



WASHOE COUNTY

Integrity Communication Service

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STAFF REPORT

BOARD MEETING DATE: April 13, 2021

DATE: Wednesday, April 07, 2021

TO: Board of County Commissioners

FROM: Kobe Harkins, IT Manager, Technology Services
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THROUGH: Behzad Zamanian, Chief Information Officer, Technology Services

SUBJECT: Recommendation to approve FY 2020-2021 sole source purchases of core and edge routers from ConvergeOne; and approve expenditures that will aggregate to exceed [\$100,000] but not exceed [\$366,532.20].
For Possible Action (All Commission Districts)

SUMMARY

Technology Services regularly upgrades and modernizes equipment to maintain sustainable and efficient infrastructure to support countywide functions. The FY 2020-2021 operating budget reflects budget authority for expenditures with ConvergeOne, a value-added reseller for Cisco, for the purchase of core and edge routers.

Washoe County Strategic Objective supported by this item: Fiscal Sustainability

PREVIOUS ACTION

- June 26, 2018 – Board of County Commissioners approved sole source purchases of computer network equipment and accessories through joinder with National Association of State Procurement Officers (NASPO) Price Agreements for State of Nevada with ConvergeOne.

BACKGROUND

Technology Services regularly upgrades and modernizes equipment to maintain sustainable, and efficient infrastructure to support countywide functions. In FY 2020-2021, infrastructure preservation funds support replacing the core and edge routers in the primary data center at the Washoe County 9th St Complex. The existing edge routers are end-of-life and the core router reaches end-of-life in FY22. The core and edge routers are the center of the County network and supply connectivity to every County facility. This allows employees to access on-premise and cloud applications and the internet. These routers also enable interconnectivity with other regional governments, agencies, and organizations. Communication to all on-premise and cloud applications, between businesses and outside organizations is lost if any of these routers fail.

AGENDA ITEM # _____

Cisco Systems Inc. products are available through a NASPO price agreement, with multiple vendors authorized to sell Cisco products through this NASPO contract in the State of Nevada. ConvergeOne consistently provides pricing below the NASPO contract discount levels which other authorized vendors have not been able to match. In FY 2018-2019 and FY 2019-2020, ConvergeOne was approved as sole source vendor for Cisco equipment purchases and this designation is requested to continue for FY 2020-2021. Purchases will continue to be grouped together to receive the greatest discount savings, and such purchases will continue to have prices below the default discounting mandated by the NASPO contract.

Pursuant to NRS 332.115, computer hardware and software are exempt from competitive bidding requirements.

FISCAL IMPACT

Expenditures for Cisco core and edge routers will exceed [\$100,000] but will not exceed [\$366,532.20] for FY 2020-2021. The Fiscal Year 2020-2021 Budget has sufficient budget authority in the Technology Services Department (108) in Data Network Infrastructure (108820), Equipment Capital (781004).

RECOMMENDATION

It is recommended that the Board of County Commissioners approve FY 2020-2021 sole source purchases of core and edge routers through joinder with National Association of State Procurement Officers (NASPO) Price Agreements for State of Nevada with ConvergeOne; and approve expenditures that will aggregate to exceed [\$100,000] but not exceed [\$366,532.20].

POSSIBLE MOTION

Should the Board of County Commissioners agree with staff's recommendation, a possible motion would be: "move to approve FY 2020-2021 sole source purchases of core and edge routers through joinder with National Association of State Procurement Officers (NASPO) Price Agreements for State of Nevada with ConvergeOne; and approve expenditures that will aggregate to exceed [\$100,000] but not exceed [\$366,532.20]."