



MEMORANDUM
PROCUREMENT SERVICES DIVISION
County of Placer

TO: Honorable Board of Supervisors **DATE:** May 10, 2022
FROM: Todd Leopold, County Executive Officer
BY: Brett Wood, Purchasing Manager
SUBJECT: Switches and Networking Equipment – ePlus Technology, Inc. and Modal Networks Inc

ACTION REQUESTED

1. Approve the renewal of a contract with ePlus Technology, Inc. of Los Angeles, CA and a separate contract with Modal Networks Inc of Sacramento, CA in the aggregate amount of \$200,000 for the period of April 1, 2022 through March 31, 2023.
2. Approve the option to renew these two contracts for two (2) additional one-year terms in the aggregate amount of \$200,000 annually.
3. Authorize the Purchasing Manager, or designee, to execute all required documents to effectuate the approved contract renewals.

BACKGROUND

The Telecommunications Division (Telecom) of the Information Technology Department requires the ability to purchase switches and networking equipment on an as-needed basis to support the County's Enterprise Data Network and several site projects. The County has established contracts with vendors who participate in cooperative purchasing agreements to assure optimum pricing for the required equipment. The County has established agreements with ePlus Technology, Inc. ("ePlus") and Modal Networks Inc ("Modal") to obtain equipment through contracts awarded by the National Cooperative Purchasing Alliance (NCPA) and the National Association of State Procurement Officials (NASPO). The County's contracts with ePlus and Modal expired on March 31, 2022.

Placer County Procurement Policy 3.5A permits an exception to the competitive bid process with use of cooperative agency contracts, such as the NCPA and NASPO contracts.

The actions requested exceed the Purchasing Manager's authority and requires your Board's approval in accordance with the Procurement Policy. Therefore, your Board's approval is required to renew the contracts with ePlus and Modal in the aggregate amount of \$200,000 for the period of April 1, 2022 through March 31, 2023.

FISCAL IMPACT

Funding for purchases against these contracts is available in the Telecom FY 2021-22 budget and will be included in the FY 2022-23 budget. Funds are not encumbered until purchases are made.

ATTACHMENTS

None

