



County of Monterey

Item No.

Board Report

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

Legistar File Number: A 25-333

August 19, 2025

Introduced: 8/1/2025

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

- a. Authorize the Chief Information Officer to execute Amendment No. 1 to the Standard Agreement with ConvergeOne, Incorporated for infrastructure services on an as-needed basis, increasing the agreement amount by \$152,000 for a revised agreement total of \$250,000 and extending the term through September 16, 2028; and
- b. Authorize the Chief Information Officer, or his designee, to execute associated order forms and such documents as are necessary for services with ConvergeOne, Incorporated; and
- c. Authorize the Chief Information Officer the option to extend the agreement up to three (3) additional one (1) year periods though September 16, 2031 provided that the total additional costs do not exceed 10% of the prior year's cost, with a maximum total increase of \$184,480 for a total agreement not to exceed amount of \$434,480 and so long as the Order Forms do not significantly alter the terms of the Standard 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. 1 to the Standard Agreement with ConvergeOne, Incorporated for infrastructure services on an as-needed basis, increasing the agreement amount by \$152,000 for a revised agreement total of \$250,000 and extending the term through September 16, 2028; and
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SUMMARY:

ConvergeOne Incorporated (C1) provides a full suite of technology services, including enterprise networking, unified communications, contact center solutions, data centers, cloud infrastructure and migration, cybersecurity, and customer experience platforms. The Information Technology Department (ITD) has used services since 2020 on an as-requested basis. ITD is requesting continuation of service for an additional three years.

DISCUSSION:

C1 has assisted with several intricate projects for ITD's Infrastructure Division. C1 supported ITD with Azure Entra P2 implementation which significantly improved County's security posture. The solution offers advanced identity and access management capabilities, including enhanced security features like risk-based conditional access, privileged identity management (PIM), and identity governance, according to Microsoft. In addition, C1 has provided implementation support for the Microsoft Business-to-Business services between the County and Natividad Medical Center (NMC) to securely collaborate using their own user credentials. The project improves efficiency for both County and NMC, and access to shared county resources.

The approval of this agreement will allow the County to request quotes for service in the future.

OTHER AGENCY INVOLVEMENT/COMMITTEE ACTIONS:

County Counsel has reviewed this Agreement with ConvergeOne Incorporated and approves as to legal form. Auditor-Controller's Office has reviewed the Agreement and approves to fiscal provisions.

FINANCING:

The \$50,667 necessary for the first year of this amendment has been included in the FY 2025-2026 Adopted Budget for the Information Technology Department, ITD 1930, Appropriation INF002, Budget Unit 8436. All future year costs will be included in the submitted budget for each of the respective fiscal years.

BOARD OF SUPERVISORS STRATEGIC PLAN GOALS:

Amendment No. 1 provides the ability to continue the use services with C1 on an as-needed basis, ensuring the County's infrastructure is secure and in compliance with best business practices.

- ☐ 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 Chatham, Chief Information Officer, 759-6920

Attachments:

Standard Agreement
Amendment No. 1

