



BOARD OF SUPERVISORS AGENDA ITEM REPORT

CONTRACTS / AWARDS / GRANTS

☒ Award ☐ Contract ☐ Grant

Requested Board Meeting Date: 09/15/2020

* = Mandatory, information must be provided

or Procurement Director Award ☐

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

Custom Storage, Inc. DBA Cstor
Escape Velocity Holdings DBA Trace3, LLC
Insight Public Sector, Inc.
World Wide Technology, LLC

***Project Title/Description:**

Cisco and F5 Networking Equipment

***Purpose:**

Amendment of Award: Master Agreement No. MA-PO-20-106, Amendment No. 02. This Amendment increases the shared annual award amount by \$120,000.00 from \$4,000,000.00 to \$4,120,000.00 for a cumulative not-to-exceed contract amount of \$4,120,000.00. Administering Department: Information Technology.

***Procurement Method:**

Pursuant to Pima County Procurement Code 11.24.010, Cooperative procurement authorized, on March 03, 2020, the Board of Supervisors approved an award of contract for an initial term of one (1) year and a shared annual award amount of \$4,000,000.00 with four (4) one-year renewal options.

On June 17, 2020, the Procurement Director approved Amendment No. 01. This Amendment modified Section 1.3.1 to reference the correct corresponding State of Arizona contract number for each vendor.

This is an unplanned need against this MA. The Sheriff's Department previously purchased Sierra licensed wireless equipment through MA-PO-17-004. That vendor is now no longer authorized to sell equipment with the Sierra license. Upon review of quotes from other authorized dealers, Insight Public Sector, Inc. provided the lowest cost to the County. Of the contracts available with Insight, only this MA-PO-20-106 permits the purchasing of such equipment in its scope. The Sheriff's Department expenditure for this licensing and equipment shall not exceed \$120,000.00 annually.

PRCUID: 362057

Attachments: Master Agreement and Sheriff's Department Memo.

***Program Goals/Predicted Outcomes:**

Purchase of hardware, software, cloud solutions, and services to benefit the Information Technology Program.

***Public Benefit:**

Contractors will assist Information Technology Department in providing solutions resulting in efficiencies to the County.

***Metrics Available to Measure Performance:**

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

***Retroactive:**

No.

TO: COB 09.04.2020

VERS: 6

PGS: 11

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): 20-106

Amendment No.: 02 AMS Version No.: 6

Commencement Date: 09/15/2020 New Termination Date: _____

Prior Contract No. (Synergen/CMS): _____

☒ Expense or ☐ Revenue ☐ Increase ☐ Decrease Amount This Amendment: \$ 120,000.00Is there revenue included? ☐ Yes ☒ No If Yes \$ _____***Funding Source(s) required:** General FundFunding from General Fund? ☒ Yes ☐ No If Yes \$ _____ % 100**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: Troy McMaster, Procurement Officer Digitally signed by Troy McMaster
DN: cn=Troy McMaster, o=Pima County,
ou=Procurement, email=troy.mcmaster@pima.gov, c=US
Date: 2020.09.03 15:08:05 -0700 Ana Wilber Digitally signed by Ana Wilber
Date: 2020.09.03 15:19:52 -0700Department: Procurement: Mary Jo Furphy Digitally signed by Mary Jo Furphy
DN: cn=Mary Jo Furphy, o=Pima County, ou=Procurement, email=maryjo.furphy@pima.gov,
c=US
Date: 2020.09.03 15:41:19 -0700 Telephone: 520.724.8728Department Director Signature/Date: Daniel C. Hunt Digitally signed by Daniel C. Hunt
DN: cn=Daniel C. Hunt, o=Pima County, ou=Information Technology Department,
email=daniel.hunt@pima.gov, c=US
Date: 2020.09.03 15:41:19 -0700Deputy County Administrator Signature/Date: *[Signature]* 9/3/2020County Administrator Signature/Date: *[Signature]* 9/4/2020
(Required for Board Agenda/Addendum Items)



PIMA COUNTY SHERIFF'S DEPARTMENT

Mark D. Napier, Sheriff

M E M O R A N D U M

Date: September 3, 2020
To: Pima County Board of Supervisors
From: Paula Scott - Program Coordinator
Subject: Increase of funds to MA 20*106

We respectfully request to increase MA 20*106 in the amount of \$120,000. This Master Agreement includes Insight, a provider of Sierra Wireless products. Sierra Wireless is the manufacturer of the modems, antennas and management software that are needed to provide Deputy Sheriff's with on-line access to calls-for-service, wanted person data and other information necessary for the performance of their duties. This increase would afford us a source to purchase our modems, antennas and ALMS (Airlink Link Management Software) without impacting other County departments that take advantage of MA 20*106.

In efforts to utilize our remaining renewal on the existing MA, Procurement was unable to obtain any response. We were advised by our Sierra Wireless representative that QPCS was no longer a preferred provider for Sierra Wireless products and services. The MA 17*004 with QPCS had one remaining renewal option.

We collected three quotes from verified providers, Insight's quote was considerably lower than the other two, which lead to Procurement's decision to use an existing Master Agreement.

Our goal is to transition into a four year lifecycle to match our MDC lifecycle, replacing 1/4 of the fleet per year, as our current equipment is nearing end of life. This will spread the expense of \$500,000 over the course of four years. The current need of \$87,806.28, will cover 102 modems, antennas and 308 ALMS tokens. The new modems include one year of ALMS requiring us to only purchase 308 for the existing fleet. Due to a recent quote that was submitted by Insight, which was considerably higher than the current quote, we are seeking the added funding of \$120,000 to cover possible increased costs of the modems particularly. An increase from the original quote of 5% was calculated along with taxes.

Consideration of this request will ensure our Deputy Sheriffs have access to information needed in providing the best service and safety measures to the people of Pima County

REGARDLESS OF THE MODEMS AT ONE,
WE STILL NEED TO REVIEW
OUR TOKENS FOR OUR EXISTING MODEMS.
ALBERT AT A LOWER DOLLAR VALUE.
BO
8675

VIA PC PROCUREMENT
RECOMMENDED APPROVAL
MD #1402
9-3-2020

APPROVED.
9/3/20



MASTER AGREEMENT

PIMA COUNTY, ARIZONA

THIS IS NOT AN ORDER - TRANSMISSION CONSTITUTES
CONTRACT EXECUTION

Master Agreement No: 2000000000000000106

MA Version: 6

Page: 1 of 8

Description: Cisco and F5 Networking Equipment

I S S U E R	<p>Pima County Procurement Department 130 W. Congress St. 3rd Fl Tucson AZ 85701</p> <p>Issued By: TROY MCMASTER Phone: 5207248728 Email: troy.mcmaster@pima.gov</p>	T E R M S	<p>Initiation Date: 09-15-2020 Expiration Date: 03-02-2021</p> <div><p>NTE Amount: Used Amount: \$0.00</p></div>
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V E N D O R	<p>CUSTOM STORAGE INC</p> <p>DBA: CSTOR</p> <p>7975 N HAYDEN ROAD SUITE A-105</p> <p>SCOTTSDALE AZ 85258</p>	<p>Contact: Scott Legge Phone: 480-760-2111 Email: scott.legge@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 No. 02 increases the shared annual award amount by \$120,000.00 from \$4,000,000.00 to \$4,120,000.00 for a cumulative not-to-exceed contract amount of \$4,120,000.00.

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

Line	Description					
1	Free Form Line: Hardware Discount 0.0000 %	UOM	Unit Price \$0.00	Stock Code	VPN	MPN
2	Free Form Line: Software Discount 0.0000 %	UOM	Unit Price \$0.00	Stock Code	VPN	MPN
3	Free Form Line: Services Discount 0.0000 %	UOM	Unit Price \$0.00	Stock Code	VPN	MPN



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CONTRACT EXECUTION

Master Agreement No: 2000000000000000106

MA Version: 6

Page: 3 of 8

Description: Cisco and F5 Networking Equipment

I S S U E R	Pima County Procurement Department	T E R M S	Initiation Date: 09-15-2020
	130 W. Congress St. 3rd Fl		Expiration Date: 03-02-2021
	Tucson AZ 85701		
	Issued By: TROY MCMASTER		
	Phone: 5207248728		
	Email: troy.mcmaster@pima.gov		
			<div>NTE Amount: Used Amount: \$254,741.13</div>

V E N D O R	INSIGHT PUBLIC SECTOR INC	Contact: Steve Smith
	6820 S. Harl Ave	Phone: 480-333-3052
	Tempe AZ 7537-1072	Email: teamsmith@insight.com
		Terms: 0.00 %
		Days: 30

Shipping Method: Vendor Method

Delivery Type:

FOB: FOB Dest, Freight Prepaid

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	130 W. Congress St. 3rd Fl		Expiration Date: 03-02-2021
	Tucson AZ 85701		
	Issued By: TROY MCMASTER		
	Phone: 5207248728		
	Email: troy.mcmaster@pima.gov		
			<div>NTE Amount: Used Amount: \$1,269,589.69</div>

V E N D O R	WORLD WIDE TECHNOLOGY LLC	Contact:	ANGELA GREND
	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
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2	Free Form Line: Hardware Discount 0.0000 %	UOM	Unit Price \$0.00	Stock Code	VPN	MPN
3	Free Form Line: Software Discount 0.0000 %	UOM	Unit Price \$0.00	Stock Code	VPN	MPN
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	Issued By: TROY MCMASTER		
	Phone: 5207248728		
	Email: troy.mcmaster@pima.gov		
			<div>NTE Amount: Used Amount: \$949,518.90</div>

V E N D O R	Escape Velocity Holdings, Inc.	Contact: Ken Breitfield
	DBA: Trace3, LLC	Phone: 616-258-7906
	7565 Irvine Center Drive #200	Email: accountsreceivable@trace3.com
	Irvine CA 92618	Terms: 0.00 %
		Days: 30

Shipping Method: Vendor Method

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FOB: FOB Dest, Freight Prepaid

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