

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

**TO:** Honorable Board of Supervisors  
**FROM:** Brett Wood, Purchasing Manager *BW*  
**DATE:** December 13, 2011  
**SUBJECT:** Approve the Award of a Purchase Order as a Result of a Competitively Bid Public Agency Cooperative Contract with Nexus IS, Inc. for Maintenance of Cisco Network Infrastructure Equipment and Software in the Amount of \$61,202.68

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**ACTION REQUESTED**

Approve the award of a Purchase Order (PO) as a result of a competitively bid public agency cooperative contract with Nexus IS, Inc. of Valencia, CA for maintenance of Cisco network infrastructure equipment and software in the amount of \$61,202.68, and authorize the Purchasing Manager to sign the resulting PO.

**BACKGROUND**

The Administrative Services' Telecommunications Division is responsible for ensuring the operability of the County's Enterprise Data Network infrastructure. The network is comprised of various Cisco brand switches and routers.

On June 1, 2008, the State of Utah, on behalf of Western States Contracting Alliance (WSCA), awarded Contract No. AR-233 for Data Communications Equipment and Associated OEM Maintenance and Training, Cisco Networking Communications and Maintenance to Cisco Systems, Inc. The contract period is effective through March 31, 2012. The State of California signed a participating addendum (Agreement No. 7-08-70-13) which allows Placer County to purchase the services at the WSCA contract pricing.

Cisco has the right to utilize alternate Fulfillment Partners, including Value Added Resellers and/or distributors and dealers as fulfillment agents under the Agreement. Nexus IS is an authorized Cisco service provider. Nexus IS has agreed to extend WSCA contract pricing to Placer County for these support service for the period of December 2, 2011 through December 1, 2012 in the amount of \$61,202.68.

In accordance with Purchasing Policy Manual 1.3(e)(3), a purchase made against another public agency's competitively awarded contract is exempt from the normal competitive bidding process. The WSCA Contract meets this criterion.

**FISCAL IMPACT**

The PO resulting from this recommendation will be in the amount of \$61,202.68. The Administrative Services Department's fiscal impact statement is attached.

Attachment: Administrative Services Department Fiscal Impact Statement

Cc: Jerry Gamez, Assistant Director of Administrative Services  
Sandy Hammock, Senior Administrative Services Officer  
Andy Marks, IT Division Manager

## FISCAL IMPACT STATEMENT

TO: Honorable Board of Supervisors

FROM: Clark L. Moots, Director of Administrative Services

DATE: December 13, 2011

SUBJECT: **Fiscal Impact Statement**  
Recommendation to Award a Purchase Order Using a Competitively Bid Public Agency Contract to NexusIS in the Amount of \$61,202.68 for Maintenance of Cisco Network Infrastructure Equipment and Software.

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The Administrative Services Department's Telecommunications Division (Department) has budgeted appropriately for this Request and funding is available in the Telecommunications Division's FY 2011-2012 Budget (02100).