



County of Monterey

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

Board Report

File #: A 20-172, **Version:** 1

Approve and authorize the Director of the Information Technology Department to execute Amendment No. 1 to the non-standard agreement with a State and Local Agency Server and Cloud Enrollment Agreement with Insight Direct USA, Inc. (Insight), a Microsoft licensing reseller, to increase the Agreement by \$80,000.00 to cover additional services for Microsoft government services, data backup software subscriptions and associated maintenance/support, in the maximum amount of \$176,859.80.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

Approve and authorize the Director of the Information Technology Department to execute Amendment No. 1 to the non-standard agreement with a State and Local Agency Server and Cloud Enrollment Agreement with Insight Direct USA, Inc. (Insight), a Microsoft licensing reseller, to increase the Agreement by \$80,000.00 to cover additional services for Microsoft government services, data backup software subscriptions and associated maintenance/support, in the maximum amount of \$176,859.80.

SUMMARY/DISCUSSION:

The current agreement with Insight Direct USA, Inc. (Insight), a Microsoft licensing reseller of the Microsoft Azure Government Shared Server product provides data backup solution storing a copy of all backed up data in the Microsoft Government Cloud to facilitate recovery of data services should a disaster render the County's existing ITD infrastructure useless.

Due to additional usage the quarterly amount has exceeded the original budgeted amount by \$15,000. The proposed increase will meet the current backup-recovery services, and provide additional funds in the event the projected storage needs of the County increases.

The proposed Amendment with Insight to increase the contract amount will enable Monterey County ITD to continue to store data backups offsite. This will ensure that we can recover data in the event of a catastrophic hardware failure/disaster.

The proposed Amendment continues to allow the County to make purchases on an "as-needed" basis, the Director of ITD is recommending approval of this Agreement.

The proposed Agreement provides for the possibility of one renewal for one additional 36 calendar month term. The Board is asked to authorize that renewal in order to ensure continuity in the County's data backup processes and to ensure that County data is recoverable in the event of disaster or unforeseen occurrences.

OTHER AGENCY INVOLVEMENT:

County Counsel cannot approve due to the following non-standard provisions: non-standard payment terms providing for 3 payments per year; non-standard termination for cause and early termination provisions; absence of insurance and lack of indemnity protections for the County. Risk Management does not approve non-standard insurance and indemnity provisions. The Contracts/Purchasing Officer has approved use of these two vendors in order to maintain continuity of County IT data services and network access.

FINANCING:

Funding for the increased agreement amount is included in the Information Technology Department Fiscal Year 2019-20 under 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 Insight Agreement furthers the efficient administration of County business and improves County technological infrastructure by enabling the County to efficiently back up County data, to recover County data in the event of accidental override, deletion or disaster, and to continue to provide secure mobile workstations that support County Departments.

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

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Approved by:

Eric A. Chatham, Director of Information Technology, 759-6928

Attachments:

Insight Amendment No.1 To Agreement
Insight Agreement

Attachments on file with the Clerk of the Board