



County of Monterey

Item No.

Board Report

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

Legistar File Number: A 25-338

August 26, 2025

Introduced: 8/7/2025

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

- a. Authorize the Chief Information Officer to execute Amendment No. 3 to the Agreement with SHI International Corporation, utilizing a cooperative agreement with Sourcewell to purchase Information Technology services, equipment, and products for the County extending the term through February 27, 2028, and adding \$750,000; and
- b. Authorize the Chief Information Officer or his designee to sign order forms and such documents as are necessary to implement the amendment with SHI International Corporation for IT products and services; and
- c. Accept non-standard contract provisions as recommended by the Chief Information Officer; and
- d. Authorize the Chief Information Officer the option to extend the agreement up to three (3) additional one (1) year periods through February 27, 2031, provided that the total additional costs do not exceed 10% of the prior year's cost, for a total agreement not to exceed amount of \$2,160,250 and so long as the Order Forms do not significantly alter the terms of the Agreement, even if no additional Agreements are entered into, subject to County Counsel review.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Information Officer to execute Amendment No. 3 to the Agreement with SHI International Corporation, utilizing a cooperative agreement with Sourcewell to purchase Information Technology services, equipment, and products for the County extending the term through February 27, 2028, and adding \$750,000; and
- b. Authorize the Chief Information Officer or his designee to sign order forms and such documents as are necessary to implement the amendment with SHI International Corporation for IT products and services; and
- c. Accept non-standard contract provisions as recommended by the Chief Information Officer; and
- d. Authorize the Chief Information Officer the option to extend the agreement up to three (3) additional one (1) year periods through February 27, 2031, provided that the total additional costs do not exceed 10% of the prior year's cost, for a total agreement not to exceed amount of \$2,160,250 and so long as the Order Forms do not significantly alter the terms of the Agreement, even if no additional Agreements are entered into, subject to County Counsel review.

SUMMARY:

SHI International Corporation (SHI) serves as a reseller of software, hardware, and technology services that support both proprietary operations of county departments and enterprise functions of the Information Technology Department (ITD). Approval of this amendment will enable ITD to continue procuring essential technology products on an as-needed basis through a master cooperative agreement that was competitively solicited via Sourcewell RFP#121923.

DISCUSSION:

Sourcewell is a government service cooperative established by the Minnesota legislature to streamline procurement for its members through nationally competitive solicitations. As a registered member (ID#18170), the County of Monterey can utilize Sourcewell's pre-negotiated contracts that includes SHI. This process offers a cost-effective and efficient method for procuring IT products and services while ensuring responsible use of public funds. Although the Sourcewell agreement with SHI includes non-standard terms for the County, they are typical within the IT industry. The approval of this recommended action by the Chief Information Officer will enable the county to continue to procure the necessary software, hardware, and technology services that support the county's continuity of business.

The Sourcewell agreement, will continue to govern the County's purchase of IT products and services through SHI, contains non-standard terms to the County but is expected in the information technology industry. The Chief Information Officer recommends Board approval of this cooperative agreement amendment.

OTHER AGENCY INVOLVEMENT/COMMITTEE ACTIONS:

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

FINANCING:

The funds for payment of the cost of this Agreement have been included in the Fiscal Year 2025-2026 Approved Budget for the Information Technology Department, ITD 1930, Appropriations Unit INF002. All future year costs will be included in the submitted budget for each of the respective fiscal years.

BOARD OF SUPERVISORS STRATEGIC PLAN GOALS:

The Board's approval of the agreement will allow ITD to continue to procure technology products and services at a discounted rate for all County departments.

- ☐ 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

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

Attachments:

SHI-Sourcewell Solicitation RFP#121923 Contract

