



County of San Mateo

Inter-Departmental Correspondence

Department: INFORMATION SERVICES

File #: 19-360

Board Meeting Date: 4/23/2019

Special Notice / Hearing: None
Vote Required: Majority

To: Honorable Board of Supervisors

From: Jon Walton, Chief Information Officer, ISD

Subject: Agreement with Epic Machines, Inc. for Data Network Services

RECOMMENDATION:

Measure K: Recommendation to:

- A) Adopt a resolution authorizing an agreement with Epic Machines, Inc. for installation of equipment, professional services, and product training for a Data Center for the County of San Mateo Regional Operations Center (ROC) Project for a term of April 23, 2019, through December 31, 2019, in an amount not to exceed \$2,496,867; and
- B) Approve and Appropriation of Transfer Request (ATR) in the amount of \$2,496,867 from the ROC project budget in the major construction capital unit funded by **Measure K** to Information Services Department **Measure K** funded assets for the ROC project.

BACKGROUND:

On October 20, 2015, this Board approved a Design/Build Agreement with McCarthy Building Company for the construction of the Regional Operations Center (ROC) which includes a new Data Center.

A data center is a facility used to house computer systems and associated components that include but are not limited to telecommunications systems, storage systems, and phone systems. A data center requires redundant or backup power systems, redundant data communications connections, environmental controls (e.g. air conditioning, fire suppression), and security devices. General support systems for the ROC data center have been provided in the construction of the overall building. Demolition of the existing buildings on the former motor pool and radio shop site began in early 2016 and concluded in late summer 2017. Deep Soil Mixing (DSM) as part of the seismic stability of the ROC was completed in January 2018 and a topping out ceremony was held on May 9, 2018.

DISCUSSION:

On March 5, 2019, the County issued a Request for Proposal (RFP) announcing the invitation to submit proposals from highly qualified vendors who would be interested in contracting with the County to provide equipment, professional services and product training for the data center for the ROC Project. ISD's Technical Review Team recognized that data centers are long-term investments and focused its evaluations on finding a long-term solution that included an appropriately sized infrastructure that met the needs of the County. On March 22, 2019, the County received timely proposals from five firms. A review of these proposals was held on March 25 and 26. Epic Machines, Inc. and Dimension Data were shortlisted for interviews and to provide the "Best and Final Offer" proposals. On April 9, 2019, a committee consisting of County staff members reviewed the received proposals and determined Epic Machines, Inc., represented the overall best value for the County. After evaluating all of the submissions, ISD recommended awarding the RFP to Epic Machines, Inc. Their proposal met all of the County's requirements and the vendor stands ready to partner with the County to implement the required solutions.

The resolution contains the County's standard provisions allowing amendment of the County fiscal obligations by a maximum of \$25,000 (in aggregate).

County Counsel has reviewed and approved the agreement and resolution and as to form.

Approval of this agreement contributes to the Shared Vision 2025 outcome of a Collaborative Community by establishing an agreement that allows the County to provide essential public safety functions from a centralized and modernized location at the ROC.

FISCAL IMPACT:

The term of this agreement is from April 23, 2019, through December 31, 2019 for a total not to exceed amount of \$2,496,867. Sufficient funds have been budgeted in the Major Construction Capital unit funded by **Measure K** in the Adopted FY 2018-19 budget and Recommended FY 2019-20 budget and will be included in future budgets. There will be no change to Net County Cost.