

MEMORANDUM
COUNTY OF PLACER
DEPARTMENT OF ADMINISTRATIVE SERVICES
PROCUREMENT SERVICES DIVISION

TO: Honorable Board of Supervisors
FROM: Brett Wood, Purchasing Manager *BW*
DATE: January 21, 2014
SUBJECT: Cisco and Tandberg Products and Services - AT&T/SBC DataComm

ACTION REQUESTED

1. Approve the annual renewal of a blanket purchase order 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, funded by the Administrative Services' FY 2013-14 final budget with no additional net County cost, 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 State recently awarded a CALNET3 contract to AT&T Corporation for voice and data services. During the transition period between the two contracts, the County's services will not be interrupted.

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 and CALNET3 contracts meet this criterion.

The County's blanket purchase order (BPO) # 20337 with AT&T/SBC DataComm expires on January 29, 2014. Therefore, your Board's approval is required to proceed with a new one-year BPO in the maximum amount of \$150,000 and to authorize the Purchasing Manager to sign the resulting BPO.

FISCAL IMPACT

Upon you Board's approval, a new BPO will be awarded to AT&T/SBC DataComm in the maximum amount of \$150,000 for the period of January 30, 2014 through December 31, 2014. The Administrative Services Department's Telecommunications Division has budget appropriately for this BPO and funding is available within the Division's FY 2013-14 budget.

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

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