



Pinellas County

Staff Report

File #: 23-1267A, Version: 1

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