



County of Monterey

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

Board Report

File #: A 20-429, Version: 1

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee, under the terms and conditions of the NJPA/Sourcewell contract awarded to Sharp Electronics Corporation from NJPA's RFP # 083116 for multifunction copiers, printers, and like equipment, to issue purchase orders to Smile Business Products, a local distributor of Sharp products, to provide leased multifunctional copiers and printers to NMC for an amount not to exceed \$285,000 for the period of October 18, 2020 through October 19, 2021.

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee, under the terms and conditions of the NJPA/Sourcewell contract awarded to Sharp Electronics Corporation from NJPA's RFP # 083116 for multifunction copiers, printers, and like equipment, to issue purchase orders to Smile Business Products, a local distributor of Sharp products, to provide leased multifunctional copiers and printers to NMC for an amount not to exceed \$285,000 for the period of October 18, 2020 through October 19, 2021.

SUMMARY/DISCUSSION:

NMC has over 100 leased multifunction copy/print machines throughout the hospital. The majority of NMC's staff do not have local printers connected to their computers and instead utilize networked copier/printers as it has been proven to be more cost effective to share a network printer across a large organization. The multifunction copy/print machines are leased and maintenance is included in the lease price as well as toner.

Natividad originally leased these machine from Tri-County Business Systems who was a local business later acquired by Smile Business products (Smile). Tri-County (now Smile) and Natividad had an executed rental and service agreement which has since expired. NMC is opting to piggy-back on the NJPA/Sourcewell contract awarded to Sharp Electronics Corporation from NJPA's RFP # 083116 for multifunction copiers, printers, and like equipment, for continued rentals and related service of multifunctional copy/print machines, as many of the other Monterey County departments are currently doing. Smile is an authorized distributor of Sharp products.

Sourcewell (formerly the National Joint Powers Alliance, aka "NJPA") is a public agency operating under the enabling authority outlined in Minnesota Statute 123A.21, which allows participating nationwide government and education agencies ("Members") to reduce the cost of purchasing by leveraging their combined national purchasing power through cooperative efforts.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved the NJPA/Sourcewell contract documents as to form, and the Auditor-Controller have reviewed and approved as to payment provisions. This request has also been reviewed and approved by NMC's Finance Committee on October 9, 2020 and by its Board of Trustees on October 9, 2020.

FINANCING:

The cost for this agreement is \$285,000 of which \$215,000 is included in the Fiscal Year 2020-21 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Printing and copying documents are a critical part of doing day-to-day business. This request ensures that the hospital's printing and copying needs are met in a cost effective manner.

- ☐ Economic Development
- ☒ Administration
- ☐ Health and Human Services
- ☐ Infrastructure
- ☐ Public Safety

Prepared by: Kristen Aldrich, Hospital Purchasing and Materials Support Director, 783-2627

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2553

Attachments:

CA Final Statutes NJPA

RFP 083116 Printers-Copiers

Contract 083116 Acceptance-and-Award Sharp Copiers

Sourcwell extension of Sharp Contract 083116

Attachments on file with the Clerk of the Board