

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

TO: Honorable Board of Supervisors

FROM: Brett Wood, Purchasing Manager *BWood*

DATE: December 13, 2011

SUBJECT: Approve the Award of a Blanket Purchase Order Using a Competitively Bid State of California Contract with AT&T/SBC DataComm for Cisco/Tandberg Products and Services for Telecommunications in the Maximum Amount of \$150,000.00

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**ACTION REQUESTED**

Approve the award of a blanket purchase order (BPO) using a competitively awarded State of California contract with AT&T/SBC DataComm of San Ramon, CA, and authorize the Purchasing Manager to sign the resulting BPO in the maximum amount of \$150,000.00.

**BACKGROUND**

The Administrative Services' Telecommunications Division has a recurring need to purchase Cisco brand wide area network (WAN) and Tandberg Video Conferencing equipment, such as routers, switches, video, 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 awarded CALNET contract in December 1998.

On January 29, 2007 the State awarded CALNET2 for voice, data and video services to AT&T/SBC DataComm for the effective term of January 30, 2007 through January 29, 2014. Under the CALNET2 contract, the County receives a forty-one percent discount off any products purchased and receives AT&T/SBC DataComm's lowest hourly rate pricing for any requested engineering support services.

The County's current BPO with AT&T/SBC DataComm will expire on December 31, 2011. The Telecommunications Division has requested that the BPO be renewed for the period January 1, 2012 through December 31, 2012.

In accordance with the Purchasing Policy Manual Section 1.3(e)(3), purchases using the terms of another public agency's current competitively awarded contract are exempt from the normal competitive requirement. The CALNET2 contract meets this criterion.

**FISCAL IMPACT**

The resulting BPO with AT&T/SBC DataComm will be in the maximum amount of \$150,000.00. The Administrative Services Department's fiscal impact statement is attached.

Attachment: Administrative Services Department's 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**  
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/Tandberg Products and Services in the Maximum Amount of \$150,000.

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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 2011-12 Budget (02100).