



County of Monterey

Item No.

Board Report

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

Legistar File Number: A 26-133

April 28, 2026

Introduced: 4/15/2026

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

- a. Authorize the Chief Information Officer to execute Amendment No. 1 to the non-standard Agreement with Dell Marketing L.P. dba Dell Technologies (A-16741), a Microsoft reseller of software licensing subscriptions maintenance and support to increase the third year of the existing agreement by \$700,000 for the term ending April 30, 2027, for a revised total aggregate Agreement amount not to exceed \$5,980,131; and
- b. Authorize the Chief Information Officer, or his designee, to execute order forms, renewals and such documents as are necessary for services with Dell Technologies for purposes of this Agreement.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Information Officer to execute Amendment No. 1 to the non-standard Agreement with Dell Marketing L.P. dba Dell Technologies (A-16741), a Microsoft reseller of software licensing subscriptions maintenance and support to increase the third year of the existing agreement by \$700,000 for the term ending April 30, 2027, for a revised total aggregate Agreement amount not to exceed \$5,980,131; and
- b. Authorize the Chief Information Officer, or his designee, to execute order forms, renewals and such documents as are necessary for services with Dell Technologies for purposes of this Agreement.

SUMMARY:

The approval of Amendment No. 1 to the non-standard cooperative agreement utilizing the County of Riverside's Master Agreement No. 8084445 with Microsoft Corporation will allow the Information Technology Department (ITD) to fund the third and final year of the existing cooperative agreement while maintaining the competitive pricing for Microsoft software products.

DISCUSSION:

This Amendment to the Agreement is required to support the continuance of Microsoft license subscriptions, County's cloud-hosted environment, and associated cloud storage for year three of the agreement originally approved under Board Order A-16741. Additional funds are needed for true-up, due to increased subscriptions. In addition, this Amendment authorizes the procuring of Microsoft licenses, products, and services on an as-needed and as-approved basis, consistent with operational requirements.

Approval of this action will enable the county to maintain continuity of business with continued licensing, cloud services, and storage. Future terms will proceed with a new Request for Proposal (RFP), therefore, it is the recommendation of the Chief Information Officer to approve this Amendment request.

OTHER AGENCY INVOLVEMENT/COMMITTEE ACTIONS:

County Counsel has reviewed and approved the non-standard Amendment with Dell Marketing L.P. dba Dell Technologies. The Auditor-Controller reviewed the contract but disagreed with the non-standard payment provisions.

FINANCING:

The funds required for this Amendment are included in the FY 2026-27 Recommended Budget for the Information Technology Department, ITD 1930, Appropriations Unit INF002. The costs of this agreement will be supported by planned Cost Plan credits received by ITD.

BOARD OF SUPERVISORS STRATEGIC PLAN GOALS:

The Board's approval of the recommended Amendment will assist in providing Microsoft solutions for County staff at competitive pricing.

- Well-Being and Quality of Life
- Sustainable Infrastructure for the Present and Future
- Safe and Resilient Communities
- Diverse and Thriving Economy
- Dynamic Organization and Employer of Choice
- Administrative

Prepared by: Teresa Meister, Management Analyst II, 759-6938

Approved by: Eric A. Chatham, Chief Information Officer, 759-6920

Attachments:

Licensing Solution Provider Agreement
Amendment No. 1