



# County of Monterey

Item No.

## Board Report

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

Legistar File Number: A 24-500

November 12, 2024

**Introduced:** 10/18/2024

**Current Status:** Agenda Ready

**Version:** 1

**Matter Type:** BoS Agreement

- a. Authorize the Chief Information Officer to execute a non-standard Agreement with California Multiple Award Schedule (CMAS) for Information Technology Goods & Services Johnson Engineered Systems, Inc. (CMAS 3-19-70-3717A) and (CMAS 3-24-10-1004), awarded vendor for data communication equipment, copper and fiber wire communication products and services, and other technology products and services for terms of July 17, 2019, through July 26, 2027 (CMAS 3-19-70-3717A), and October 1, 2024, through September 19, 2028 (CMAS 3-24-1004), and for a total contract amount of \$2,000,000; and
- b. Authorize the Chief Information Officer or his designee to execute order forms, deliverable acceptance forms, and related documents as necessary on an as-needed basis with Johnson Engineered Systems, Inc. for the purchase of Information Technology Goods & Services; and
- c. Accept non-standard contract provisions as recommended by the Chief Information Officer; and
- d. Authorize the Chief Information Officer or his designee to sign up to three (3) amendments to this Agreement, each extending the term by one (1) year each, provided the cost of each amendment does not exceed 10% (\$200,000) of the contract amount of \$2,000,000, and provided the terms of the agreement remain substantially the same, bringing the maximum compensation Not to Exceed amount to \$2,600,000.

### RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Information Officer to execute a non-standard Agreement with California Multiple Award Schedule (CMAS) for Information Technology Goods & Services Johnson Engineered Systems, Inc. (CMAS 3-19-70-3717A) and (CMAS 3-24-10-1004), awarded vendor for data communication equipment, copper and fiber wire communication products and services, and other technology products and services for terms of July 17, 2019, through July 26, 2027 (CMAS 3-19-70-3717A), and October 1, 2024, through September 19, 2028 (CMAS 3-24-1004), and for a total contract amount of \$2,000,000; and
- b. Authorize the Chief Information Officer or his designee to execute order forms, deliverable acceptance forms, and related documents as necessary on an as-needed basis with Johnson Engineered Systems, Inc. for the purchase of Information Technology Goods & Services; and
- c. Accept non-standard contract provisions as recommended by the Chief Information Officer; and
- d. Authorize the Chief Information Officer or his designee to sign up to three (3) amendments to this Agreement, each extending the term by one (1) year each, provided the cost of each amendment does not exceed 10% (\$200,000) of the contract amount of \$2,000,000, and provided the terms of the agreement remain substantially the same, bringing the maximum compensation Not to Exceed amount to \$2,600,000.

SUMMARY:

The Information Technology Department (ITD) requests the option to utilize the California Multiple Award Schedules (CMAS) to procure technology-related products and services negotiated through the General Services Administration (GSA) federal procurement program. GSA negotiates large multi-user contracts, which drive down the costs of goods and services for State and Local Government Agencies by leveraging the volume of the federal market. The County wishes to utilize Base Schedules #GS-35F-573GA and #47QTCA23D00E5 for Information Technology Goods & Services with awarded vendor Johnson Engineered Systems, Inc., doing business as Johnson Electronics.

DISCUSSION:

The CMAS program presents cooperative agreements recognized for use by state and local government agencies in California, including various commodities, information technology products and services, and non-IT services. CMAS agreements with Johnson Engineered Systems, Inc. are based on the Federal General Services Administration (GSA) multiple award schedules GS-35F-573GA and 47QTCA23D00E5 for Information Technology Goods & Services, which have been competitively assessed and negotiated. CMAS agreements comply with California procurement codes, guidelines, and policies, provide the highest level of contractual protection, and offer rates and services at or above the GSA award schedule.

ITD will establish a Multi-Year Agreement (MYA) for all County departments to utilize on an as-needed basis. CMAS 3-19-70-3717A will be used for data communication equipment and wireless communication products and services, and CMAS 3-24-10-1004 for telecom and wire cabling and services countywide. The various departments' ability to procure from this MYA streamlines the contract process.

The Chief Information Officer recommends entering into this Agreement to provide competitive pricing for Information Technology Goods and Services for all county departments, including parts and labor.

OTHER AGENCY INVOLVEMENT:

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

FINANCING:

The funds have been included in the FY24-25 Adopted Budget for the Information Technology Department, ITD 1930, Appropriations Unit INF002. Transactions relating to future fiscal years will be included in each respective Requested Budget based upon the anticipated utilization of the services by county departments.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The implementation of a Multi-Year Agreement streamlines the County procurement processes.

- Economic Development
- Administration
- Health & Human Services

X Infrastructure

X Public Safety

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

Attachments:

Johnson Electronics 3-19-70-3717A

Johnson Electronics 3-24-10-1004