



# Pinellas County

## Staff Report

**Approved by the Board of County Commissioners on 10/31/2023**

**File #:** 23-1267A, **Version:** 1

**Agenda Date:** 10/31/2023

### **Subject:**

Third Amendment to the purchase authorization agreements with SHI International Corp, and CDW Government LLC for information technology solutions and services.

### **Recommended Action:**

Approval of the third amendment to the purchase authorization agreements with SHI International Corp (SHI), and CDW Government LLC (CDW) for information technology solutions and services when and as needed by the Business Technology Department (BTS).

- This purchase authorization provides a mechanism for BTS and other County departments to purchase IT software, hardware, and support services to support operations.
- Pricing for this purchase authorization is based on Omnia Contract No. 2018011-01 with the City of new Mesa, AZ, effective through February 28, 2025.
- This third amendment increases the purchase authorization with SHI \$1,100,000.00 for a revised total not to exceed of \$8,600,000.00 and increases the purchase authorization with CDW in the amount of \$1,000,000.00 for a revised not to exceed of \$2,900,000.00 for a combined revised total value of \$11,500,000.00.
- Funding is consistent with and included in the Fiscal Year 2024 Adopted Budget and supports multiple line items within the BTS Infrastructure and Application Services cost centers.

Contract No. 21-0201-PB increase in the amount of \$2,100,000.00 (\$1,100,000.00 with SHI and \$1,000,000.00 with CDW) for a revised combined total not-to-exceed amount of \$11,500,000.00 (\$8,600,000.00 with SHI and \$2,900,000.00 with CDW); 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

5.3 Ensure effective and efficient delivery of county services and support

### **Summary:**

This third amendment increases the purchase authorization with SHI in the amount of \$1,100,000.00 for a revised total not to exceed of \$8,600,000.00 and increases the purchase authorization with CDW in the amount of \$1,000,000.00 for a revised not to exceed of \$2,900,000.00 and a revised combined total value of \$11,500,000.00; no other changes.

Requested increases to each supplier represents the incremental value needed to accommodate shifts from condensing previously approved contracts, current technology sourcing needs, and capacity for unspecified growth. BTS continues to manage and monitor the use of this catalog technology agreement; as scope, pricing and value serve the best interest of the County, BTS will continue to scale capacity of its use via future requested increases through the current contract term, February 28, 2025.

**Background Information:**

This is a multi-vendor purchase authorization, approved by the BCC on November 9, 2021. Vendors associated with this purchase authorization include SHI and CDW. Each vendor was allotted \$950,000.00 for a total contract value of \$1,900,000.00.

On October 11, 2022, the BCC approved the first amendment to the agreement with SHI. The first amendment extended the agreement through February 28, 2025, and increased the contract authorization in the amount of \$6,550,000.00 for a revised SHI total not-to-exceed value of \$7,500,000.00, for a combined value of \$8,450,000.00.

On December 13, 2022, the BCC approved the second amendment to the agreement with CDW. The second amendment extended the agreement through February 28, 2025, and increased the contract in the amount of \$950,000.00 for a revised CDW total not-to-exceed value of \$1,900,000.00, for a combined value of \$9,400,000.00.

**Fiscal Impact:**

|                                      |                |
|--------------------------------------|----------------|
| Current SHI Agreement not to exceed: | \$7,500,000.00 |
| SHI third amendment increase:        | \$1,100,000.00 |
| Revised SHI Agreement not to exceed: | \$8,600,000.00 |

|                                      |                       |
|--------------------------------------|-----------------------|
| Current CDW Agreement not to exceed: | \$1,900,000.00        |
| CDW third amendment increase:        | \$1,000,000.00        |
| Revised SHI Agreement not to exceed: | <u>\$2,900,000.00</u> |

Revised combined total contract value with SHI and CDW: \$11,500,000.00

Funding is consistent with the FY24 Adopted Budget; multiple line items within the infrastructure (641116) and Application Services (641119) cost centers are sourced to this agreement. BTS continues to monitor, track, and scale the use of this agreement as needed. BTS consistently compares and competitively negotiates the best possible value within the scope and pricing of this agreement to accommodate the implementation of the BTS budget.

**Staff Member Responsible:**

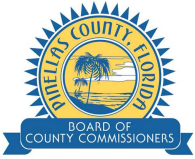
Jeff Rohrs, Director, Business Technology Services  
Merry Celeste, Division Director, Purchasing & Risk Management  
Joe Lauro, Director, Administrative Services

**Partners:**

N/A

**Attachments:**

Third Amendments



# Pinellas County

## Staff Report

Approved by the BCC 12/13/2022

**File #:** 22-1908A, **Version:** 1

**Agenda Date:** 12/13/2022

**Subject:**

Second amendment to the purchase authorization agreement with CDW Government LLC for information technology solutions and services.

**Recommended Action:**

Approval of the second amendment to the purchase authorization agreement with CDW Government LLC (CDW) for information technology solutions and services.

- This purchase authorization provides a mechanism for the Business Technology Services (BTS) Department and other County departments to purchase software, hardware, and related services to support operational needs.
- This second amendment increases the contract in the amount of \$950,000.00 and extends the contract end date to February 28, 2025.
- This is a multi-vendor purchase authorization, approved by the Board of County Commissioners on November 9, 2021. Vendors associated with this purchase authorization include SHI International Corp (SHI) and CDW. On October 11, 2022, the Board of County Commissioners approved the first amendment to the agreement with SHI increasing and extending the contract.
- See Fiscal Impact Section for not-to-exceed breakdown between CDW and SHI.
- Funding is derived from BTS Enterprise Infrastructure Operating and Capital Improvement Program Budgets.

BTS uses the CDW purchasing cooperative to purchase capital, commodities and licensing items for core IT services including datacenter management, email protection, identity, cyber security, etc. Below are the products/services sourced from this agreement which are included in BTS's Fiscal Year 2023 budget:

- |   |              |
|---|--------------|
| • Adobe Licensing (Document Management)                             | \$100,401.40 |
| • Splunk Maintenance (Cyber Security Monitoring)                    | \$ 55,598.00 |
| • NetApp Licensing (Data Center Storage)                            | \$ 48,213.42 |
| • Micro Focus, NetIQ Licensing (User Identity, Access Control)      | \$154,798.78 |
| • Barracuda Email Filtering (Email/SPAM monitoring)                 | \$164,913.84 |
| • NetMotion Licensing/Support (Enterprise Device Management)        | \$ 69,600.00 |
| • NetScout, Nessus, Fluke Licensing (Network Monitoring)            | \$ 18,513.36 |
| • Cobol Licensing/Maintenance (Courts Jury System)                  | \$ 14,527.00 |
| • Microsoft Teams Rooms Devices (Collaboration)                     | \$103,770.45 |
| • Information Technology operating supplies, miscellaneous services | \$219,663.75 |

Contract No. 21-0201-PB increase in the amount of \$950,000.00, for a revised CDW total contract not-to-exceed amount of \$1,900,000.00 and a total (combined with SHI) contract not-to-exceed

amount of \$9,400,000.00, effective through February 28, 2025; 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

5.3 Ensure effective and efficient delivery of county services and support)

**Summary:**

This second amendment increases the contract with CDW in the amount of \$950,000.00 and extends the contract end date to February 28, 2025.

**Background Information:**

This is a multi-vendor purchase authorization, approved by the Board of County Commissioners (BCC) on November 9, 2021. Vendors associated with this purchase authorization include SHI and CDW; each awarded \$950,000.00 for a total contract value of \$1,900,000.00.

On October 11, 2022, the Board of County Commissioners approved the first amendment to the agreement with SHI. The first amendment extended the agreement through February 28, 2025 and increased the contract in the amount of \$6,550,000.00 for a revised SHI total not-to-exceed value of \$7,500,000.00, for a total contract not-to-exceed amount of \$8,450,000.00.

**Fiscal Impact:**

|   |                       |
|---|-----------------------|
| CDW Agreement Not to Exceed:                                    | \$ 950,000.00         |
| Increase to the Agreement with CDW in the amount of:            | <u>\$ 950,000.00</u>  |
| Revised total not to exceed through February 28, 2025 with CDW: | \$1,900,000.00        |
| SHI Agreement Not to Exceed:                                    | <u>\$7,500,000.00</u> |
| Revised total contract value with CDW and SHI:                  | \$9,400,000.00        |

Funding is derived from BTS Enterprise Infrastructure Operating & CIP Budgets. Over the term of this agreement, additional funding from customer approved and or project budgets may be used.

**Staff Member Responsible:**

Jeff Rohrs, Chief Information Officer, Business Technology Services

Merry Celeste, Division Director, Purchasing & Risk, Administrative Services

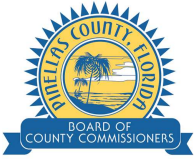
Joe Lauro, Director, Administrative Services

**Partners:**

N/A

**Attachments:**

Second Amendment



# Pinellas County

## Staff Report

Approved by the Board of County Commissioners on 10/11/2022

**File #:** 22-1126A, **Version:** 1

**Agenda Date:** 10/11/2022

### **Subject:**

First Amendment to the Purchase Authorization Agreement with SHI International Corp. for information technology solutions and services.

### **Recommended Action:**

Approval of the First Amendment to the Purchase Authorization Agreement with SHI International Corp. (SHI) for information technology solutions and services.

- The County had an purchase authorization agreement with SHI through the State of Florida (State) for Microsoft purchases. Without advanced notice, the State terminated their contract with SHI voiding our purchase authorization.
- As a result, all County Microsoft licenses, maintenance, and related services will be transitioned through this Amendment to another County contract (No. 21-0201-PB) with Omnia, which is a large governmental purchase cooperative. This provides a reallocation of funds from one contract (the State) to another (Omnia). There is no change in pricing.
- SHI is the only designated administrative broker authorized by Microsoft of the County's Microsoft Enterprise Agreement.
- This was a multi-vendor purchase authorization, approved by the Board of County Commissioners (BCC) on November 9, 2021. Vendors associated with this purchase authorization include SHI and CDW Government, LLC (CDW); each awarded \$950,000.00 for a total contract award of \$1,900,000.00.
- This Amendment extends the purchase authorization through February 28, 2025 and increases the total not-to-exceed amount with SHI in the amount of \$6,550,000.00 for a SHI revised not to exceed amount of \$7,500,000.00 and a total contract not-to-exceed amount of \$8,450,000.00. The requested increase/amendment includes annual Microsoft maintenance, licenses and contingency funds.
- Pricing for this Purchase Authorization is based on Omnia Contract No. 2018011-01, effective through February 28, 2025.
- An increase and extension to the Agreement with CDW, currently awarded \$950,000.00, associated with this contract will be forthcoming for other non-Microsoft related purchases to support the Business Technology Services (BTS) Enterprise Infrastructure Services Operating Budget.
- Funding was approved as part of the BTS Enterprise Infrastructure Services Fiscal Year (FY) 2022 Adopted Operating Budget and is included in the FY23 Proposed Budget.

Contract No. 21-0201-PB increase in the amount of \$6,550,000.00, for a revised SHI total contract not-to-exceed amount of \$7,500,000.00 for a total contract not-to-exceed amount of \$8,450,000.00, effective through February 28, 2025; 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

5.3 Ensure effective and efficient delivery of county services and support

**Summary:**

Approval and execution of this First Amendment allows for the following Microsoft Purchases to be renewed and/or purchased:

- Microsoft Office 365 (M365) applications such as standard office applications Word, Excel, and PowerPoint.
- SharePoint and OneDrive Cloud file sharing.
- Email System with public records compliance.
- Special purpose products to support business intelligence, project management, and process modeling.
- Microsoft Teams which have become a countywide adopted platform to sustain a virtual working environment.
- Security software to aid in protecting County equipment and staff from malicious software and cyber-attacks.
- Endpoint, Infrastructure data center, and database software licensing.
- Microsoft Azure Cloud technologies, including additional support security software for backend infrastructure systems.
- Added funds include the following estimated expenditures in FY23:
  - Annual Microsoft Maintenance \$2,445,000.00
  - Datacenter licenses \$27,000.00
  - Safety and Emergency Services licenses \$15,000.00
  - Unspecified funds \$263,000.00 for needs not known at this time in support of customer departments related to growth or a new need within the product and or service scope of this agreement.

**Background Information:**

Contract No. 145-0364-S Microsoft Enterprise Agreement unexpectedly ended. As a result, Microsoft licenses, maintenance, and related services are being added/shifted through this First Amendment.

**Fiscal Impact:**

|   |                       |
|---|-----------------------|
| SHI Agreement Not to Exceed:                                    | \$ 950,000.00         |
| Increase to the agreement with SHI in the amount of:            | <u>\$6,550,000.00</u> |
| Revised total not to exceed through February 28, 2025 with SHI: | \$7,500,000.00        |

|  |                      |
|--|----------------------|
| CDW Agreement Not to Exceed:                   | <u>\$ 950,000.00</u> |
| Revised total contract value with SHI and CDW: | \$8,450,000.00       |

Funding was approved as part of the BTS Enterprise Infrastructure Services FY22 Adopted Operating Budget and is included in the BTS FY23 Proposed Budget.

**Staff Member Responsible:**

Jeff Rohrs, Chief Information Officer, Business Technology Services

Merry Celeste, Division Director, Purchasing & Risk, Administrative Services

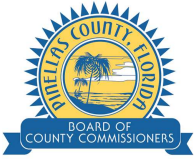
Joe Lauro, Director, Administrative Services

**Partners:**

N/A

**Attachments:**

First Amendment with SHI



# Pinellas County

## Staff Report

Approved by Board of County Commissioners 11/09/2021

**File #:** 21-2138A, **Version:** 1

**Agenda Date:** 11/9/2021

### **Subject:**

Purchase authorization with CDW Government LLC and SHI International Corp for information technology solutions and services as requested by the Business Technology Services department.

### **Recommended Action:**

Approval of the purchase authorization with CDW Government LLC and SHI International Corp for information technology solutions and services as requested by the Business Technology Services department (BTS).

- This purchase authorization will provide a mechanism for BTS and other County departments to purchase software, hardware, and related services to support as needed operational needs.
- The purchase authorization amount reflects BTS department's anticipated annual expenditure for County needs.
- Pricing is based on the Omnia Partner's Contract No. 2018011-01 with the City of New Mesa, Arizona (lead agency) while using County terms and conditions.
- Total contract expenditure not to exceed \$1,900,000.00 through February 28, 2023. Vendors on this purchase authorization are as follows:
  - CDW not to exceed \$950,000.00.
  - SHI not to exceed \$950,000.00.
- This contract replaces Contract Nos. 189-0450-PB and 189-0455-PB.

Contract No. 21-0201-PB (SCB) in the not to exceed amount of \$1,900,000.00 through February 28, 2023.

### **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 these agreements will provide a mechanism for BTS, and other departments, to purchase a full range of information technology solution products and services to meet varying requirements of the County through CDW and SHI. Pricing is based on Contract No. 2018011-01 with the City of New Mesa, Arizona.

### **Background Information:**

BTS has used the Omnia Partners Contract with CDW through the City of Mesa, Arizona in the past and is comprised of a comprehensive product and service offerings list. This contract utilizes County terms and conditions while also incorporating the price catalogue from the City of New Mesa, Arizona Contract No. 2018011-01.



**Fiscal Impact:**

CDW Agreement amount not to exceed: \$950,000.00

SHI Agreement amount not to exceed: \$950,000.00

Total amount through February 28, 2023: \$1,900,000.00

Funding is derived from the BTS department operating budget.

**Staff Member Responsible:**

Jeff Rohrs, Chief Information Officer, Business Technology Services

Merry Celeste, Division Director, Purchasing & Risk, Administrative Services

Joe Lauro, Director, Administrative Services

**Partners:**

N/A

**Attachments:**

Agreements