's existing agreement with Equinix, LLC for continued colocation of County technology infrastructure within an Equinix facility. The County's colocation of County technology infrastructure works in unison with the Cloud data transport services provided for by this agreement with EPS.

### OTHER AGENCY INVOLVEMENT:

County Counsel cannot approve this agreement due to the following non-standard provisions: late fees imposed upon late payments; County responsibility for collection costs of delinquent payments, including attorney's fees; non-standard termination provisions; cancellation charges upon early termination; limitations on warranty; absence of insurance provisions and indemnity provisions protecting the County; force majeure provisions; and limitations on type of and amount of damages available to County.

**FINANCING:**

The cost of this agreement is a maximum of \$20,000, which has been included in the FY18-19 Adopted Budget for the Information Technology Department, ITD 1930, Budget Unit 8436, Appropriations Unit INF002.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

ITD continues to align its technology with County's goals and priorities by strategically investing in Cloud technologies such as Microsoft Azure and Equinix's Cloud Exchange. The Equinix project will enable County to have consistent and predictable transport services to and from the Cloud, and therefore pave the way for the smooth transformation from on-premise to a Cloud-based technology infrastructure operation model.

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

Prepared by: Lynnette Beardsall, Management Analyst, 759-6938

Approved by:

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

Attachments: EPS Enterprises, Inc. agreement; EPS Enterprises order