



REPORT TO COUNCIL

City of Sacramento

915 I Street, Sacramento, CA 95814-2604
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Consent
May 20, 2008

**Honorable Mayor and
 Members of the City Council**

Title: Cooperative Agreement/Purchase: EMC Computer Hardware and Software

Location/Council District: Citywide

Recommendation: Adopt a **Resolution** 1) approving the cooperative purchasing agreement State of California Strategic Sourcing Initiating Contract #1S-05-70-10 for the purchase of EMC Networker Enterprise Backup Solution, including software, related hardware peripherals and services from Northrop Grumman Corporation for the Electronic Document Content Management project; and 2) authorizing the City Manager to issue purchase orders under said agreement for an amount not to exceed \$250,000.

Contact: Karl Rosander, Information Technology Manager, 808-8262

Presenters: N/A

Department: Information Technology

Division: Technical Support Services

Department ID: 07001211

Description/Analysis

Issue: On November 13, 2007, the City Council authorized the purchase of an Electronic Document Content Management (EDCM) solution from EMC Corporation (Reso 2007-813). The EDCM solution will provide the technology for the City to automate business processes, such as the City Council agenda process, improve organizational efficiency and possibly reduce operating costs by allowing more effective and efficient delivery of City services.

As part of this initiative, Staff requests that the City Council authorize the purchase of EMC Networker Enterprise Backup software, related hardware peripherals and professional services from Northrop Grumman Corporation, an authorized reseller of EMC software and equipment under the State of California Strategic Sourcing Initiative (CSSI) Contract #1S-05-70-10. The requested purchase gives the City the ability to make tape backup copies of the EDCM System as well as having a single Enterprise Backup solution for the City's servers for disaster recovery purposes, which is a critical component that protects the EDCM system against loss of data during outages.

Policy Considerations: The recommendations in this report are in accordance with the following provision of the City Code:

Section 3.56.240 authorizes the City Manager, where advantageous to the City, to utilize cooperative purchasing agreements approved by the City Council to purchase supplies or nonprofessional services through legal contracts of other governmental jurisdictions or public agencies without separate competitive bidding by the City.

Environmental Considerations: This report concerns administrative activities that will not have a significant effect on the environment, and does not constitute a "project" as defined by the California Environmental Quality Act (CEQA) [CEQA Guidelines Sections 15061(b)(3);15378(b)(2)].

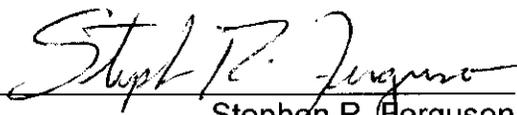
Rationale for Recommendation: The purchase of an Enterprise Backup Solution for the EDCM project will prevent loss of data and allow for the recovery of information during a disaster or outage period.

When the City uses cooperative purchasing, it enables Procurement Services to evaluate a broader range of contracting opportunities, deploy staff resources to achieve the greatest return on time invested, and benefit from sharing resources with other participating institutions. One of the greatest benefits of cooperative purchasing is that the City receives favorable pricing due to large volume purchases through these contracts. The average cost savings the City receives with these cooperative contracts is estimated to be a minimum of 10%. An additional benefit of cooperative purchasing is that Procurement Services utilizes regional and national cooperative purchasing relationships to complement its own annual contracting initiatives.

Financial Considerations: Sufficient funding for this purchase is available in the Information Technology Department's FY2007/08 operating budget.

Emerging Small Business Development (ESBD): Cooperative purchasing agreements are created, evaluated, and awarded by other government agencies that may or may not have similar emerging and small business programs. Northrop Grumman Corporation has agreed to subcontract at least 25% of the work to certified California small businesses under the CSSI Contract #1S-05-70-10.

Respectfully Submitted by: Karl Rosander, IT Manager

Approved by: 
Stephen R. Ferguson
Chief Information Officer

Recommendation Approved:

Ray


Ray Kerridge
City Manager

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Attachment 1**Background**

On November 13, 2007, the City Council adopted Resolution No. 2007-813 authorizing the purchase of an Electronic Document Content Management (EDCM) solution from EMC Corporation. The EDCM solution will provide the technology for the City to automate business processes, such as the City Council agenda process, improve organizational efficiency and possibly reduce operating costs by allowing more effective and efficient delivery of City services.

On several occasions, the City has utilized the State of California Strategic Sourcing Initiative (CSSI) Contract #1S-05-70-10 to purchase EMC computer hardware and associated software, maintenance and installation services from Northrop Grumman Corporation, an authorized reseller of EMC equipment under said CSSI contract. On November 21, 2006, the City Council approved the purchase of EMC computer hardware and associated software, equipment, maintenance and installation services to support the eCAPS project development and production storage for an amount not to exceed \$500,000 (Reso 2006-842). On December 18, 2007, the City Council approved additional purchases of EMC hardware and associated software, equipment, maintenance and installation services from Northrop Grumman Corporation under the same CSSI contract to support the continued technology expansion needs of the eCAPs project and other existing City technology systems such as CIS (Utility Billing), the City Voice Mail System and eMail System for an amount not to exceed \$300,000 (Reso 2007-933).

This request is for the additional purchase of EMC Networker Enterprise Backup software, related hardware peripherals and professional services which will allow for a single Enterprise Backup solution for the EDCM project and will give the City the ability to make tape backup copies of the EDCM system to prevent loss of data and allow for the recovery of information during a disaster or outage period. The purchase of EMC computer equipment and maintenance and installation services from Northrop Grumman Corporation will be made through the same CSSI Contract (#1S-05-70-10).

The CSSI process allows the State of California and other California governmental agencies, to purchase goods and services for the best value through competition. The State of California has entered into a series of statewide contracts for the procurement of goods and services, one of which is CSSI Contract # 1S-05-70-10 for the purchase of data storage equipment. CSSI Contract #1S-05-70-10 provides a maximum price that the vendors can charge along with a one year warranty and maintenance services. The warranty and maintenance services may be renewed for four additional one-year periods by authorized purchasers.

Attachment 2

RESOLUTION NO.

Adopted by the Sacramento City Council

**PURCHASE EMC COMPUTER HARDWARE AND ASSOCIATED SOFTWARE,
EQUIPMENT, INSTALLATION AND MAINTENANCE SERVICES FROM NORTHROP
GRUMMAN CORPORATION**

BACKGROUND

- A. On November 13, 2007, the City Council authorized the purchase of an Electronic Document Content Management (EDCM) solution from EMC Corporation (Reso 2007-813). The EDCM project will provide the technology for the City to automate business processes, such as the City Council agenda process, improve organizational efficiency and possibly reduce operating costs by allowing more effective and efficient delivery of City services.
- B. The purchase of EMC Networker Enterprise Backup Solution for the EDCM project will prevent loss of data and allow for the recovery of information during a disaster or outage period.
- C. Through the use of cooperative purchasing contracts, the City has an opportunity to obtain favorable pricing through volume purchasing and to maximize cost-saving opportunities and staff resources. For these reasons, it is advantageous for the City to purchase the requested EMC computer hardware, equipment and maintenance services from Northrop Grumman Corporation through the State of California Strategic Sourcing Initiative Contract #1S-05-70-10.
- D. Sacramento City Code section 3.56.240 authorizes the use of cooperative purchasing agreements approved by the City Council for the purchase of supplies or nonprofessional services through legal contracts of other governmental jurisdictions or public agencies without separate competitive bidding by the city.

**BASED ON THE FACTS SET FORTH IN THE BACKGROUND, THE CITY COUNCIL
RESOLVES AS FOLLOWS:**

- Section 1. The cooperative purchasing agreement, State of California Strategic Sourcing Initiative Contract #1S-05-70-10 is hereby approved for the purchase of EMC Networker Enterprise Backup Solution, including related software, computer hardware peripherals, equipment, maintenance and installation services from Northrop Grumman Corporation for the Electronic Document Content Management project.
- Section 2. The City Manager, or authorized designee, is hereby authorized to issue

purchase orders under said cooperative purchasing agreement, for an amount not to exceed \$250,000.