

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

TO: Honorable Board of Supervisors

FROM: Jim Boggan, Purchasing Manager *JB*

DATE: August 26, 2008

SUBJECT: Approve the Award of a Blanket Purchase Order Using a Competitively Bid Public Agency Contract through the State of California with AT&T/SBC DataComm for Cisco Products and Services in the Maximum Amount of \$225,000.00

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**ACTION REQUESTED**

Approve the award of a blanket purchase order (BPO) using a competitively bid public agency contract through the State of California with AT&T/SBC DataComm of San Ramon, CA, from September 1, 2008 through August 31, 2009, and authorize the Purchasing Manager to sign the resulting BPO in the maximum amount of \$225,000.00.

**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 CALNET2 for voice data and video services to AT&T/SBC for the effective term of January 30, 2007 through January 29, 2012. Under the CALNET2 contract the County receives a forty-one percent discount off any of the products purchased and receives 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 1, 2008. The Telecommunications Division has requested that the BPO be renewed with AT&T/SBC for the period September 1, 2008 through August 31, 2009. In accordance with the Purchasing Policy Manual Section 1.3(e)(3), purchases using the terms of another public agency's current competitively bid contract are exempt from the normal competitive requirement. The CALNET2 contract meets this criterion.

**FISCAL IMPACT**

The resulting BPO with AT&T will be in the maximum amount of \$225,000.00. The Administrative Services, Telecommunications Division's fiscal impact statement is attached.

Attachment:

A. Telecommunications Fiscal Impact Statement

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

## FISCAL IMPACT STATEMENT

TO: Honorable Board of Supervisors

FROM: Clark Moots, Director of Administrative Services

DATE: August 26, 2008

SUBJECT: **Fiscal Impact Statement**

Approve the Award of Blanket Purchase Order Using a Competitively Bid Public Agency Contract through the State of California with AT&T/SBC DataComm for Cisco Products and Services in the Maximum Amount of \$225,000.

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The Administrative Services Department's Telecommunications Division (Department) has sufficient funding to support this request. Funds are not encumbered until items are actually purchased against the Blanket Purchase Order.

The Department has budgeted appropriately for this Blanket Purchase Order and funding is available in the Telecommunications Division's FY 2008-09 Budget (02100).