



WASHOE COUNTY

"Dedicated To Excellence in Public Service"

www.washoecounty.us

CM/ACM JAH
Finance DN
DA _____
Risk Mgt. DE
HR n/a
Other n/a

STAFF REPORT

BOARD MEETING DATE: June 09, 2015

DATE: May 20, 2015

TO: Board of County Commissioners

FROM: Tony Kiriluk, IT Manager, Enterprise Infrastructure, Washoe County Technology Services Department, 775-858-5985, tkiriluk@washoecounty.us

THROUGH: Craig Betts, Chief Information Officer, Washoe County Technology Services Department, 775-328-2355, cbetts@washoecounty.us

SUBJECT: Approve sole source purchases of computer network equipment, servers, data storage, PCs (personal computers), and printers through joinder with the Western States Contracting Alliance (WSCA) Master Price Agreements for State of Nevada with Dell Inc. and Extreme Networks, Inc.; and approve expenditures that will aggregate to exceed [\$100,000] but will remain within available adopted budget funding during Fiscal Year 2015-2016 for technology infrastructure, not to exceed [\$2,000,000] (All Commission Districts).

SUMMARY

Technology Services regularly upgrades and modernizes equipment at the County to maintain sustainable, efficient and effective technological infrastructure to support countywide functions. In Fiscal Year 2015-2016, Technology Services plans include the upgrade of the County's primary central router equipment; data center switches in 3 facilities; T1 Routers in 13 locations; 6 firewalls; 16 file servers; 400 terabytes of data storage; 18 Uninterruptable Power Systems; the PBX phone system and 825 phones for three downtown facilities; and the data wiring speed in 7 facilities.

Technology Services requests approval of sole source purchases of computer network equipment, servers, data storage, PCs, and printers through joinder with Western States Contracting Alliance (WSCA) Master Price Agreement for State of Nevada with Dell Inc. and Extreme Networks, Inc.; and approve expenditures that will aggregate to exceed [\$100,000] but will remain within available Fiscal Year 2015-2016 adopted budget for technology infrastructure; not to exceed [\$2,000,000].

Washoe County Strategic Objective supported by this item: Sustainability of our financial, social and natural resources.

AGENDA ITEM : #13

PREVIOUS ACTION

- May 27, 2008 Approved Fiscal Year 2008-2009 technology preservation purchases through Western States Contracting Alliance vendors Dell and CDWG.
- Dec. 21, 2010 Approved joinder to State of Nevada contract with Dell for the purchase of new storage systems.
- Jan. 11, 2011 Approved sole source Dell purchase of personal computers and KACE management software.
- Feb. 22, 2011 Approved joinder to State of Nevada contract with Dell for the purchase of network routing equipment.
- May 22, 2012 Approved sole source purchases of network equipment, servers, storage, PCs, printers, and Microsoft licensing through joinder with the Western States Contracting Alliance Master Price Agreements and the Master Agreement for Microsoft through Dell/ASAP for the State of Nevada for Dell and Enterasys.
- May 28, 2013 Approved sole source purchases of computer network equipment, servers, data storage, PCs, and printers through joinder with the Western States Contracting Alliance Master Price Agreements with Dell and Enterasys.
- June 17, 2014 Approved sole source purchases of computer network equipment, servers, data storage, PCs (personal computers), and printers through joinder with the Western States Contracting Alliance (WSCA) Master Price Agreements for State of Nevada with Dell Inc. and Enterasys Networks, Inc [\$2,000,000].

BACKGROUND

Technology Services routinely replaces aging technology equipment at the County in order to maintain stable, high performing infrastructure. In Fiscal Year 2015-2016 Technology Services plans to:

- Replace up to 16 older file servers.
- Replace and/or upgrade 400 Terabytes of data storage at 9th Street and 911 Parr.
- Replace up to 300 PCs.
- Upgrade County's central router equipment at 9th Street.
- Upgrade network switches at 9th Street, 350 S. Center, and 1 S. Sierra.
- Replace the ancient analog based phone system which services 1 South Sierra, 75 Court Street, and the Reno Main Library and replace up to 825 older phone handsets with new VOIP (voice over internet protocol) based technologies.
- Upgrade network link speed to 10GB in 7 County facilities
- Upgrade the routers running T-1 network circuits to 13 County locations.
- Upgrade 6 County firewall systems.
- Upgrade 18 Uninterruptable Power Systems (UPS) which provide power protection to vital network equipment.

In an effort to improve and standardize the County technology infrastructure, multiple purchases of Dell and Enterasys brand equipment are purchased separately throughout the year. All of these purchases are made at no more than the WSCA contract price levels, and in most cases are purchased below the default pricing in those agreements. Many times multiple purchases are grouped together to receive greater savings.

The County has standardized on Dell for servers, data storage, PCs, laptops and printers, and purchases these items directly from Dell. The County also has standardized on Enterasys brand networking equipment for switching, routing, VOIP, and WiFi functionality. The Enterasys brand was bought by Extreme Networks last year, and the County has continued to buy this equipment in a direct sales relationship with Extreme, just as we had been previously with Enterasys.

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

FISCAL IMPACT

Expenditures will exceed [\$100,000], but not exceed [\$2,000,000] within Fiscal Year 2015-2016 adopted budgets for technology infrastructure. Sufficient funds are available in adopted CIP funds for “Network Core Campus Router Upgrade”; “VOIP Infrastructure – Downtown Court Complex”, and in department technology replacement funds C108830, C108820, and C108810.

Technology Services aggressively investigates and negotiates all quotes, and wherever possible, attempts to achieve the best pricing and/or alternative options to ensure reliable infrastructure at the least possible cost. Staff has regularly secured discount pricing levels that are below (WSCA) contract levels on most Dell and Extreme purchases.

RECOMMENDATION

It is recommended that the Board of County Commissioners approve sole source purchases of computer network equipment, servers, data storage, PCs (personal computers), and printers through joinder with the Western States Contracting Alliance (WSCA) Master Price Agreements for State of Nevada with Dell Inc. and Extreme Networks, Inc.; and approve expenditures that will aggregate to exceed [\$100,000] but will remain within available adopted budget funding during Fiscal Year 2015-2016 for technology infrastructure, not to exceed [\$2,000,000].

POSSIBLE MOTION

Should the Board agree with staff’s recommendation, a possible motion would be: “move to approve sole source purchases of computer network equipment, servers, data storage, PCs (personal computers), and printers through joinder with the Western States Contracting Alliance (WSCA) Master Price Agreements for State of Nevada with Dell Inc. and Extreme Networks, Inc.; and approve expenditures that will aggregate to exceed [\$100,000] but will remain within available adopted budget funding during Fiscal Year 2015-2016 for technology infrastructure, not to exceed [\$2,000,000].

**WASHOE COUNTY
SOLE SOURCE PURCHASE REQUEST FORM**

This form must accompany a purchase requisition when sole source approval is requested for equipment, supplies or services exceeding \$25,000.

DEPARTMENT Technology Services LOCATION 1000 E 9th St., Ste. C220, Reno, NV

REQUESTOR'S NAME Tony Kiriluk TELEPHONE # 775-858-5985

REQUISITION NUMBER TBD DATE 5/20/2015

RECOMMENDED SOLE SOURCE SUPPLIER Extreme Networks Inc.

DESCRIPTION OF GOOD OR SERVICE REQUESTED Computer networking hardware and management software.

I have read and understand the Policies and Procedures of the Board of County Commissioners with regard to sole source procurements. I understand that competition is the preeminent consideration in the expenditure of County funds, and I acknowledge the County's commitment to the principle of fairness to any vendor who would like to do business with the County. After observing these principles and considerations, I hereby submit that the goods, services, and/or vendor specified in the accompanying requisition fit the County's sole source criteria for the following reasons: Please provide sufficient detail to clearly identify the reason(s) for this sole source procurement request. Attach additional information if necessary.

1. The product is unique in design and/or features that are required for a specific application. List the unique features and explain why they are needed for the application the product will be used for.

2. The product being purchased must be compatible with existing equipment. Identify the existing equipment.

Washoe County standardized on Enterasys network equipment because of low ongoing maintenance and support costs. Enterasys was bought by Extreme, and Washoe County's support agreements with Enterasys has continued under the Extreme brand name.

3. The product requested is one which the user has had specialized training for. Identify who the user of this product will be and provide a description of the previous training.

County Technology Services staff is trained and certified to support, repair, and administer Extreme/Enterasys brand hardware and network management software.

4. The product or service is available only from the manufacturer or their authorized representative. Identify the manufacturer or authorized representative, and provide telephone number and address information.

5. Consultants/Subcontractors: The individual/company is the most suitable to provide the service requested and the selection process is based on the following:

There is evidence that the assistance to be provided is essential and cannot be provided by persons receiving salary support within Washoe County.

A selection process was utilized to select the most qualified person.

The consulting charges are appropriate considering the qualifications of the consultant or company based on past experience and the nature of the work to be performed.

(X) 6. Other. Please explain the specific circumstances and/or requirements that warrant the goods or services request to be procured from a sole source.

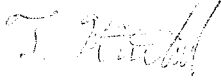
While Extreme does sell equipment through resellers, Washoe County gets the largest price discounting by purchasing directly from Extreme under the Western States Contracting Alliance (WSCA) contract.

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

(X) 7. The following provides justification as to reasonableness of price:

The discounts that Extreme regularly extends to Washoe County through direct sales are equal to, or often lower than the State WSCA contracted pricing.

I understand that I may be required to justify this sole source procurement before the appropriate authority, including the Board of County Commissioners, and that my signing this document knowing any of it to be false may subject me to administrative action.



Signature of Requestor



Department Head Approval

Craig Betts

Print Name

I, _____, authorized Buyer, recommend the following:


Sole source justification is adequate and exempt from competitive bidding requirements per NRS 332.115.

Sole source justification is adequate to justify exemption from competitive bidding requirements per NRS 332.____.

Sole source justification is inadequate and request is returned to department for additional justification, instructions on whether to seek competitive bids for the goods or services requested, or to withdraw the request.

Buyer

Date



Purchasing & Contracts
Manager

5/27/2015

Date