


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

TO: Honorable Board of Supervisors

FROM: Andy Marks, Information Technology Manager 

DATE: November 6, 2012

SUBJECT: Approve the Award of a Purchase Order Utilizing a Competitively Bid Public Agency Contract to Modal Networks for the Acquisition of a Liebert NX Uninterruptible Power Supply to Support the County's Enterprise Data Network in the Amount of \$73,408.

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**ACTION REQUESTED**

Approve the award of a purchase order utilizing the Pennsylvania Education Purchasing Program for Microcomputers Contract (PEPPM), a national competitively bid public agency contract, to Modal Networks of Sacramento, CA for the acquisition of a Liebert NX Uninterruptible Power Supply (UPS) to support the County's Enterprise Data Network, with a budgeted net County cost of \$73,408, and authorize the Purchasing Manager to sign the resulting procurement documents.

**BACKGROUND**

The Administrative Services Department's Information Technology Division is responsible for the administration, support and maintenance of the County's Enterprise Data Network including various standalone UPS units deployed to support critical data transport systems during commercial power outages.

Currently approximately 20 standalone units with an average runtime of 15 minutes are deployed at the County's Main Data Distribution Facility - Building 501 to support the County's core data infrastructure equipment housed in this facility. Over the years, the network infrastructure equipment supported by these standalone units have experienced outages due to the complexity of managing disparate standalone devices.

In an effort to improve network reliability and increase network uptimes, the Information Technology's Telecommunication Division enlisted the assistance of Modal Networks, a qualified Information Technology Support Services vendor and Liebert Solutions Partner, to perform a comprehensive analysis of the County's UPS deployment plan. The outcome of this combined analysis determined that a centralized UPS strategy would be the most reliable and cost effective solution for the technology equipment housed in Building 501.

On September 11, 2012, Modal Networks presented County staff with a proposal in the amount of \$73,408 to provide a turnkey solution for the acquisition, site preparation and installation of a centralized Liebert NX Uninterruptible Power Supply system for Building 501. The UPS system being proposed is configured to support an average runtime of 60 minutes, protect equipment from virtually all power disturbances including blackouts, brownouts, sags, surges or noise interference, and includes an advanced system monitoring application that automatically notifies the network operations group when alarm conditions are encountered. The proposed Liebert solution meets current County Information Technology standard and is comprised of \$49,213 in equipment costs including tax & freight, \$19,235 for installation and \$4,960 for the first year's system maintenance costs.

Modal Networks' proposal utilizes the Pennsylvania Education Purchasing Program for Microcomputers Contract, a competitively bid contract that supplies public schools, libraries and local government agencies with Liebert brand equipment at a volume discount rate of 31 percent below the manufacturer's list price.

In accordance with Purchasing Policy Manual, Section 1.3 (e)(3), purchases against another public agency's competitively awarded contract are exempt from competition. Modal Networks' PEPPM pricing proposal meets this criterion. Therefore, in order to proceed with the award of a purchase order, your Board's approval is required.

**FISCAL IMPACT**

The resulting purchase order from this request will not exceed \$73,408 and funding to support the acquisition of the Liebert Uninterruptable Power Supply is budgeted within Telecommunication Division's FY2012-13 Budget Unit (02100).

**Attachment**

Cc: Jerry Gamez, Director of Administrative Services  
Kathy Buchanan, Deputy Director of Information Technology  
Melissa Nunnink, Administrative & Fiscal Operations Manager (WOC)  
Allison McCrossen, Budget Analyst  
Brett Wood, Purchasing Manager

## FISCAL IMPACT STATEMENT

TO: Honorable Board of Supervisors

FROM: Melissa Nunnink, Administrative and Fiscal Operations Manager (WOC) *MN*

DATE: November 6, 2012

SUBJECT: Approve the award of a Purchase Order to Modal Networks, Inc. of Sacramento, CA based on a Competitively Bid Public Agency Contract for the Acquisition of a Liebert Uninterruptible Power Supply (UPS) in the Amount of \$73,408.

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The Administrative Services Department's Telecommunication Division is requesting the award of a purchase order in the amount of \$73,408 for the acquisition of an Uninterruptable Power Supply to support the County's Enterprise Data Network housed in Building 501.

The resulting purchase order from this request will not exceed \$73,408 and funding to support the acquisition of the Liebert Uninterruptable Power Supply is budgeted within Telecommunication Division's FY2012-13 Budget Unit (02100).

