

PLACER COUNTY

ADMINISTRATIVE SERVICES DEPARTMENT

MEMORANDUM

TO: Honorable Board of Supervisors

FROM: Clark L Moots, Director of Administrative Services



DATE: February 23, 2010

SUBJECT: Recommendation to Establish a Blanket Purchase Order Using a Competitively Bid Public Agency Contract for Hewlett Packard Brand Network Infrastructure Products and Engineering Support from Modal Networks

ACTION REQUESTED

Approve the establishment of a Blanket Purchase Order (BPO) for the purchase of Hewlett Packard (HP) brand network infrastructure products and/or engineering services from Modal Networks, located in Sacramento, CA, in the not to exceed amount of \$150,000 00 and authorize the Purchasing Manager to sign the resulting BPO document

BACKGROUND

The County's Enterprise Data Network is maintained by the Administrative Service Department, Telecommunication Division's Network Infrastructure Services Group (Department) The network is comprised of various HP brand switches and networking equipment supporting approximately 4000 data ports

The Department has a need to establish a BPO for the routine purchase of HP brand switches, networking equipment and engineering services on an as needed basis to support the County's Enterprise Data Network and several site specific projects including the Dewitt 100 Ramp, Tahoe Engineering and Voice over IP deployment Rather than issuing separate purchase orders for each project, the Department is recommending that a BPO be established with Modal Networks to simplify this process

Modal Networks is a qualified Information Technology Support Services vendor and Hewlett Packard Elite Partner from which the HP brand switches and networking equipment were originally purchased utilizing the Western States Contracting Alliance Contract pricing structure Additionally, as an authorized Hewlett Packard service provider Modal Networks has been involved with each phase of the County's on-going data network infrastructure upgrade project As a result, Modal Networks has acquired direct knowledge of the County's network and can accurately advise Hewlett Packard on all issues pertaining to maintenance problems or technical support issues on the County's behalf

Modal Networks has agreed to extend the Western States Contracting Alliance contract pricing, 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 below the manufacturer's list price, plus an additional 13 percent discount to Placer County for all purchases made through the established BPO's contract period of March 1, 2010 through February 28, 2011

In accordance with Purchasing Policy Manual 1 3(e)(3), purchases against another public agency's competitively awarded contract are exempt from competition. Modal Networks' WCSA pricing proposal to support the establishment of a Blanket Purchase Order for HP brand equipment and services meets this criterion.

FISCAL IMPACT

The Blanket Purchase Order resulting from this recommendation will total \$150,000.00 and funds for the Hewlett Packard Hardware and Services are budgeted within the Administrative Services Department, Telecommunication Division's FY2009/10 Budget (02100).

Cc Ron Baker, Senior Administrative Services Officer
Sandy Hammock, Senior Administrative Services Officer
Jim Boggan, Purchasing Manager
Jerry Gamez, IT Division Manager

Attachment Administrative Services Department's Fiscal Impact Statement

FISCAL IMPACT STATEMENT

TO Honorable Board of Supervisors

FROM Clark L Moots, Director of Administrative Services



DATE February 23, 2010

SUBJECT **Fiscal Impact Statement**

Recommendation to Establish a Blanket Purchase Order in the Amount of \$150,000 00
Using a Competitively Bid Public Agency Contract for Hewlett Packard Brand
Network Infrastructure Products and Engineering Support from Modal Networks

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 2009-10 Budget (02100).

