



Pinellas County

Staff Report

Approved by the Board of County Commissioners on 9/19/2023

File #: 23-1073A, Version: 1

Agenda Date: 9/19/2023

Subject:

Purchase Authorization Agreement with Insight Public Sector Inc., as requested by the Business Technology Services Department, for technology products and services.

Recommended Action:

Approval of the Purchase Authorization Agreement with Insight Public Sector, Inc. (Insight), as requested by the Business Technology Department (BTS) to purchase technology products and services.

- This purchase authorization provides a mechanism for BTS to purchase software, hardware, and related services in support of adopted technologies in service to County Department and Constitutional functions. Items to be purchase include but are not limited to desktop accessories, networking accessories, printer accessories, assorted licenses (cloud/CAD/database/design), memory, routers, network adaptors, servers, and assorted services.
- Products anticipated to be procured under this purchase authorization encompass both enterprise and department-specific services totaling an estimated \$921K annually and include the following goods and services:
 - Microsoft Unified / Support Microsoft Cloud Services and Support \$96,000.00
 - Patheon Software / Website Hosting - Pinellas.gov \$45,793.00
 - CloudGuru/ Cloud Training Courses \$6,160.00
 - Dell Vrail (SES) / IT Infrastructure Management \$27,572.00
 - FME Safe Software / System Integration \$65,000.00
 - Apple / Tablets /Maintenance \$220,000.00
 - GovQA / Public Records \$72,000.00
 - APC Replacements / Datacenter Battery Backup \$170,000.00
 - Cradlepoint / Networking CIP Refresh \$48,000.00
 - VMWare (Public Safety) / 911/Public Safety Infrastructure \$6,550.00
- Purchase authorization total is for \$3,600,000.00 through April 30, 2026; pricing is based on the Cobb County/Omnia Partners Contract No. 23-6692-03 with the County's terms and conditions.
- Funding for this purchase authorization is included in the Fiscal Year (FY) 2023 Adopted Budget and is consistent with the FY24 Proposed Budget. It is budgeted within the Business Technology Services Fund.

Contract No. 23-0909-PB in the total not to exceed amount of \$3,600,000.00 through April 30, 2026; Authorize the Chairman to sign and the Clerk of the Circuit Court to attest.

Strategic Plan:

Deliver First Class Services to the Public and Our Customers

5.2 Be responsible stewards of the public's resources

5.3 Ensure effective and efficient delivery of county services and support

Summary:

Approval and execution of this purchase authorization will provide a mechanism for BTS to purchase a full range of information technology solution products and services to meet varying requirements of the County. Pricing is based on the Cobb County/Omnia Partners Contract No. 23-6692-03.

Background Information:

The department has utilized Omnia Partner contracts with Insight in the past, which is comprised of a comprehensive listing of products and services. This contract uses the County's terms and conditions while utilizing the price catalog from Cobb County/Omnia Partners Contract No. 23-6692-03. Omnia Partners is a cooperative purchasing organization.

Fiscal Impact:

Total contract value not to exceed: \$3,600,000.00

Funding is consistent with the FY23 BTS Adopted Budget and Estimate (641116, 647110, 641119), and the development of FY24 Tentative Budget (641116, 641119), for continued implementation of BTS known procurements anticipated to be sources by way of this agreement.

County department (non-BTS Funded) operational need (Ex. Apple Products) funding is the responsibility of the customer department w/funding validated prior to BTS procurement on behalf of the customer department.

Staff Member Responsible:

Jeff Rohrs, Director, Business Technology Services

Merry Celeste, Division Director, Purchasing & Risk Management

Joe Lauro, Director, Administrative Services

Partners:

N/A

Attachments:

Purchase Authorization Agreement