

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

TO: Honorable Board of Supervisors

FROM: David Seward, Purchasing Manager 

DATE: December 5, 2006

SUBJECT: Approve the Renewal of Countywide Blanket Purchase Order No. 13247 to Nextel for BlackBerry Radio/Cell Phones and Service in the Maximum amount of \$150,000.00.

ACTION REQUESTED

Approve the renewal of Countywide BPO 13247 to Nextel Communications of Sacramento for the as-needed purchases of BlackBerry radio/cellular phone devices and services, and authorize the Purchasing Manager to sign the resulting BPO in the not-to-exceed amount of \$150,000.00.

BACKGROUND

In order to capitalize on volume discount pricing and better manage the deployment of Nextel brand BlackBerry radio/cellular phone devices among approved County staff, your Board approved the establishment of a Countywide BPO with Nextel on November 8, 2005. Information Technology staff have installed the necessary hardware and software needed to support the BlackBerry devices and interface them with the County's e-mail system.

For this first renewal BPO, Procurement negotiated a continuation of the flat rate price of just \$0.99 for each new BlackBerry device and activation. The County must still pay the sales tax due based on the full retail price of \$449.99 each. In addition, under Nextel's competitively awarded contract by the State of California for Wireless Equipment and Services, the County will receive a 22 percent discount off Nextel's normal monthly call plan rates.

In accordance with Purchasing Policy Manual 1.3(e)(3), purchases against another public agency's competitively awarded contract are exempt from competition. Nextel's CA Wireless Equipment and Services Contract meets this criterion.

FISCAL IMPACT

Based on the estimated purchase and recurring service costs for up to 160 BlackBerry devices, a not-to-exceed amount of \$150,000.00 is being requested for this renewal agreement with Nextel for the period January 1, 2007 through December 31, 2007. Each department will be billed directly by the vendor and is responsible for budgeting appropriately.

cc: Clark L. Moots, Director of Administrative Services
Jerry Gamez, IT Division Manager

