



BOARD OF SUPERVISORS AGENDA ITEM REPORT
CONTRACTS / AWARDS / GRANTS

Award Contract Grant

Requested Board Meeting Date: 11/06/18

* = Mandatory, information must be provided

or Procurement Director Award

***Contractor/Vendor Name/Grantor (DBA):**

Insight Public Sector, Inc. and World Wide Technology, Inc.

***Project Title/Description:**

Network Equipment and Services.

***Purpose:**

Amendment of Award: Multiple Master Agreements. This revision is for a one-time increase in the amount of \$2,240,000.00, split between MA-PO-15-224 in the amount of \$1,120,000.00 for a cumulative contract amount of \$3,849,217.50, and MA-PO-15-226 in the amount of \$1,120,000.00 for a cumulative contract amount of \$3,962,217.50 for a combined total of \$7,811,435.00. This increase is required for the replacement of aging hardware on a life cycle replacement schedule.

Administering Department: Information Technology.

***Procurement Method:**

Pursuant to Pima County Procurement Code 11.12.010, Competitive Sealed Bidding, on 03/03/15, the Board of Supervisors approved an award of contracts for an initial term of one (1) year and an annual award amount of \$750,272.50 each for a cumulative award amount of \$1,500,545.00 with four (4) one-year renewal options. Two (2) contractors were awarded in an effort to optimize competition on routine orders throughout the life of the Master Agreements. Authority was given to the Procurement Director to reallocate these funds as long as the annual award amount is not exceeded.

On 02/29/16, the Procurement Director approved a revision to extend the termination date to 03/02/17 and to add a partial annual award amount of \$478,400.00 for MA-PO-15-224 and \$591,400.00 for MA-PO-15-226 for a combined total of \$1,069,800.00. The cumulative not-to-exceed amount equaled \$2,570,345.00. Three (3) renewal options remained.

On 03/03/17, the Procurement Director approved a revision to extend the termination date to 03/02/18 and to add the full annual award amount of \$750,272.50 for MA-PO-15-224 and \$750,272.50 for MA-PO-15-226 for a combined total of \$1,500,545.00 which did not exceed the Board of Supervisors' cumulative awarded amount. The cumulative not-to-exceed amount equaled \$4,070,890.00. Two (2) renewal options remained.

On 11/04/17, the Procurement Director approved a revision to extend the termination date to 03/02/19 and to add a partial annual award amount of \$35,000.00 for MA-PO-15-224 and \$416,000.00 for MA-PO-15-226 for a combined total of \$451,000.00 which did not exceed the Board of Supervisors' cumulative awarded amount. The cumulative not-to-exceed amount equaled \$4,521,890.00. One (1) renewal option remained.

On 09/07/18, the Procurement Director approved to add the remaining annual award amount of \$715,272.50 for MA-PO-15-224 and added the remaining annual award amount of \$334,272.50 for MA-PO-15-226 for a combined total of \$1,049,545.00 which did not exceed the Board of Supervisors' cumulative awarded amount. The cumulative not-to-exceed amount equaled \$5,571,435.00. The remaining annual award amount was needed for the implementation of CIP for Wireless and Expansion, CIP for Access Switch Replacement and annual maintenance and support for existing systems. One (1) renewal option remained.

PRCUID: 164207

Attachments: Departmental Memorandum and Master Agreements.

***Program Goals/Predicted Outcomes:**

Continued purchase of hardware, software, cloud solution and services to benefit the Information Technology Program.

***Public Benefit:**

Providing solutions resulting in efficiencies to the County to better assist the public.

***Metrics Available to Measure Performance:**

Simplification of technology purchasing processes from selection to preparation and delivery.

***Retroactive:**

No

Contract / Award Information

Document Type: _____ Department Code: _____ Contract Number (i.e., 15-123): _____

Effective Date: _____ Termination Date: _____ Prior Contract Number (Synergen/CMS): _____

Expense Amount: \$* _____ Revenue Amount: \$ _____

***Funding Source(s) required:**

Funding from General Fund? Yes No If Yes \$ _____ % _____

Contract is fully or partially funded with Federal Funds? Yes No

***Is the Contract to a vendor or subrecipient?**

Were insurance or indemnity clauses modified? Yes No

If Yes, attach Risk's approval

Vendor is using a Social Security Number? Yes No

If Yes, attach the required form per Administrative Procedure 22-73.

Amendment / Revised Award Information

Document Type: MA Department Code: PO Contract Number (i.e., 15-123): 15-224, 15-226

Amendment No.: _____ AMS Version No.: 18 and 15

Effective Date: 11/06/18 New Termination Date: _____

Prior Contract No. (Synergen/CMS): _____

Expense or Revenue Increase Decrease Amount This Amendment: \$ 2,240,000.00

Is there revenue included? Yes No If Yes \$ _____

***Funding Source(s) required:** General Fund (70%)
Non-Bond Capital Fund (30%)

Funding from General Fund? Yes No If Yes \$ 1,568,000.00 % 70

Grant/Amendment Information (for grants acceptance and awards) Award Amendment

Document Type: _____ Department Code: _____ Grant Number (i.e., 15-123): _____

Effective Date: _____ Termination Date: _____ Amendment Number: _____

Match Amount: \$ _____ Revenue Amount: \$ _____

***All Funding Source(s) required:**

*Match funding from General Fund? Yes No If Yes \$ _____ % _____

*Match funding from other sources? Yes No If Yes \$ _____ % _____

*Funding Source: _____

***If Federal funds are received, is funding coming directly from the Federal government or passed through other organization(s)?**

Contact: Stephen Romero, Principal Buyer

Department: Procurement Telephone: 520-724-3021

Department Director Signature/Date: [Signature] 10/22/18

Deputy County Administrator Signature/Date: [Signature] 10-24-18

County Administrator Signature/Date: [Signature] 10/24/18
(Required for Board Agenda/Addendum Items)



Date: October 23, 2018

To: Tom Burke
Deputy County Administrator for Administration

From: Dan Hunt
Chief Information Officer

Re: Funding for Cisco Master Agreements

The Information Technology Department's Network Team oversees and manages the network environments for Pima County's computer and data center systems. This network environment requires the replacement of aging hardware on a life cycle replacement schedule. Currently, the access switching hardware and wireless access points have reached their replacement threshold. Two Capital Improvement Projects (CIP) have been approved to move forward.

The access switches currently in place are 7+ years old. As technology and network security features are enhanced it is important that we replace the aged access switches with new equipment that will meet the County's needs. New switches will perform at higher speeds and allow for greater monitoring and security capabilities helping to protect critical information and allow county applications to work at peak performance.

The wireless access points currently in place are 5+ years old and are experiencing frequent failures. The Meraki model MR26 (currently discontinued) comprises more than 80% of the WiFi environment for the County. The 400 MR26 devices have been failing at a rate of a few per week. This project will allow for these 400 older models to be replaced with the new MR42 model which supports newer wireless standards that the MR26 did not.

The estimates for these two CIP projects are as follows:

1. CIT. ACCESS - Access Switch Replacement - \$1,440,000
These funds will purchase 307 Cisco Meraki Access Switches, licensing, and necessary installation hardware.
2. CIT.WRLSAP - Wireless Access Point Replacement - \$800,000
These funds will purchase 500 Cisco Meraki Wireless Access points and the licensing needed to support them. The funding will also purchase additional switching resources needed to support WiFi expansion.

In order for these two projects to move forward, additional funds will need to be added to the Master Agreements associated with the vendors for the network equipment.

Your approval is recommended.

APPROVED:

 10-24-18

Tom Burke, Deputy County Administrator (Date)

Copy: Mary Jo Furphy, Procurement Director



MASTER AGREEMENT

PIMA COUNTY, ARIZONA

**THIS IS NOT AN ORDER - TRANSMISSION CONSTITUTES
CONTRACT EXECUTION**

Master Agreement No: 1500000000000000224

MA Version: 18

Page: 1 of 2

Description: Network Equipment and Services

I S S U E R	Pima County Procurement Department 130 W. Congress St. 3rd Fl Tucson AZ 85701 Issued By: SAL SERVIN Phone: 5207249510 Email: sal.servin@pima.gov
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T E R M S	Initiation Date: 11-06-2018 Expiration Date: 03-02-2019 <table border="1" style="margin-left: auto; margin-right: auto; padding: 5px;"> <tr> <td>NTE Amount:</td> <td style="text-align: right;">\$3,849,217.50</td> </tr> <tr> <td>Used Amount:</td> <td style="text-align: right;">\$1,888,219.92</td> </tr> </table>	NTE Amount:	\$3,849,217.50	Used Amount:	\$1,888,219.92
NTE Amount:	\$3,849,217.50				
Used Amount:	\$1,888,219.92				

V E N D O R	INSIGHT PUBLIC SECTOR INC 6820 S. Harl Ave Tempe AZ 7537-1072	Contact: Steve Smith Phone: 480-333-3052 Email: steve.smith@insight.com Terms: 0.00 % Days: 30
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Shipping Method: Vendor Method Delivery Type: FOB: FOB Dest, Freight Prepaid
<p>Modification Reason</p> <p>This revision is for a one-time increase in the amount of \$1,120,000.00 for a cumulative contract amount of \$3,849,217.50. This increase is required for the replacement of aging hardware on a life cycle replacement schedule.</p>

This Master Agreement incorporates the attached documents, and by reference all instructions, Standard Terms and Conditions, Special Terms and Conditions, and requirements that are included in or referenced by the solicitation documents used to establish this agreement. All transactions and conduct are required to conform to these documents.



PIMA COUNTY

MASTER AGREEMENT DETAILS

Master Agreement No: 1500000000000000224

MA Version: 18

Page: 2 of 2

Line	Description					
4	FREE FORM LINE Hardware Discount 0.0000 %	UOM	Unit Price \$0.00	Stock Code	VPN	MPN
5	FREE FORM LINE Software Discount 0.0000 %	UOM	Unit Price \$0.00	Stock Code	VPN	MPN



PIMA COUNTY

MASTER AGREEMENT

PIMA COUNTY, ARIZONA

**THIS IS NOT AN ORDER - TRANSMISSION CONSTITUTES
CONTRACT EXECUTION**

Master Agreement No: 1500000000000000226

MA Version: 15

Page: 1 of 2

Description: Network Equipment and Services

I S S U E R	Pima County Procurement Department
	130 W. Congress St. 3rd Fl
	Tucson AZ 85701
	Issued By: SAL SERVIN
	Phone: 5207249510
	Email: sal.servin@pima.gov

T E R M S	Initiation Date: 11-06-2018	
	Expiration Date: 03-02-2019	
	NTE Amount: \$3,962,217.50 Used Amount: \$2,754,882.77	

V E N D O R	WORLDWIDE TECHNOLOGY INC	Contact: ANGELA GRENDA
	PO BOX 957653	Phone: 480-736-7307
	ST LOUIS MO 63195-7653	Email: angela.grenda@wwt.com
		Terms: 0.00 %
		Days: 30

Shipping Method:	Vendor Method
Delivery Type:	
FOB:	FOB Dest, Freight Prepaid
Modification Reason	
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PIMA COUNTY

MASTER AGREEMENT DETAILS

Master Agreement No: 1500000000000000226

MA Version: 15

Page: 2 of 2

Line	Description					
1	Free Form Line Item for Cisco/F5 Equipment					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %		\$0.00			
2	Free Form Line Item for Professional Services					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %		\$0.00			
3	Free Form Line Item for Maintenance					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %		\$0.00			
4	Free Form Line Hardware					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %		\$0.00			
5	Free Form Line Software					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %		\$0.00			