



County of San Mateo

Inter-Departmental Correspondence

Department: SHERIFF

File #: 24-085

Board Meeting Date: 1/30/2024

Special Notice / Hearing: None
Vote Required: Majority

To: Honorable Board of Supervisors
From: Christina Corpus, Sheriff
Subject: Authorize an agreement with CDW-G

RECOMMENDATION:

Adopt a resolution authorizing an agreement with CDW-G to procure usage credits to host and support core applications and solutions in the Amazon Web Services (AWS) government cloud platform, for the term April 14, 2023 through April 13, 2028, in an amount not to exceed \$1,500,000.

BACKGROUND:

The Sheriff's Office has been utilizing Amazon Web Services' (AWS) cloud platform and native services to host and support department core applications and solutions. To date, utilization of AWS's platform has been provisioned as an annual purchase based on anticipated usage. The Sheriff's Office wishes to continue utilizing Amazon's cloud platform and services to host and operate several core applications and solutions. The expanded use of the AWS cloud platform has made available volume and usage-based discount pricing programs that the Sheriff's Office wishes to implement.

DISCUSSION:

To create additional cost efficiencies, the Sheriff's Office wishes to procure AWS services via CDW-G. AWS offers an Enterprise Discount Plan (EDP) whereby a 7% savings on the total spend is implemented when paying for up to three years of anticipated hosting and usage costs in advance. CDW-G is offering an additional 1% discount to provision through them as a reseller for a total of 8% discount on total spend. They are a qualified reseller via the California OMNIA cooperative agreement, which has been vetted by County Procurement.

The Sheriff's Office estimated several models of anticipated usage/spend rates for the core systems and services we will use over the next three years. The Sheriff's Office is confident in its ability to meet the minimum spend of \$300,000 annually for three years to qualify for these discount plans. Should the Sheriff's Office expand their AWS footprint and reach a higher tier, EDP discounts will continue to increase. This also allows for the Sheriff's Office to combine with other County departments and entities to reach higher EDP tiers and larger discounts for an aggregate benefit.

The resolution and agreement have been reviewed and approved as to form by the County Attorney.

PERFORMANCE MEASURE:

Measure	Projected
Cost Savings	The agreement represents an estimated 50% cost savings over the contract term on AWS services and storage compared to AWS's standard consumption price model.

FISCAL IMPACT:

The funding for this contract in the amount not to exceed \$1,500,000 with CDW-G for the term of April 14, 2023, through April 13, 2028, has been included in the FY 2023-24 Recommended Budget. There is no impact to Net County Cost.