



# County of Monterey

**Item No.**

## Board Report

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

**Legistar File Number: A 25-013**

**January 28, 2025**

**Introduced:** 1/8/2025

**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 CDW-Government LLC (CDW-G), incorporating the terms of CDW-G's existing OMNIA Partners Participating Public Agencies, via the City of Mesa, Arizona Master Agreement #2024056-01, to purchase software, hardware, and services such as financing, leasing, consulting, and technical support from March 1, 2025, through June 30, 2028 with a contract cap of \$6,200,000;
- b. Authorize the Chief Information Officer to continue services with Lenovo Financial Services, Agreement #1335071 through June 30, 2028;
- c. Authorize the Chief Information Officer, or his designee, to execute order forms and such documents as are necessary to implement the Agreement with CDW-G and Lenovo Financial Services for the County's purchase of software, hardware, and services such as financing, consulting, leasing, and technical support, on an as-needed basis;
- d. Accept non-standard contract provisions as recommended by the Chief Information Officer; and
- e. Authorize the Chief Information Officer, or his designee, to sign up to three (3) additional two-year period amendments to this Agreement by order forms or renewals, collectively extending the term through June 30, 2034, in accordance to the Master Agreement, provided the cost of each amendment does not exceed 10% of either the original contract amount of \$6,200,000, or of each of the prior year amendments, and provided the terms of the agreement remain substantially the same, bringing the maximum compensation Not to Exceed amount to \$19,744,520.

### 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 CDW-Government LLC (CDW-G), incorporating the terms of CDW-G's existing OMNIA Partners Participating Public Agencies, via the City of Mesa, Arizona Master Agreement #2024056-01, to purchase software, hardware, and services such as financing, leasing, consulting, and technical support from March 1, 2025, through June 30, 2028 with a contract cap of \$6,200,000;
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- c. Authorize the Chief Information Officer, or his designee, to execute order forms and such documents as are necessary to implement the Agreement with CDW-G and Lenovo Financial Services for the County's purchase of software, hardware, and services such as financing, consulting, leasing, and technical support, on an as-needed basis;
- d. Accept non-standard contract provisions as recommended by the Chief Information Officer; and

e. Authorize the Chief Information Officer, or his designee, to sign up to three (3) additional two-year period amendments to this Agreement by order forms or renewals, collectively extending the term through June 30, 2034, in accordance to the Master Agreement, provided the cost of each amendment does not exceed 10% of either the original contract amount of \$6,200,000, or of each of the prior year amendments, and provided the terms of the agreement remain substantially the same, bringing the maximum compensation Not to Exceed amount to \$19,744,520.

SUMMARY:

Since 2020, the Board has authorized the Chief Information Officer to enter a cooperative Agreement with CDW-Government LLC (CDW-G), an Adobe reseller, via the National Intergovernmental Purchasing Alliance (“National IPA”) Company. This Agreement will expire on February 28, 2025, and the Information Technology Department (ITD) wishes to continue to procure through OMNIA Partners (with the lead agency, City of Mesa), a purchasing organization of competitively solicited and publicly awarded contracts.

DISCUSSION:

The City of Mesa, Arizona, Department of Procurement issued solicitation number 2024056-01 for Information Technology Solutions Products and Services to establish a cooperative contract in partnership with the OMNIA Partners, Public Sector. OMNIA Partners is the nation's largest and most experienced cooperative purchasing organization dedicated to public sector procurement, ensuring the solicitation process, evaluation, and cost-savings contracts are competitively bid and awarded.

The County purchases Adobe software subscription renewals and additional licenses on an “as needed” basis for the entire County’s workforce. In addition to Adobe software, the CDW-G Agreement offers the opportunity to purchase and lease a wide variety of Information Technology Solution Products, such as personal computer systems, laptops, network equipment, monitors, software products, and services, such as financing, consulting, and technical support, at a discounted rate.

The Master Agreement with CDW-G has an in-house Financing Solutions Team to help the City of Mesa and OMNIA Partners Participating Public Agencies navigate through a tailored leasing and finance option, which the County has had in place since 2020. This also allows the County departments to continue to utilize advantageous pricing, terms, and structures with Lenovo Financial Services for desktop leasing services under Agreement No. 1335071, which is included in the Master Agreement number 2024056-01.

The Master Agreement, which will govern the County’s purchase of services and products through CDW-G, contains non-standard terms to the County but standard in the information technology industry. The Chief Information Officer recommends that the Board approve ordering additional products and services in addition to what departments currently utilize.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed the non-standard Agreement and approves as to form. The Auditor-Controller has reviewed the Agreement but does not agree with the non-standard payment provisions.

FINANCING:

The requested amount is based on the anticipated utilization of the services by county departments. Funds will only be utilized based on actual orders. Each department will be responsible for including their estimated need in their respective annual Requested Budget submission. It is estimated that all fund requirements for FY 24-25 have been included in the FY 24-25 Adopted Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The Board's approval of the recommended agreement will allow the County to purchase a wide range of technology products and services to meet its operational business needs.

- X Economic Development
- X Administration
- X Health & Human Services
- X Infrastructure
- X Public Safety

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

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

Attachments:

City of Mesa Contract # 2024056-01 with CDW Government LLC (500+ pages) = [CDW | OMNIA Partners | Contract Documents](#)  
<<https://www.omniapartners.com/suppliers/cdwg/public-sector/contract-documents>>

Master Agreement #2018011-01

Addendum #133507

CDWG Cost Worksheet