

MEMORANDUM
COUNTY OF PLACER
DEPARTMENT OF ADMINISTRATIVE SERVICES
PROCUREMENT SERVICES DIVISION

TO: Honorable Board of Supervisors

FROM: David Seward, Purchasing Manager 

DATE: September 12, 2006

SUBJECT: Approve the Renewal of Blanket Purchase Order 13014 with AT&T/SBC DataComm for Cisco Products and Services in the not to exceed amount of \$235,000.00.

ACTION REQUESTED

Approve the renewal of a BPO for Cisco brand network infrastructure products and services with AT&T/SBC DataComm of Pleasanton, CA, from September 12, 2006 through September 30, 2007, and authorize the Purchasing Manager to sign the resulting BPO in the not to exceed amount of \$235,000.00.

BACKGROUND

The Administrative Services' Telecommunications Division has a recurring need to purchase Cisco brand wide area network (WAN) equipment, such as routers, switches, 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 bid CALNET contract in December 1998. Under the CALNET contract, the County receives a 30 percent discount off any of the products purchased and is eligible for AT&T/SBC's lowest hourly rate pricing for any requested engineering support services.

The current BPO with AT&T/SBC will expire on September 30, 2006, however due to current pending projects including: Auburn Justice Center, Health and Human Services MTU and OES, the current BPO funds will be depleted prior to the expiration date. The Telecommunications Division has requested the BPO be renewed with AT&T/SBC from September 12, 2006 through September 30, 2007. In accordance with Purchasing Policy Manual section 1.3(e)(3), purchases against another public agency's current competitively bid contract are exempt from the normal competitive requirement. The CALNET contract meets this criteria.

FISCAL IMPACT

Telecom has requested a BPO in the not to exceed amount of \$235,000 and they have budgeted appropriately for these anticipated operational expenses.

cc: Jerry Gamez, Information Technology Division Manager
Sandy Hammock, Senior Administrative Services Officer

