

OMB Contract Review

Contract Name	First amendment to the agreement with Insight Public Sector, Inc. for the purchase of technology products and services.				
GRANICUS / LEGISTAR	22-2192A	Contract #		Date:	4/18/23

D.

Mark all Applicable Boxes:

Type of Contract									
CIP		Grant		Other	x	Revenue		Project	

Contract information:

New Contract (Y/N)	No	Original Contract Amount	\$475K annually (\$238K-6 months basis)
Fund(s)	5001	Amount of Change	\$62,000 6 months
Cost Center(s)	641116, 641119	Contract Amount	\$300K 6 months, or \$600K annually
Program(s)	7021	Amount Available	\$300K
Account(s)	Professional services	Included in Applicable Budget? (Y/N)	Yes
Fiscal Year(s)	FY23, FY24		

Description & Comments

(What is it, any issues found, is there a financial impact to current/next FY, does this contract vary from previous FY, etc.)

This is for approval of First amendment to the agreement with Insight Public Sector, Inc. for the purchase of technology products and services.

This first amendment provides an increase to the contract (procurement) in the amount of \$300,000.00 for a revised total not to exceed contract value of \$1,250,000.00. Additionally, this amendment extends the contract amount for an additional six (6) months through October 31, 2023.

The requested increase in term and contract amount will primarily support continued new purchases and renewals for Microsoft Premier Support, subscription-based software utilities such as Adobe Acrobat software, network & security tools, and new/end-of-life replacement of Apple products.

This contract is a key contract for operational IT needs in support of BTS Services and Customer Department needs. It is serving in the "Office Depot" for IT product capacity. This agreement, along with CDW serve the County with a highly efficient means to accommodate smaller technology purchases timely and cost effectively.

Examples of BTS/County use of this agreement and accounting for the requested increase are listed below:

- Apple – In Feb 2023 Apple declined to renew their agreement with the State of Florida that County has previously used as a Piggyback contract for purchases. Insight was the closest in pricing and maintaining the level of services BTS had with the state. All Apple purchases are now made using the Insight NASPO agreement. There isn't a refresh schedule for the Apple products, however, they are refreshed as requested by the department or are no longer able to be repaired and new model must be purchased. Apple Purchased through Insight totaled \$160K FY22.
- Microsoft Unified Support – In Jan 2022 Microsoft declined to renew their agreement with the State of Florida that BTS has previously used as a Piggyback contract for purchases. Insight provided the best pricing and service levels of the vendors. This agreement will be due Oct 2023, for \$96K
- Intezer Cloud Analyzer – This is due in June 2023; this cost will be approx. \$27K.
- Cloud Guru – This is due June 2023; this cost will be approx. \$7K
- Tableau – This is due July 2023; this cost will be approx. \$2K
- GovQA – This will be due in Nov 2023; this PO will have to be issued in Oct 2023 for approx. \$70K

- Insight is also the back shop for HP purchases, and Microsoft Surface products.

Funding for this contract is available in Business Technology Services Fund, within Infrastructure and Application Services cost centers. It is consistent with the FY24 Budget Development, including FY23 Estimate.

Analyst: *Yana Matiyuk*

Ok to Sign: ☒

Date: 4/18/23

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
