



County of Monterey

Item No.

Board Report

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

Legistar File Number: A 26-070

March 10, 2026

Introduced: 3/2/2026

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

- a. Authorize the Chief Information Officer or his designee to execute a Non-Standard Agreement with ePlus Technology Incorporated, a Carahsoft Technology Corporation re-seller of hardware, software, and support solutions, incorporating the terms of the existing Master Technology Agreement with The Interlocal Purchasing System (TIPS), 220105, Technology Solutions, Products and Services retroactive from the term of January 11, 2026 through January 10, 2032, in an amount not to exceed \$3,250,000; and
- b. Authorize the Chief Information Officer or his designee to sign order forms and such documents as are necessary to implement the agreement with Carahsoft Technology Corporation and reseller ePlus Technology for the purchase of technology products and services; and
- c. Accept non-standard contract provisions as recommended by the Chief Information Officer.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Information Officer or his designee to execute a Non-Standard Agreement with ePlus Technology Incorporated, a Carahsoft Technology Corporation re-seller of hardware, software, and support solutions, incorporating the terms of the existing Master Technology Agreement with The Interlocal Purchasing System (TIPS), 220105, Technology Solutions, Products and Services retroactive from the term of January 11, 2026 through January 10, 2032, in an amount not to exceed \$3,250,000; and
- b. Authorize the Chief Information Officer or his designee to sign order forms and such documents as are necessary to implement the agreement with Carahsoft Technology Corporation and reseller ePlus Technology for the purchase of technology products and services; and
- c. Accept non-standard contract provisions as recommended by the Chief Information Officer.

SUMMARY:

The approval of this Agreement will allow the County to adopt and participate in the government cooperative TIPS Contract 220105, Technology Solutions, Products and Services to procure a security suite and other related products, which was previously approved by the Board, February 10, 2026 (Legistar File ID A 26-043). Due to a vendor error, the cooperative agreement referenced (TIPS contract 230105) was incorrect. This revision provides the correct documentation, TIPS contract 220105.

DISCUSSION:

The Interlocal Purchasing System (TIPS) is a purchasing cooperative available to governmental entities. Texas Region 8 Education Service Center (Region 8 ESC), a public governmental entity, issues competitive solicitations for information technology products and services through TIPS.

Region 8 ESC served as the lead agency for Request for Proposal (RFP) No. 220105, Technology Solutions, Products and Services. Carahsoft Technology Corporation was awarded under this solicitation. Carahsoft maintains an authorized reseller agreement with ePlus Technology, Incorporated.

TIPS cooperative purchasing program provides significant savings in administrative time and costs associated with conducting independent solicitations, while leveraging volume-based pricing advantages. Participation allows the County to obtain competitive pricing for information technology related products and services in a streamlined and compliant manner.

The Chief Information Officer recommends the approval of this proposed Agreement.

OTHER AGENCY INVOLVEMENT/COMMITTEE ACTIONS:

County Counsel has reviewed. Auditor-Controller reviewed the contract but does not agree to the non-standard payment provisions.

FINANCING:

Required funds will be included in each respective Requested Budget for the Information Technology Department, ITD 1930, Appropriations Unit INF002.

BOARD OF SUPERVISORS STRATEGIC PLAN GOALS:

The Interlocal Purchasing System Program (TIPS) is a cost savings procurement method for software, hardware products, and services that may be utilized when procuring IT-related products and services.

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

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

Attachments:

TIPS RFP 220105 Agreement with Carahsoft Technology Corporation

<https://www.tips-usa.com/vendorProfile.cfm?RecordID=AB617615187E44EFAF1B270A9874D93C>

ePlus Technology Reseller Agreement with Carahsoft
Board Order A 26-043

