



**Information &  
Communications  
Technology  
COUNTY OF TULARE  
AGENDA ITEM**

**BOARD OF SUPERVISORS**

KUYLER CROCKER  
District One  
PETE VANDER POEL  
District Two  
AMY SHUKLIAN  
District Three  
J. STEVEN WORTHLEY  
District Four  
MIKE ENNIS  
District Five

**AGENDA DATE:** September 11, 2018 - REVISED

Public Hearing Required	Yes	<input type="checkbox"/>	N/A	<input checked="" type="checkbox"/>
Scheduled Public Hearing w/Clerk	Yes	<input type="checkbox"/>	N/A	<input checked="" type="checkbox"/>
Published Notice Required	Yes	<input type="checkbox"/>	N/A	<input checked="" type="checkbox"/>
Advertised Published Notice	Yes	<input type="checkbox"/>	N/A	<input checked="" type="checkbox"/>
County Counsel Sign-Off	Yes	<input checked="" type="checkbox"/>	N/A	<input type="checkbox"/>
Meet & Confer Required	Yes	<input type="checkbox"/>	N/A	<input checked="" type="checkbox"/>
Electronic file(s) has been sent	Yes	<input checked="" type="checkbox"/>	N/A	<input type="checkbox"/>
Budget Transfer (Aud 308) attached	Yes	<input type="checkbox"/>	N/A	<input checked="" type="checkbox"/>
Personnel Resolution attached	Yes	<input type="checkbox"/>	N/A	<input checked="" type="checkbox"/>
Agreements are attached and signature line for Chairman is marked with tab(s)/flag(s)	Yes	<input checked="" type="checkbox"/>	N/A	<input type="checkbox"/>
CONTACT PERSON: Peg Yeates    PHONE: 636-4805				

**SUBJECT:** Approve a lease/purchase agreement with Key Government Finance, Inc. for Cisco SMARTnet.

**REQUEST(S):**  
That the Board of Supervisors:  
Approve a lease/purchase agreement with Key Government Finance, Inc. in an amount not to exceed \$1,569,013.71 for licenses and maintenance of Cisco SMARTnet for the time period of September 11, 2018 through October 11, 2021.

**SUMMARY:**  
The Information & Communications Technology (ICT) Department is responsible for purchasing and monitoring the hardware and software contracts for the information technology assets of Tulare County, including but not limited to the mainframe computer, the data center servers, network infrastructure components and Storage Area Network (SAN).

Maintenance and licenses for Cisco Smartnet had previously been purchased from a third-party vendor called Dimension Data. As Dimension Data has exited the public sector market, ICT will instead renew these services from a third-party vendor called Development Group, Inc. (DGI). Renewing these services through a third-party vendor provides the County with more than 10% in savings in contrast with the full retail cost. The Board approved Agreement Number 28285 (along with Resolution number 2017-0702 and 2017-0703) with DGI on August 29, 2017. The \$1,569,013.71 includes maintenance and licenses for the County Cisco Smartnet equipment. This covers VoIP phones used by County of Tulare Health & Human Services Agency, Human Services Agency-TulareWORKs Division, and Tulare

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County Information & Communications Technology employees. Failure to approve this renewal could result in a collapse of the County's communication infrastructure. The total cost over a three (3) year period for the SMARTnet agreement is \$1,570,000. This is broken down into annual payments of \$523,004.57. This three year agreement allows us to see significant savings.

This agreement has been approved as to form by County Counsel. The following terms deviate substantively from the standard County boilerplate:

- Assignment—Under this agreement, Key Government Finance, Inc. may assign sell, or encumber all or any part of the agreement without County consent
- Indemnification—Under this agreement, the County of Tulare agrees to indemnify Key Government Finance, Inc.


**FISCAL IMPACT/FINANCING:**

The total cost for the three year period is not to exceed \$1,569,013.71 and will be paid in three yearly payments of \$523,004.57. The amount of \$165,479.07 is included in the FY 2018/19 budget and will be charged to account number 001-142-4030-7066 and 001-142-4032-7066. The amount of 357,525.50 is included in FY 2018/19 budget and will be charged to account number 071-090-2900-7043, and 071-090-2900-7021. No additional Net County Cost.

**LINKAGE TO THE COUNTY OF TULARE STRATEGIC BUSINESS PLAN:**

The County's five-year strategic plan includes the Safety and Security Performance Initiative to provide for the safety and security of the public. The ability of the County to maintain community safety and security is dependent on the ability to keep the network equipment operational and, when there is an issue, react to it quickly. The license and maintenance purchase gives us the ability to maintain the network.

**ADMINISTRATIVE SIGN-OFF:**



Peg L. Yeates

Information & Communications Technology Director

cc: County Administrative Office

Attachment(s)

Attachment A – Payment Plan Agreement

Attachment B – DGI Proposal #19542

**BEFORE THE BOARD OF SUPERVISORS  
COUNTY OF TULARE, STATE OF CALIFORNIA**

IN THE MATTER OF APPROVE A )  
LEASE/PURCHASE AGREEMENT WITH ) Resolution No. \_\_\_\_\_  
KEY GOVERNMENT FINANCE, INC. FOR ) Agreement No. \_\_\_\_\_  
CISCO SMARTNET. )

UPON MOTION OF SUPERVISOR \_\_\_\_\_, SECONDED BY  
SUPERVISOR \_\_\_\_\_, THE FOLLOWING WAS ADOPTED BY THE  
BOARD OF SUPERVISORS, AT AN OFFICIAL MEETING HELD \_\_\_\_\_  
\_\_\_\_\_, BY THE FOLLOWING VOTE:

AYES:  
NOES:  
ABSTAIN:  
ABSENT:

ATTEST: MICHAEL C. SPATA  
COUNTY ADMINISTRATIVE OFFICER/  
CLERK, BOARD OF SUPERVISORS

BY: \_\_\_\_\_  
Deputy Clerk

\* \* \* \* \*

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