

# PLACER COUNTY

## ADMINISTRATIVE SERVICES DEPARTMENT

### MEMORANDUM

**TO:** Honorable Board of Supervisors

**FROM:** Clark L. Moots, Director of Administrative Services 

**DATE:** May 26, 2009

**SUBJECT:** Approve the Award of a Purchase Order to NexusIS for NEC 8500 Telephone Equipment to Support the Administrative Services Capital Replacement Plan and the Cabin Creek Project in the amount of \$249,651.49.

---

#### **RECOMMENDATION**

Approve the award of a purchase order to NexusIS of Pleasanton, CA for NEC telephone systems and authorize the Purchasing Manager to sign the resulting purchase order in the amount of \$249,651.49 to support the Administrative Services Capital Replacement Plan and the Cabin Creek Relocation Capital Project.

#### **BACKGROUND**

The Administrative Services Department's Telecommunication Division (Department) maintains the County's NEC telephone network. The Telecommunications Division has a requirement to purchase four NEC 8500 telephone systems to support the Department's Capital Replacement Plan and the Department of Public Works' new Cabin Creek Relocation Project in Tahoe City, CA.

The new NEC 8500 telephone systems are in compliance with County standards and fully integrate with the County's legacy telephone network. Services supported by the new telephone system include Voice over Internet Protocols (VoIP), internal four digit dialing capabilities, voicemail and centralized billing.

NEC America Inc., the telephone system manufacturer, has notified the Telecommunications Division that they have discontinued production and support of the current platform deployed at three County facilities (Domes, Cirby Hills and Carnelian Bay). The Department maintains a comprehensive Capital Replacement Plan and has budgeted appropriately to upgrade these facilities to a supportable platform during FY08/09.

The Department also has a need to upgrade the Westshore-Cabin Creek telephone switching equipment to support additional telephone services required to extend the County's telephone network into the new Cabin Creek Vehicle Maintenance Building (VMB) in Tahoe City, CA. The VMB is a 12,832 square foot facility being constructed to support the relocation of the Department of Public Works' Lake Tahoe Roads and Fleet operations from their current Burton Creek location.

On May 11, 2009, Nexus IS presented the Department with a proposal in the amount of \$249,651.49 for the purchase of four NEC 8500 telephone systems. Nexus IS' proposal is based on GSA Schedule 70 Contract pricing, a U.S. General Services Administration cooperative purchasing agreement, that supplies state and local agencies with NEC brand products and services at a volume discount rate of 30 percent below manufacturer's list price. In addition, NEC America has extended NexusIS with an additional 15 percent in software discounts that NexusIS will pass through as an additional savings to Placer County. NexusIS has also provided a Trade-in credit for the obsolete telephone equipment being removed from service. NexusIS is an authorized NEC Distributer and has successfully maintained our telephone switch equipment for the past several years.

In accordance with Purchasing Policy Manual 1.3(i), telephone services and equipment purchases are exempt from the normal competitive bid process. Therefore, in order to proceed with this purchase your Board's approval is required.

**FISCAL IMPACT**

The resulting purchase order from this recommendation will not exceed \$249,651.49 and funding to support the acquisition of the NEC telephone equipment is budgeted within the Administrative Services Department's Telecommunication FY08/09 budget (\$237,651.49) and the Department of Facility Services' Cabin Creek DPW Relocation Capital Project (\$12,000).

Cc: Bob Blaser, Assistant Director of Public Works  
Ron Baker, Senior Administrative Services Officer  
Valerie Bayne, Administrative Services Manager  
Sandy Hammock, Senior Administrative Services Officer  
Jim Boggan, Purchasing Manager  
Jerry Gamez, IT Division Manager

## FISCAL IMPACT STATEMENT

TO: Honorable Board of Supervisors

FROM: Clark L. Moots, Director of Administrative Services

DATE: May 26, 2009

SUBJECT: **Fiscal Impact Statement**  
Approve the Award of a Purchase Order to NexusIS for NEC 8500 Telephone Equipment to Support the Administrative Services Capital Replacement Plan and the Cabin Creek Project in the amount of \$249,651.49.



---

The Administrative Services Department's Telecommunications Division has a requirement to purchase four new NEC 8500 brand telephone systems to replace three end-of-life systems supporting the Domes, Cirby Hills and Carnelian Bay facilities and to extend the County's telephone network to the new Cabin Creek Vehicle Maintenance Building in Lake Tahoe, CA.

The Purchase Order resulting from this recommendation will not exceed \$249,651.49 and funding to support the acquisition of the NEC telephone equipment is budgeted within the Administrative Services Department's Telecommunication FY08/09 budget (\$237,651.49) and the Department of Facility Services' Cabin Creek DPW Relocation Capital Project (\$12,000).

