



Pinellas County

Staff Report

Approved by the Board of County Commissioners on 9/5/2024

File #: 24-1103A, Version: 1

Agenda Date: 9/5/2024

Subject:

Agreement with SHI International Corp. for information technology solutions and services.

Recommended Action:

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

- This agreement will provide a mechanism for BTS and other County departments to purchase IT software, hardware, and related services to support ongoing County operational needs. SHI is a value-added reseller for many products and solutions BTS plans and manages within their adopted budget and technology roadmap.
- Pricing is based on Sourcwell Contract No. 121923-SHI while using the County's terms and conditions and replaces the current SHI Contract No. 21-0201-PB.
- This agreement will accommodate over twelve BTS approved budget line items, including Microsoft subscriptions and licensing to many other products for technology needs, such as Security Tools. Anticipated purchases are included in the attached Excel (three-year SHI spend).
- Funding requirements for the anticipated use of this agreement are consistent with the Fiscal Year (FY) 2024 adopted budget for remaining needs, the FY25 tentative budget and is aligned with the BTS Technology Road Map and Strategic Plan.

Contract No. 24-0762-PB in the total not to exceed amount of \$16,080,000.00, effective through February 27, 2028; 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 agreement 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 SHI. Pricing is based on the Sourcwell Contract No. 121923-SHI with the State of Minnesota. This agreement provides efficient and effective sourcing opportunities, satisfying County purchasing practices and assuring lowest cost options, while providing for efficiencies and lower administrative costs compared to sourcing the anticipated BTS volume of procurements via traditional individual solicitations. The County reserves the right to go out to traditional procurement (solicitation) when the cost of doing so provides greater value to the County.

Background Information:

The current agreement with SHI, Contract No. 21-0201-PB, through Omnia Partners will expire February 2025 without an option to renew. This new Sourcewell agreement is in place through February 2028 with three additional one-year extensions and has the same pricing structure as the current agreement.

Fiscal Impact:

Total amount not to exceed: \$16,080,000.00.

Funding requirements for anticipated use of this agreement is consistent with the FY24 adopted budget for remaining needs, the FY25 tentative budget, and is alignment with the BTS Technology Road Map and Strategic Plan. Not-to-exceed contract total is a financial limit (a line of business with the vendor) that spans beyond the current adopted budget year; therefore, no approved amount is obligated until such time a County Purchase order is approved and issued against approved County/Department appropriation for such purpose. The County reserves the right to go out to traditional procurement (solicitation) when the cost of doing so provides greater value to the County.

Funding for this agreement is derived from the BTS department operating budgets of Enterprise Infrastructure (641116), Cybersecurity (641112), and Application/Cloud Services (641117).

Staff Member Responsible:

Jeff Rohrs, Chief Information Officer, Business Technology Services
Merry Celeste, Division Director, Purchasing, Administrative Services
Joe Lauro, Director, Administrative Services

Partners:

N/A

Attachments:

Agreement