City Council Report
915 I Street, 1st Floor
Sacramento, CA 95814
www.cityofsacramento.org

File ID: 2019-00788       June 25, 2019       Consent Item 15

Title: Purchase/Cooperative Agreements: FY2019/20 Citywide Information Technology Related Goods and Services (Published for 10-Day Review 06/13/2019)

Location: Citywide


Contact: Ignacio Estevez, IT Manager, (916) 808-7349; Cassy Vaioleti, Program Analyst, (916) 808-8047; Maria MacGunigal, Chief Information Officer, (916) 808-7998, Information Technology.

Presenter: None

Attachments:
1-Description/Analysis
2-List of Cooperative IT Purchases
Description/Analysis

Issue Detail: The City has ongoing needs to purchase information technology (IT) related goods and services. In May 2019, the IT Department conducted its annual review of all citywide IT related purchases made in FY2018/19. Based on this annual review, staff has prepared an estimate of the anticipated purchases citywide of a variety of IT related goods and services for FY2019/20. Staff requests approval and spending authority to cover the estimated expenditures using cooperative purchasing agreements, and the authority to substitute any of the cooperative agreements listed in Exhibit A with the appropriate replacement agreement issued by the same cooperative organization, if that agreement expires during this purchase approval period. The cooperative purchasing agreements and vendors that will be used to procure the IT related goods and services for FY2019/20 are listed in Exhibit A.

Policy Considerations: The recommendations in this report are in accordance with City Code Section 3.56.240, which 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.

Sacramento City Code Section 4.04.020 and Council Rules of Procedure (Chapter 7, Section E.2.d) mandate that unless waived by a 2/3 vote of the City Council, all labor agreements and all agreements greater than $1 million shall be made available to the public at least ten (10) days prior to Council action. This contract was published for 10-day review on June 13, 2019 as required.

Economic Impacts: None.

Environmental Considerations: No environmental review is necessary because the recommendations in this report involve the purchase of IT goods and services which are not considered to be a “project” as proscribed in California Environmental Quality Act Guidelines, (“CEQA”). (CEQA Guidelines section 15378(b)(2).)

Sustainability: Under Phase 1 of the City of Sacramento’s Climate Action Plan, all applicable “Green” technology initiatives will be considered prior to the purchase of IT equipment hardware and software.

Commission/Committee Action: Not applicable.

Rationale for Recommendation: In an ongoing effort to maximize cost savings and staff resources, many government agencies share contracting efforts through cooperative
purchasing. This procurement approach increases pricing competitiveness and lowers operating costs through volume purchasing. When comparing the administrative costs of procurement, staff considers product research, source selection, specifications, advertising, staff reports, awarding, protest, and administration of the contract. It is often more cost-effective to eliminate the cost and time spent on these administrative processes and purchase items and services through a cooperative purchasing program. The City has used both regional and national cooperative purchasing agreements to complement its own contracting initiatives. Cooperative purchasing enables City departments and the Procurement Services Division to evaluate a broader range of contracting opportunities and to share resources with other jurisdictions. Cooperative purchasing also leverages internal and external resources to maximize cost savings opportunities for the City.

Financial Considerations: The total amount requested for FY2019/20 will not exceed $20.79 million. Purchases will be made from various departmental operating and Capital Improvement Program (CIP) budgets through the competitive/cooperative purchasing agreements listed in Exhibit A. Funding for the purchases has been included in the FY2019/20 operating and CIP budgets.

Local Business Enterprise (LBE): The City’s LBE program does not apply to cooperative purchasing agreements that result from another public agency’s competitively-bid process.

Background:

1. Cooperative Purchase Agreements: The use of cooperative purchasing agreements maximizes cost savings and staff resources by sharing contracting and purchasing efforts with other government agencies. Utilizing cooperative purchasing agreements is advantageous to the City because it provides an opportunity for the City to obtain lower pricing through volume purchasing. As cooperative agreements reach expiration, they are automatically renewed allowing government agencies to continue to leverage cost savings. Below is a brief explanation of competitive agreements the City will use to make cooperative IT purchases:

Houston-Galveston Area Council of Government (H-GACBuy): The H-GACBuy Cooperative Purchasing Program assists local governments in reducing costs through this government-to-government procurement service available nationwide. This program is available to local government entities and qualifying non-profit corporations.

Microsoft Enterprise License Agreements (MELA) / County of Riverside Microsoft Master Enterprise Agreement (MMEA): MELA/MMEA contract is competitively bid by the County
of Riverside and available to any public agency within the State of California for the purchase of Microsoft software enterprise licensing and maintenance.

NASPO ValuePoint: NASPO ValuePoint is a cooperative purchasing program facilitating public procurement solicitations and agreements using a lead-state model and provides the highest standard of excellence in public cooperative contracting. NASPO ValuePoint is available to public agencies and is a program under National Association of State Procurement Officials that is made up of the directors of the central purchasing offices of the 50 states, District of Columbia and territories of the United States.

OMNIA Partners: OMNIA is a leading national government purchasing cooperative, providing world class government procurement resources and solutions to local and state government agencies, school districts (K-12), higher education institutions, and nonprofits looking for the best overall supplier government pricing. OMNIA partners with many governmental agencies to offer cooperative purchasing contracts to other governmental agencies in order to create a more economical means of procuring services and supplies, ability to pay less for products and services, and reduce administrative costs in developing contracts.

Pennsylvania Education Purchasing Program (PEPPM): PEPPM is a cost-effective source for bid-protected technology purchases. Government agencies achieve lower costs of acquisition for their technology products and also enjoy the promise from awarded vendors to offer their best national cooperative price using competitively bid contracts awarded by educational agency. With more than two million products under contract, the PEPPM technology purchasing cooperative is the nation’s most comprehensive source for public agencies to research and procure technology brands that meet their own local standards.

State of California - California Network and Telecommunications (CALNET) 3: CALNET is focused on providing services that meet the State’s complex and critical telecommunications and network business needs. The CALNET Program accomplishes this through oversight, statewide policy, and a suite of statewide, competitively bid telecommunications contracts used by both state and local agencies.

State of California Master Services Agreement: Master Service Agreements are contracts that are competitively bid by the State of California, Department of General Services, and available to any agency that expend public funds. These agreements establish a pre-qualified list of vendors and simplify the purchasing process.

State of California Strategic Sourcing Contract: This process is designed to allow the State of California to purchase the best products and best services for the best value. Using this
purchasing approach, the buyer (California) analyzes what it’s buying, what the market conditions are, and who can supply those goods or services. The buyer then uses that information--plus innovative contracting techniques - to find the best values available in the marketplace.

The Cooperative Purchasing Network (TCPN): The TCPN assists in helping other public agencies and non-profits reap the benefits of national leveraged pricing, with no cost to the member. TCPN leverages one of the largest pools of purchasing potential. This is accomplished by competitively soliciting proposals and awarding contracts for commonly purchased products and services including technology and other goods and services.

U.S. General Services Administration (GSA) Schedule 70: GSA Schedule 70 delivers federal, state, and local customer agencies the tools and expertise needed to shorten procurement cycles, ensure compliance, and obtain the best value for innovative technology products, services, and solutions through a competitive solicitation process. With more than 7.5 million products and services from over 4,600 pre-vetted vendors, federal agencies, as well as civilian, state, and local organizations, continue to maximize budgets, and reduce buying cycles by up to 50 percent over open market.

2. Ongoing Multiyear Cooperative IT Purchase Agreements: Below is a list of multiyear IT cooperative purchase agreements that have been previously approved by City Council:

   a. Microsoft Enterprise Agreement: On April 29, 2015, City Council approved the purchase of Microsoft Licenses and Maintenance for a five-year period through the use of the County of Riverside’s cooperative purchasing agreement (ITARC054) (Resolutions 2010-167 and 2015-0577).
### Cooperative IT Purchases

<table>
<thead>
<tr>
<th>Vendor Name</th>
<th>Amount</th>
<th>Cooperative Purchase Agreement</th>
<th>Description</th>
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</thead>
</table>
| Adobe, Inc. (and all authorized resellers)                     | $350,000| MISAC Adobe Enterprise Term License Agreement | GSA Schedule 70 (GS-35F-0119Y)  
NASPO ValuePoint Cloud Solutions 2016-2026  
NASPO ValuePoint #ADSPO16-130651  
NASPO ValuePoint #ADSPO16-130652 | Adobe software / maintenance purchases. |
| Anixter, Inc.                                                 | $980,000| OMNIA Partners #R161701 (Cabling Products)  
OMNIA Partners #R170501 (Security Services) | Cabling and Networking Products and Services; Security Services. |
| AT&T, Inc.                                                   | $1,000,000| State of California CALNET 3  
C3-A12-10-TS-01 | Telephone billing, data lines, telecommunication and wireless services. |
| AT&T Mobility, LLC                                           | $300,000| NASPO ValuePoint Wireless Communication & Equipment Contract (#7-11-70-17) | Cellular phone services and equipment |
| Autodesk Inc. (and all authorized resellers)                  | $75,000 | NASPO ValuePoint #ADSPO16-130651  
NASPO ValuePoint #ADSPO16-130652 | Autodesk software / maintenance purchases. |
| Barracuda Networks, Inc. (and all authorized resellers)       | $75,000 | NASPO ValuePoint #ADSPO16-130651  
NASPO ValuePoint #ADSPO16-130652  
GSA Schedule 70, 84 | Email Filtering |
| BeyondTrust Corporation (and all authorized resellers)        | $250,000| NASPO ValuePoint #ADSPO16-130651  
NASPO ValuePoint #ADSPO16-130652  
GSA Schedule 70 | Privileged Identity and Access Management |
| CDW-G                                                        | $765,000| NASPO ValuePoint #ADSPO16-130652  
OMNIA Partners Contract #2018011-01, R160201, R171001 | Routine IT hardware, software and services |
| Cisco Systems, Inc. (and all authorized resellers)            | $1,900,000| NASPO ValuePoint #ADSPO16-130651  
NASPO ValuePoint #ADSPO16-130652  
NASPO ValuePoint #MNWNC-105  
(CA Addendum#7-15-70-34-022  
NASPO ValuePoint #AR233 (CA# 7-14-70-04).  
OMNIA Partners #4400006644  
PEPPM 2019 | Telecommunication/ Network Hardware, Software, Maintenance, and Services |
| Data911 (and all authorized resellers)                        | $250,000| Houston-Galveston Area Council of Government (HGACBuy) Contract EF04-13, EF04-17, EF07-19 | Law Enforcement Speed Detection & Video Equipment. |
| Dell Computers (and all authorized resellers)                 | $2,665,000| NASPO ValuePoint #ADSPO16-130651  
NASPO ValuePoint #ADSPO16-130652  
NASPO ValuePoint # MNWNC-102  
NASPO ValuePoint # MNWNC-108 | Routine IT purchases including personal computers, laptops and related accessories. |
| Dell Computers (and all authorized resellers)                 | $250,000| State of Montana Master IT Equipment Lease Agreement 6525772 (City Agreement 2012-0579 and 2012-0579-1) | Lease of Dell hardware equipment. |
| Dell EMC (and all authorized resellers)                       | $300,000| NASPO ValuePoint #ADSPO16-130651  
NASPO ValuePoint #ADSPO16-130652  
NASPO ValuePoint # MNWNC-102 / 109  
NASPO ValuePoint # AR620 (7-14-70-14) | EMC hardware, software and maintenance. |
| F5 Networks, Inc. (and all authorized resellers)              | $100,000| NASPO ValuePoint #AR615 (7-14-70-15)  
NASPO ValuePoint #ADSPO16-130651  
NASPO ValuePoint #ADSPO16-130652  
California Contract #1-19-70-19F  
OMNIA Partners Contract #2018011-01, R160201, R171001(IT Solutions / Services) | Technology Products, Services, Solutions & Related Products and Support Services |
## Cooperative IT Purchases

<table>
<thead>
<tr>
<th>Vendor and Resellers</th>
<th>Amount</th>
<th>Contract Details</th>
<th>Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gartner, Inc. (Gartner and all authorized resellers)</td>
<td>$230,000</td>
<td>County of Ventura Contract #4667</td>
<td>Gartner Technology Advisory Services</td>
</tr>
<tr>
<td>Graybar</td>
<td>$135,000</td>
<td>OMNIA Partners Contract #EV2370</td>
<td>Electrical, Lighting, Data Communications, Security</td>
</tr>
<tr>
<td>Granicus (Gartner and all authorized resellers)</td>
<td>$100,000</td>
<td>GSA Schedule 70</td>
<td>Legistar Boards &amp; Commissions, Agendas, Meetings</td>
</tr>
<tr>
<td>HP (HP, Inc. and Hewlett Packard Enterprise) (and all authorized resellers)</td>
<td>$1,000,000</td>
<td>NASPO ValuePoint #ADSPO16-130651, NASPO ValuePoint #ADSPO16-130652, NASPO ValuePoint #AR1464 (#7-14-70-06), NASPO ValuePoint #MNWNC-115/MNNVP133 OMNIA Partners #4400006644, OMNIA Partners #R160203, #R171402 California Contract #1-19-70-19H-3</td>
<td>Routine IT purchases (hardware equipment that includes printers, servers, personal computers, and monitors).</td>
</tr>
<tr>
<td>Juniper Networks (and all authorized resellers including Advantel)</td>
<td>60,000</td>
<td>NASPO ValuePoint #ADSPO16-130651, NASPO ValuePoint #ADSPO16-130652, NASPO ValuePoint #AR229 (#7-14-70-08)</td>
<td>Juniper firewall maintenance</td>
</tr>
<tr>
<td>Kovarus, Inc. (and all authorized resellers)</td>
<td>$70,000</td>
<td>NASPO ValuePoint #AR233 (#7-14-70-04) OMNIA Partners Contract #4400006644</td>
<td>Cloud automation &amp; Management Services</td>
</tr>
<tr>
<td>Kronos Incorporated (and all authorized resellers)</td>
<td>$120,000</td>
<td>NASPO ValuePoint #ADSPO16-130651, NASPO ValuePoint #ADSPO16-130652 OMNIA Partners contract #18220, #181221</td>
<td>Telestaff Software License and Maintenance</td>
</tr>
<tr>
<td>Lenovo (and all authorized resellers)</td>
<td>$300,000</td>
<td>NASPO ValuePoint #ADSPO16-130651, NASPO ValuePoint #ADSPO16-130652, NASPO ValuePoint #MNWNC-117, 128, 135 OMNIA Partners US Communities Contract 4400006644</td>
<td>Routine IT purchases such as computer laptops and accessories.</td>
</tr>
<tr>
<td>Microsoft Corporation (and all authorized resellers)</td>
<td>$5,000,000</td>
<td>County of Riverside Microsoft Master Enterprise Agreement (MMEA) #01E73970 County of Riverside Microsoft ELA (5yr) RIVCO10700-012-12/19, SCA-16-70-003Q Microsoft Enterprise License Agreement (MELA) Software License &amp; Support (SCA-16-70-0169R) County of Riverside (ITARC054) Microsoft Enterprise Agreement 01E73134</td>
<td>Microsoft Software Licenses and Maintenance, Premier Support Services</td>
</tr>
<tr>
<td>Motorola</td>
<td>$500,000</td>
<td>Sacramento County Cooperative Purchase Agreement WA00034181 NASPO ValuePoint Public Safety Communications Equipment (Radios) – Phase One and Phase Two</td>
<td>Radio’s Communication Equipment and Supplies</td>
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<tr>
<td>Company/Contract Details</td>
<td>Amount</td>
<td>Number/Contract Details</td>
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</tbody>
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| **NWN Corporation**      | $900,000 | NASPO ValuePoint #MNWNC-115 (7-15-70-34-001/002)  
|                          |         | NASPO ValuePoint #MNWNC-105 (7-15-70-34-022)  
|                          |         | NASPO ValuePoint #AR233 (7-14-70-04)  
|                          |         | OMNIA Partners US Communities Contract 4400006644  
|                          |         | PEPPM 2019 NWN PRODUCT LINE BIDS  
|                          |         | State of California MSA 5167010-134 |
| **Palo Alto Networks, Inc. (and all authorized resellers)** | $1,050,000 | NASPO ValuePoint #AR626 (7-14-70-11)  
|                          |         | NASPO ValuePoint #ADSPO16-130651  
|                          |         | NASPO ValuePoint #ADSPO16-130652 |
| **Panasonic Corporation (and all authorized resellers)** | $30,000 | NASPO ValuePoint #ADSPO16-130651  
|                          |         | NASPO ValuePoint #ADSPO16-130652  
|                          |         | NASPO ValuePoint #MNWNC-124  
|                          |         | OMNIA Partners #171725-01 |
| **Parkeon (and all authorized resellers)** | $50,000 | National Cooperative Purchasing Alliance (NCPA) Contract #05-15 |
| **Rapid 7 Nexpose (and all authorized resellers)** | $30,000 | NASPO ValuePoint #ADSPO16-130651  
|                          |         | NASPO ValuePoint #ADSPO16-130652 |
| **Red Hat, Inc. (and all authorized resellers)** | $50,000 | NASPO ValuePoint #ADSPO16-130651  
|                          |         | NASPO ValuePoint #ADSPO16-130652 |
| **SAP Public Services, Inc. (and all authorized resellers)** | $50,000 | NASPO ValuePoint #ADSPO16-130651  
|                          |         | NASPO ValuePoint #ADSPO16-130652 |
| **ServiceNow, Inc. (and all authorized resellers)** | $125,000 | NASPO ValuePoint #ADSPO16-130651  
|                          |         | NASPO ValuePoint #ADSPO16-130652  
|                          |         | GSA Schedule 70 (GS-35F-0119Y) |
| **SoftwareOne, Inc.**    | $200,000 | County of Riverside Microsoft Master Enterprise Agreement (MMEA) #01E73970  
|                          |         | County of Riverside Microsoft ELA (5yr)  
|                          |         | RIVCO10700-012-12/19, SCA-16-70-003Q  
|                          |         | Microsoft Enterprise License Agreement (MELA) Software License & Support (SCA-16-70-0169R)  
|                          |         | County of Riverside (ITARC054) Microsoft Enterprise Agreement 01E73134 |
| **SolarWinds, Inc. (and all authorized resellers)** | $60,000 | NASPO ValuePoint #ADSPO16-130651  
|                          |         | NASPO ValuePoint #ADSPO16-130652  
|                          |         | Maricopa County Contract No. 16015 |
| **Sprint Nextel Corporation** | $50,000 | NASPO ValuePoint Wireless Communication & Equipment Contract (#7-10-70-15) |

Type of items purchased:
- **Desktop, laptop, monitors, printers, tablets, consulting services**
- **Hardware/software maintenance**
- **Routine IT Purchases** (laptops, projectors, AV and Camera equipment)
- **Parking mobile application support and payment and booking services.**
- **Vulnerability Scanner**
- **Red Hat operating system software**
- **SAP software licenses and maintenance**
- **IT Service Management System**
- **IP and Network Security**
- **Cellular phone services and equipment**
## Cooperative IT Purchases

<table>
<thead>
<tr>
<th>Company</th>
<th>Amount</th>
<th>Contract Details</th>
<th>Items Purchased</th>
</tr>
</thead>
<tbody>
<tr>
<td>T-Mobile</td>
<td>$25,000</td>
<td>NASPO ValuePoint Wireless Communication &amp; Equipment Contract (#7-11-70-18)</td>
<td>Cellular phone services and equipment</td>
</tr>
<tr>
<td>Trend Micro, Inc. (and all authorized resellers)</td>
<td>$25,000</td>
<td>NASPO ValuePoint #ADSPO16-130651, NASPO ValuePoint #ADSPO16-130652</td>
<td>Software, Software Maintenance and Technical Support</td>
</tr>
<tr>
<td>Verizon Wireless</td>
<td>$1,100,000</td>
<td>NASPO ValuePoint Wireless Communication &amp; Equipment Contract (#7-10-70-16)</td>
<td>Cellular phone services and equipment</td>
</tr>
<tr>
<td>VMWare, Inc. (and all authorized resellers)</td>
<td>$160,000</td>
<td>NASPO ValuePoint #ADSPO16-130651, NASPO ValuePoint #ADSPO16-130652, NASPO ValuePoint AR2472, AR2485, AR609 GSA 70-35F-0143R</td>
<td>Software, Software Maintenance and Technical Support</td>
</tr>
<tr>
<td>Zonar Systems, Inc. (and all authorized resellers)</td>
<td>$350,000</td>
<td>NASPO ValuePoint #ADSPO16-130651, NASPO ValuePoint #ADSPO16-130652, PEPPM 2019 Product Line Bid: CA #528899-192</td>
<td>Fleet management hardware and software licenses and maintenance</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$20,790,000</strong></td>
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