

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

TO: Honorable Board of Supervisors

FROM: Jim Boggan, Purchasing Manager *JB*

DATE: January 25, 2011

SUBJECT: Approve the Negotiated Renewal of a Blanket Purchase Order with Brian Kennedy Doing Business as Modal Networks for Hewlett Packard Brand Network Products and Information Technology Network Support in the Maximum Amount of \$150,000.00

**ACTION REQUESTED**

Approve the negotiated renewal of a Blanket Purchase Order (BPO) with Brian Kennedy, doing business as Modal Networks of Sacramento, CA, for Hewlett Packard (HP) brand network products and information technology network support in the maximum amount of \$150,000.00, and authorize the Purchasing Manager to sign the resulting BPO.

**BACKGROUND**

On February 23, 2010, your Board approved the award of a BPO to Modal Networks. The Administrative Services Department, Telecommunication Division's Network Infrastructure Services Group uses this BPO to purchase HP brand switches, networking equipment, and engineering services to support the County's Enterprise Data Network and several site specific projects. The current BPO with Modal Networks will expire on February 28, 2011.

The Administrative Services Department has requested that the BPO be renewed for a one-year period. Modal Networks has agreed to continue to extend Western States Contracting Alliance (WSCA) contract pricing. The WSCA contract is a competitively bid public agency contract that supplies State and local government agencies with HP brand equipment at a volume discount rate of 34 percent off the manufacturer's list price. Modal Networks has agreed to provide an additional 13 percent discount on top of the WSCA discount for a total discount of 47 percent for all purchases made through the renewal period.

The Purchasing Policy Manual Section 1.3 (e)(3) allows for an exception to the competitive bidding process when goods and services are obtainable from a private vendor which has a competitively awarded contract with another public agency.

**FISCAL IMPACT**

The resulting BPO with Modal Networks will be effective for the period March 1, 2011 through February 29, 2012. The department's Fiscal Impact Statement is attached.

Attachment: Administrative Services' Fiscal Impact Statement

cc: Clark Moots, Director of Administrative Services  
Jerry Gamez, Assistant Director of Administrative Services

## FISCAL IMPACT STATEMENT

TO: Honorable Board of Supervisors  
FROM: Jerry Gamez, Assistant Director of Administrative Services  
DATE: January 25, 2011  
SUBJECT: **Fiscal Impact Statement**

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The Telecommunications Division of Administrative Services (Department) requires a Blanket Purchase Order for the routine purchases of Hewlett Packard brand switches, networking equipment and engineering services on an as needed basis to support the County's Enterprise Data Network. The Department is requesting to renew Blanket Purchase Order No. 17539 with Modal Networks for these services in the not to exceed amount of \$150,000 effective 4/1/11 through 3/31/12.

Funds are not encumbered until items or services are actually purchased against the Blanket Purchase Order.

The Department has budgeted appropriately for this Blanket Purchase Order and funding is available in the Telecommunications Division's FY 2010-11 Budget (02100).