

MEMORANDUM
COUNTY OF PLACER
ADMINISTRATIVE SERVICES DEPARTMENT
PROCUREMENT SERVICES DIVISION

TO: Honorable Board of Supervisors

FROM: Brett Wood, Purchasing Manager

DATE: February 14, 2012

SUBJECT: Approve the Negotiated Renewal of a Blanket Purchase Order with Modal Networks, Inc. for Hewlett Packard Brand Network Products and Information Technology Network Support in the Maximum Amount of \$175,000.00

ACTION REQUESTED

Approve the negotiated renewal of a Blanket Purchase Order (BPO) with Modal Networks, Inc. of Sacramento, CA, for Hewlett Packard (HP) brand network products and information technology network support in the maximum amount of \$175,000.00, and authorize the Purchasing Manager to sign the resulting BPO.

BACKGROUND

On January 25, 2011, your Board approved the renewal of BP017539 with 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 29, 2012.

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 for network products. 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, 2012 through February 28, 2013. The department's Fiscal Impact Statement is attached.

Attachment: Administrative Services' Fiscal Impact Statement

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

FISCAL IMPACT STATEMENT

TO: Honorable Board of Supervisors

FROM: Jerry Gamez, Director of Administrative Services

DATE: February 14, 2012

SUBJECT: **Fiscal Impact Statement**

Approve the Negotiated Renewal of a Blanket Purchase Order with Modal Networks, Inc. for Hewlett Packard Brand Network Products and Information Technology Network Support in the Maximum Amount of \$175,000.00.

1. The Administrative Services Department's Telecommunications Division (Department) has sufficient funding to support this request.

The Department has budgeted appropriately for this Blanket Purchase Order and funding is available in the Telecommunications Division's FY 2012-13 Budget (02100).