



**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:** October 23, 2018

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: Marilyn Lucas    PHONE: 622-7313				

**SUBJECT:** Approve Enterprise agreement with VMware Inc. for the provision of VxLAN across the network.

**REQUEST(S):**  
That the Board of Supervisors:

1. Approve Enterprise agreement with VMware, Inc. in an amount not to exceed \$1,200,185.55 for Enterprise Licensing Agreement for time period of October 23, 2018 to October 23, 2021.
2. Authorize the Chairman of the Board to sign three copies of the agreement, and the Key Government Finance Application.

**SUMMARY:**  
As the County needs continue to change, and the systems that the county uses continue to improve TCiCT must continue to change; improving the base on which these applications reside. Without a solid foundation the applications that the County uses to handle its day to day operations will not be able to run at optimal performance. As we continue to move further into this new century we must look at doing business well and efficiently with the staffing that is currently provided. Therefore, one of the new technologies TCiCT is reviewing for applications is the cloud. This technology will require us to change some of the basic infrastructure to gain some of the advantages that we are looking for.

The implementation of the VMWare product will greatly simplify the management of the virtual environment allowing us to focus staff on more crucial tasks. As we implement this technology we will need to provide training to our staff on the new

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technology and this project will account for that as well. NSX will also enhance the data security of the County by providing finer granular control over network traffic to, and between virtual servers and the clients who access their data.

At the conclusion of this phase of the project, VMWare will be installed, training will be provided, VxLAN will be implemented across the network and a test bed for micro segmentation will be implemented. Network micro segmentation will require closer cooperation between the various divisions within TCiCT on the development, implementation, and auditing of new security roles and policies. This frame work will be built out in a following fiscal year of the project. The implementation of NSX will allow the County to save on its new core router as well. The purchase and implementation of this product will allow the County to save approximately \$150,000 on the new core router.

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

Late Fees – Under the Agreement, all amounts not paid when due will incur a late charge equal to 1.5% per month.

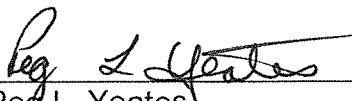
**FISCAL IMPACT/FINANCING:**

The purchase of the Enterprise License Agreement and the first year of Services is included in the FY 2018/19 requested budget. The initial cost of this system is not to exceed \$400,061.85 and funding is from operating transfers from the Tulare County Health & Human Services Agency (\$183,228.33), and County General Trust Fund (\$216,833.52). The next two (2) years of services will be included in department future budgets. Each of the next two (2) years would have a payment of \$400,061.85 which includes all charges including interest. Please note that the ELA will be a three (3) year contract and the other two (2) years will need to be budgeted in maintenance charges for TCiCT budget appropriately. The Services will only last for FY 18/19. There is no 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 approval of this agreement gives us the ability to maintain the network.

**ADMINISTRATIVE SIGN-OFF:**

  
\_\_\_\_\_  
Peg L. Yeates

Information & Communications Technology Director

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cc: County Administrative Office

Attachment(s)

Attachment A – VMware Professional Services Statement of Work

Attachment B – Key Government Finance, Inc., on behalf of Cisco Systems Capital Corp. Finance Application

Attachment C – Cisco Capital Leasing Option

Attachment D – VMware Professional Services General Terms & Conditions

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

IN THE MATTER OF APPROVE )  
ENTERPRISE AGREEMENT WITH ) Resolution No. \_\_\_\_\_  
VMWARE INC FOR THE PROVISION ) Agreement No. \_\_\_\_\_  
OF VxLAN ACROSS THE NETWORK )  
)

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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