



COUNTY OF SAN MATEO
Inter-Departmental Correspondence
Information Services



Date: March 10, 2014

Board Meeting Date: April 8, 2014

Special Notice / Hearing: None

Vote Required: Majority

To: Honorable Board of Supervisors

From: Jon Walton, CIO/Director, Information Services Department

Subject: County Purchases of Personal Computing Devices, Servers, Network equipment and Peripherals and associated Maintenance

RECOMMENDATION:

Adopt a Resolution authorizing the County Purchasing Agent to purchase personal computing devices, servers, network equipment and peripherals and associated maintenance that are branded Apple, Motorola, Microsoft, VMWare, Avaya, Samsung, Cisco, Dell, Hewlett Packard, Lenovo (previously IBM), IBM, Panasonic, EMC, NetApp, Commvault, Nutanix, IronPort, Pure Storage, and Nimble for the term of April 8, 2014, through April 7, 2017.

BACKGROUND:

The Board approved Resolution #069328 in March 2008 and Resolution #071328 in March 2011, authorizing an Enterprise Tier vendor arrangement for Dell, Hewlett Packard (HP), and IBM branded personal computers, servers, and peripherals from the channel partners of these corporations. The Information Services Department (ISD) is recommending another 3-year approval of this authorization with the addition of several equipment vendors to further standardize personal computing devices, software, servers, network equipment, and peripherals purchases.

DISCUSSION:

As our County migrates from aging technology such as conventional PCs and file servers to mobile devices, radios, virtual desktops, voice over IP, and virtual servers, we are recognizing the need to purchase appropriate technology to support the conventional PCs, radios, telephone equipment, switches, and file servers that support the legacy applications systems that are currently in place. Additionally, procurement of new technology (from the associated manufacturers) is needed to create a more flexible, efficient, and modern infrastructure and end user computing environment.

Support for this recommendation will not eliminate the competitive purchasing process since Purchasing will still work from established contracts based on Volume Purchase Agreements and, when appropriate, request bids from multiple vendors to ensure the best price for the County. However, ISD is recommending that in addition to the current established bid process that Purchasing be granted the authority to evaluate and execute agreements directly with the manufacturers if by doing so it would streamline acquisition and/or save the County money.

ISD recommends waiving the Request for Proposals (RFP) or similar processes related to this recommended Resolution when the County Purchasing Agent determines it is in the best interest of the County to do so.

County Counsel has reviewed and approved the Resolution as to form.

Approval of this Resolution contributes to the 2025 Shared Vision of a Collaborative Community by reducing overall support costs for PCs, servers, and peripherals while enabling all County departments to reduce hardware acquisition time and effort.

PERFORMANCE MEASURE(S):

Measure	FY 2013-14 Actual	FY 2014-15 Projected
Number of days to procure IT equipment	45 days	30 days

FISCAL IMPACT:

Purchases of computers, servers, storage, radios, phones, network equipment, and peripherals will come from departmental appropriations. There is no obligation on the part of the County to purchase any amount or type of equipment as a result of this action.