

MEMORANDUM
COUNTY OF PLACER
DEPARTMENT OF ADMINISTRATIVE SERVICES
PROCUREMENT SERVICES DIVISION

TO: Honorable Board of Supervisors

FROM: David Seward, Purchasing Manager

DATE: August 7, 2007

SUBJECT: Approve the Renewal of Blanket Purchase Order No.14088 with AT&T/SBC DataComm as a Result of a Competitively Bid Contract through the State of California for Cisco Products and Services in the Maximum 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 San Ramon, CA, for the period September 1, 2007 through September 30, 2008, and authorize the Purchasing Manager to sign the resulting BPO in the maximum 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. On January 29, 2007 the State awarded the CALNET2 contractor voice data and video services to AT&T/SBC for the effective term January 30, 2007 through January 29, 2012. Under the CALNET2 contract the County receives a discount for 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 August 30, 2007. The Telecommunications Division has requested the BPO be renewed with AT&T/SBC for the period September 1, 2007 through September 30, 2008. In accordance with Purchasing Policy Manual Section 1.3(e)(3), purchases which utilize pricing and terms from another public agency's current competitively bid contract are exempt from the normal competitive requirement. The CALNET2 contract meets this criterion.

FISCAL IMPACT

Telecom has requested a BPO in the not to exceed amount of \$235,000, the same amount as the prior year BPO, and they have budgeted appropriately for these anticipated operational expenses in Fiscal Year 2007/2008.

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

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