

**MEMORANDUM**  
**COUNTY OF PLACER**  
**DEPARTMENT OF ADMINISTRATIVE SERVICES**  
**PROCUREMENT SERVICES DIVISION**

TO: Honorable Board of Supervisors  
FROM: Brett Wood, Purchasing Manager  
DATE: December 11, 2012  
SUBJECT: Cisco and Tandberg Products and Services - AT&T/SBC DataComm

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**ACTION REQUESTED**

1. Approve the annual renewal of blanket purchase order # 19343 using a competitively awarded State of California contract with AT&T/SBC DataComm of San Ramon, CA for Cisco and Tandberg products and services with a budgeted net county cost of \$150,000, and authorize the Purchasing Manager to sign the resulting blanket purchase order.

**BACKGROUND**

The Administrative Services' Telecommunications Division has a recurring need to purchase Cisco brand wide area network (WAN) and Tandberg Video Conferencing equipment, such as routers, switches, video, and cables in support of the County's high-speed computer network infrastructure. AT&T/SBC DataComm has been the preferred source for these products since they were awarded the State's competitively awarded CALNET contract in December 1998.

On January 29, 2007 the State awarded CALNET2 for voice, data and video services to AT&T/SBC DataComm for the effective term of January 30, 2007 through January 29, 2014. Under the CALNET2 contract, the County receives a forty-one percent discount off any products purchased and receives AT&T/SBC DataComm's lowest hourly rate pricing for any requested engineering support services.

The County's current blanket purchase order (BPO) # 19343 with AT&T/SBC DataComm will expire on December 31, 2012. The Telecommunications Division has requested that the BPO be renewed for the period January 1, 2013 through January 29, 2014.

In accordance with the Purchasing Policy Manual Section 1.3(e)(3), purchases using the terms of another public agency's current competitively awarded contract are exempt from the normal competitive requirement. The CALNET2 contract meets this criterion.

**FISCAL IMPACT**

The resulting BPO with AT&T/SBC DataComm will be in the maximum amount of \$150,000. The Administrative Services Department's fiscal impact statement is attached.

Attachment: Administrative Services Department's Fiscal Impact Statement

Cc: Jerry Gamez, Director of Administrative Services  
Kathy Buchanan, Deputy Director of Information Technology

## FISCAL IMPACT STATEMENT

**TO:** Honorable Board of Supervisors  
**FROM:** Melissa Nunnink, Administrative & Fiscal Operations Manager (WOC)  
**DATE:** December 11, 2012  
**SUBJECT:** Cisco and Tandberg Products and Services - AT&T/SBC DataComm

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The Administrative Services Department's Telecommunications Division has budgeted appropriately for this Blanket Purchase Order and funding is available in the Telecommunication Division's FY2012-13 Budget (02100).