To: Honorable Mayor and Members of the City Council

From: Dee Williams-Ridley, City Manager

Submitted by: Savita Chaudhary, Director, Department of Information Technology

Subject: Presidio Networked Solutions Group, LLC: Using National Association of State Procurement Officials (NASPO) ValuePoint Cooperative Purchasing Agreement for Computer Hardware and Software Purchase Orders

RECOMMENDATION

Adopt a Resolution authorizing the City Manager to increase spending authority with Presidio Networked Solutions Group, LLC (“Presidio”) for the purchase of networking equipment hardware and software, utilizing pricing and contracts, amendments, and extensions from the National Association of State Procurement Officials (NASPO) ValuePoint for the period beginning September 10, 2019 to June 30, 2020 for an amount not-to-exceed (NTE) $200,000.

FISCAL IMPACTS OF RECOMMENDATION

Funding for the FY 2020 Network Replacement program is available in the Department of Information Technology’s Fiscal Year (FY) 2020 IT Cost Allocation budget. Departments will address funding at the time of citywide purchases, as needed.

<table>
<thead>
<tr>
<th>FY 2020 Cost</th>
<th>Budget Code</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>$136,614</td>
<td>680-35-363-380-0000-000-473-651110</td>
<td>FY 2020 Network Replacement</td>
</tr>
<tr>
<td>$63,386</td>
<td>To Be Determined</td>
<td>FY 2020 Citywide Spending As Needed</td>
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<tr>
<td>$200,000</td>
<td>Total FY 2020 Spending</td>
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CURRENT SITUATION AND ITS EFFECTS

The City of Berkeley participates in a cooperative purchasing agreement negotiated by NASPO ValuePoint to obtain Cisco networking products which include but are not limited to hardware, software, and other goods related to the City’s Network Device Replacement Program. The City replaces a portion of the networking equipment each year to maintain the current network hardware and software to support critical backend infrastructure needed to provide City services. Cisco sells this networking equipment including hardware, software, and services purchased through their resellers. Presidio is an
authorized reseller for Cisco. The purpose of these programs are to maximize the value
of the City’s investment by adopting a citywide standard.

As part of its technology procurement practices, the City typically upgrades and deploys
core City hardware and software in a timeframe that keeps the versions at, or near,
current commercial release versions and latest hardware. The Network Device
Replacement project is an annual infrastructure equipment replacement Project designed
to support the Digital Strategic Plan and the City’s Strategic Plan goal of advancing our
City's strategic goal to provide state-of-the-art, well-maintained infrastructure, amenities,
and facilities.

BACKGROUND
In 1994, the City of Berkeley began using the Western States Contracting Alliance
(WSCA) cooperative purchasing agreement as a starting for hardware negotiations. In
2013, NASPO consolidated WSCA and the NASPO Cooperative to form NASPO
ValuePoint to meet the increasing needs for resource assistance in cooperative
procurement among users.

The City of Berkeley utilizes Cisco products as its standardized networking equipment at
the network devices, routers, and switches. The City purchases Cisco hardware,
software, and services through Cisco authorized resellers.

In May 2019, the Department of Information Technology staff reached out to the
authorized resellers of Cisco hardware to request quotes for operational network
equipment such as routers and switches that were due for replacement. Cooperative
contract pricing was required of the vendors. After receiving three quotes and evaluating
the quotes, Staff determined that Presidio best met the City’s technological and fiscal
requirements.

ENVIRONMENTAL SUSTAINABILITY

A fast, secure, and reliable network allows for increased collaboration between City
facilities, and also provides the backbone infrastructure that supports the City’s online
services, reducing greenhouse gas emissions used to travel between City facilities.

RATIONALE FOR RECOMMENDATION

Using cooperative purchasing agreements significantly improves the quality of
purchasing executed by the City, and participation in such agreements allows the City to
gain greater efficiencies and economies of scale.

Cisco does not license its software directly, but instead requires purchase of hardware,
software, and services of its products through a reseller. Staff considered issuing a
specific bid for the purchase of network hardware, but doing so would not return better
pricing than what is established through the cooperative NASPO contract.
ALTERNATIVE ACTIONS CONSIDERED
Staff considered postponing planned and budgeted network infrastructure upgrades however, given the number of citywide technology systems that depend on an improved networking infrastructure, the risk of postponement is very high and can have huge impacts to the daily operations of the City and in providing serving the community. Postponing will also require increased hardware, software licensing, and maintenance costs including unexpected downtime for major systems.

CONTACT PERSON
Savita Chaudhary, Director, Department of Information Technology, 510-981-6541

Attachments:
1: Resolution
RESOLUTION NO. ##,###-N.S.

PRESIDIO NETWORKED SOLUTIONS GROUP, LLC: USING NASPO VALUEPOINT FOR COMPUTER HARDWARE AND SOFTWARE PURCHASE ORDERS

WHEREAS, the City of Berkeley participates in a cooperative purchasing agreement negotiated by National Association of State Procurement Officials (NASPO) ValuePoint to obtain Cisco networking products, the City of Berkeley is able to take advantage of pre-negotiated prices, economies of scale, and increased efficiencies for the City’s Network Device Replacement Program; and

WHEREAS, the City typically upgrades and deploys core City hardware and software in a timeframe that keeps the versions at, or near, current commercial release versions and latest hardware; and

WHEREAS, the Network Device Replacement project is an annual infrastructure equipment replacement Project designed to support the Digital Strategic Plan and the City’s Strategic Plan goal of advancing our City’s strategic goal to provide state-of-the-art, well-maintained infrastructure, amenities, and facilities.

WHEREAS, Staff received three quotes and after comparing different quotes from three (3) vendors staff determined that the Presidio’s proposal was the lowest bidder, and best met the City’s technological, and fiscal requirements; and

WHEREAS, funding for the FY 2020 Network Replacement program is available in the Department of Information Technology’s Fiscal Year (FY) 2020 IT Cost Allocation budget. Departments will address funding at the time of citywide purchases, as needed.

NOW THEREFORE, BE IT RESOLVED by the Council of the City of Berkeley that the City Manager is authorized to increase spending authority with Presidio Networked Solutions Group, LLC (“Presidio”) for the purchase of networking equipment hardware and software, utilizing pricing and contracts, amendments, and extensions from the National Association of State Procurement Officials (NASPO) ValuePoint for the period beginning September 10, 2019 to June 30, 2020 for an amount not-to-exceed (NTE) $200,000.