



BOARD OF SUPERVISORS AGENDA ITEM REPORT
AWARDS / CONTRACTS / GRANTS

☒ Award ☐ Contract ☐ Grant

Requested Board Meeting Date: 07/25/2023

or Procurement Director Award: ☐

** = Mandatory, information must be provided*

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

NetApp Inc, CDW Government LLC, LLC DBA DLT Solutions, EPlus Group Inc. DBA EPlus Group Inc., Insight Public Sector Inc., Frontier Technology LLC., and World Wide Technology LLC.

***Project Title/Description:**

NetApp Computer Storage, Hardware, & Support

***Purpose:**

Amendment of Award: Master Agreement No. MA-P0-16-335, Amendment No. 12. This Amendment extends the termination date to 10/31/23. No additional funds required at this time. Administering Department: Information Technology

***Procurement Method:**

Pursuant to Pima County Procurement Code 11.24.010, Cooperative procurement authorized, on 05/13/2016, the Procurement Director approved an award of contract to NetApp, Inc. for an initial term of one (1) year and an annual award amount of \$215,000.00 with three (3) one-year renewal options.

On 08/03/2016, the Procurement Director approved Amendment No. 01, which added NetApp named partners (CDW Government, Inc., Custom Storage, Inc., dba CStor, DLT Solutions, LLC, dba DLT Solutions, EPlus Group Inc., Datalink Corporation, Insight Public Sector, Inc., and Worldwide Technology, Inc.) to obtain competitive pricing.

Effective 03/31/2017, the Procurement Officer processed Amendment No. 02, which extended the termination date to 03/31/2018 and added the annual award amount of \$215,000.00 for a cumulative not-to-exceed contract amount of \$430,000.00. Two (2) renewal options remained.

Effective 12/18/2017, the Procurement Officer processed Amendment No. 03, which discontinued named partner Datalink Corporation due to their merger with Insight Public Sector, Inc. effective 05/01/2017.

Effective 03/31/2018, the Procurement Officer processed Amendment No. 04, which extended the termination date to 03/31/2019 and added a partial annual award amount of \$33,000.00 for a cumulative not-to-exceed contract amount of \$463,000.00. One (1) renewal option remained.

Effective 03/31/2019, the Procurement Officer processed Amendment No. 05, which extended the termination date to 03/31/2020 and added the annual award amount of \$215,000.00 for a cumulative not-to-exceed contract amount of \$678,000.00. No renewal options remained.

On 10/18/2019, the Procurement Director approved Amendment No. 06, which extended the termination date to 03/31/2021 to allow the State of Arizona time to re-solicit a new Cooperative Contract.

On 01/05/2020, the Board of Supervisors approved Amendment No. 07, which extended the termination date to 07/31/2021 and added a shared one-time increase of \$153,000.00 for a cumulative not-to-exceed contract amount of \$831,000.00.

On 07/06/2021, the Board of Supervisors approved Amendment No.08, which extended the termination date to 07/31/2022 and added the shared annual award amount of \$215,000.00 for a cumulative not-to-exceed contract amount of \$1,046,000.00.

On 07/05/2022, the Board of Supervisors approved Amendment No.09, which extended the termination date to 02/28/2023. No additional funds were needed and the not-to-exceed contract amount remained at \$1,046,000.00.

On 02/21/2023 the Board of Supervisors approved Amendment No. 10, which extended the termination date to 07/31/23. No additional funds were needed and the not-to-exceed contract amount remained at \$1,046,000.00.

On 03/30/2023 the Procurement Director approved Amendment No. 11, which updated the Contractor's legal name on the Contract from

To: COB vers: 17 pages: 16

Custom Storage Inc., DBA CStoR to Frontier Technology LLC. DBA MicroAge.

This extension is needed for the continuation of goods and services and to coincide with the State of Arizona contract ADSP016-098189, which has been extended through 10/31/2023.

PRCUID: 215259

Attachments: Master Agreements.

***Program Goals/Predicted Outcomes:**

Purchase hardware, software, maintenance and support for NetApp, Inc. storage back-up systems.

***Public Benefit:**

Data back-up solutions for the Treasurer's Office, Recorder's Office and Pima County Attorney's Office.

***Metrics Available to Measure Performance:**

Continuity and consistency of business operations.

***Retroactive:**

No.

THE APPLICABLE SECTION(S) BELOW MUST BE COMPLETED

Click or tap the boxes to enter text. If not applicable, indicate "N/A". Make sure to complete mandatory (*) fields

Contract / Award Information

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

If Yes, 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 22-10.

Amendment / Revised Award Information

Document Type: MA Department Code: PO Contract Number (i.e., 15-123): 16-335

Amendment No.: 12 AMS Version No.: 17

Commencement Date: 07/25/2023 New Termination Date: 10/31/2023

Prior Contract No. (Synergen/CMS): _____

☒ Expense ☐ Revenue ☐ Increase ☐ Decrease

Amount This Amendment: \$ 0.00

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

***Funding Source(s) required: Internal Service Fund (ISF) and Departmental funds, as applicable to include General Fund.**

Funding from General Fund? ☒ Yes ☐ No If Yes \$ _____ % 60

Grant/Amendment Information (for grants acceptance and awards)

☐ Award ☐ Amendment

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

Commencement 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: Brandon Morgan, Procurement Officer Brandon Morgan Digitally signed by Brandon Morgan
Date: 2023.07.06 16:25:48 -07'00' Acting Division Manager Troy McMaster Digitally signed by Troy McMaster
Date: 2023.07.06 16:25:48 -07'00'

Department: Procurement Director Terri Spencer Digitally signed by Terri Spencer
Date: 2023.07.06 17:10:20 -07'00' Telephone: 520-724-9510

Department Director Signature: Javier Baca Digitally signed by Javier Baca
DN: cn=Javier Baca, ou=Pima County, ou=Information
Technology Department, email=javier.baca@pima.gov, c=US
Date: 2023.07.07 09:15:17 -07'00'

Deputy County Administrator Signature: _____ Date: 7-7-2023

County Administrator Signature: _____ Date: 7-7-2023



MASTER AGREEMENT

PIMA COUNTY, ARIZONA

THIS IS NOT AN ORDER - TRANSMISSION CONSTITUTES
CONTRACT EXECUTION

Master Agreement No: 16000000000000000335

MA Version: 17

Page: 1 of 16

Description: NetApp Computer Storage Hardware & Support

I S S U E R	<p>Pima County Procurement Department 150 W. Congress St. 5th Fl Tucson AZ 85701</p> <p>Issued By: BRANDON MORGAN Phone: 5207249510 Email: brandon.morgan@pima.gov</p>	T E R M S	<p>Initiation Date: 07-25-2023 Expiration Date: 10-31-2023</p> <table><tr><td>NTE Amount:</td><td>\$805,348.27</td></tr><tr><td>Used Amount:</td><td>\$805,348.27</td></tr></table>	NTE Amount:	\$805,348.27	Used Amount:	\$805,348.27
NTE Amount:	\$805,348.27						
Used Amount:	\$805,348.27						

V E N D O R	<p>CUSTOM STORAGE INC DBA: CSTOR 7975 N HAYDEN ROAD SUITE A-105 SCOTTSDALE AZ 85258</p>	<p>Contact: Nancy Dolan Phone: 480-760-2100 Email: nancy.dolan@cstor.com Terms: 0.00 % Days: 30</p>
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Shipping Method:	Vendor Method
Delivery Type:	
FOB:	FOB Dest, Freight Prepaid
Modification Reason This Amendment extends the termination date to 10/31/23. No additional funds required at this time.	

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.



MASTER AGREEMENT DETAILS

Master Agreement No: 16000000000000000335

MA Version: 17

Page: 2 of 16

Line	Description					
1	Hardware Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$0.00			
2	Software Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$0.00			
3	Maintenance & Sppport Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$0.00			
4	Professional Services Hardware & Software Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$0.00			



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	150 W. Congress St. 5th Fl		Expiration Date: 10-31-2023
	Tucson AZ 85701		
	Issued By: BRANDON MORGAN		
	Phone: 5207249510		
	Email: brandon.morgan@pima.gov		
			<div>NTE Amount: Used Amount: \$0.00</div>

V E N D O R	INSIGHT PUBLIC SECTOR INC	Contact: Erica Falchetti
	2701 E Insight Way	Phone: 480-333-3071
	Chandler AZ 85286	Email: erica.falchetti@insight.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

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V E N D O R	<p>CDW Government LLC 75 REMITTANCE DR STE 1515 CHICAGO IL 60675-1515</p>	<p>Contact: Patrick Krueger Phone: 847-968-9706 Email: patrkru@cdw.com Terms: 0.00 % Days: 30</p>
----------------------------	-----------------------------------------------------------------------------------	-------------------------------------------------------------------------------------------------------------------

Shipping Method: Vendor Method

Delivery Type:

FOB: FOB Dest, Freight Prepaid

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	Issued By:	BRANDON MORGAN	
	Phone:	5207249510	
	Email:	brandon.morgan@pima.gov	
T E R M S	Initiation Date:	07-25-2023	
	Expiration Date:	10-31-2023	
	NTE Amount:		
	Used Amount: \$4,969.59		
V E N D O R	WORLD WIDE TECHNOLOGY LLC		
	PO BOX 957653		
	ST LOUIS MO 63195-7653		
	Contact:	ANGELA GREDA	
	Phone:	480-736-7307	
		Email:	angela.greda@wwt.com
		Terms:	0.00 %
		Days:	30
Shipping Method: Vendor Method			
Delivery Type:			
FOB: FOB Dest, Freight Prepaid			
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	Issued By: BRANDON MORGAN		
	Phone: 5207249510		
	Email: brandon.morgan@pima.gov		
			<div>NTE Amount: Used Amount: \$0.00</div>

V E N D O R	Frontier Technology LLC	Contact: Jacob McCulloch
	DBA: MicroAge	Phone: 480-760-2121
	15210 S 50th St, Ste 180	Email: jacob.mcculloch@microage.com
	Phoenix AZ 85044-9136	Terms: 0.00 %
		Days: 30

Shipping Method:	Vendor Method
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	Tucson AZ 85701			<div>NTE Amount:</div> <div>Used Amount: \$0.00</div>	
	Issued By:	BRANDON MORGAN			
	Phone:	5207249510			
	Email:	brandon.morgan@pima.gov			
V E N D O R	EPLUS GROUP INC	Contact:	KAREN NORTON		
	DBA: EPLUS GROUP INC	Phone:	919-326-3633		
	13595 DULLES TECHNOLOGY DR	Email:	knorton@eplus.com		
	HERNDON VA 20171	Terms:	0.00 %		
		Days:	30		
Shipping Method: Vendor Method					
Delivery Type:					
FOB: FOB Dest, Freight Prepaid					
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	Tucson AZ 85701		
	Issued By: BRANDON MORGAN		
	Phone: 5207249510		
	Email: brandon.morgan@pima.gov		
			<div>NTE Amount:</div> <div>Used Amount: \$4,306.52</div>

V E N D O R	DLT SOLUTIONS, LLC	Contact: Sarah Cooper
	DBA: DLT SOLUTIONS	Phone: 703-773-1191
	PO BOX 743359	Email: sarah.cooper@dlt.com
	ATLANTA GA 30374-3359	Terms: 0.00 %
		Days: 30

Shipping Method:	Vendor Method
Delivery Type:	
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Master Agreement No: 1600000000000000335 MA Version: 17 Page: 15 of 16
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I S S U E R	Pima County Procurement Department 150 W. Congress St. 5th Fl Tucson AZ 85701	
	Issued By:	BRANDON MORGAN
	Phone:	5207249510
	Email:	brandon.morgan@pima.gov
T E R M S	Initiation Date:	07-25-2023
	Expiration Date:	10-31-2023
	NTE Amount:	
	Used Amount:	\$0.00

V E N D O R	NetApp Inc	Contact:	Kevin Flick
	495 E Java Dr	Phone:	206-499-2576
	Sunnyvale CA 94089	Email:	kevin.flick@netapp.com
		Terms:	0.00 %
		Days:	30

Shipping Method: Vendor Method

Delivery Type:

FOB: FOB Dest, Freight Prepaid

Modification Reason

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2	Software Discount 0.0000 %	UOM EA	Unit Price \$0.00	Stock Code	VPN	MPN
3	Maintenance & Sppport Discount 0.0000 %	UOM EA	Unit Price \$0.00	Stock Code	VPN	MPN
4	Professional Services Hardware & Software Discount 0.0000 %	UOM EA	Unit Price \$0.00	Stock Code	VPN	MPN