



Information and General Services Department

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Information Systems Emergency Services Purchasing
Geographic Information Systems Central Services Airport
Facilities Management Cable Television Library

NEVADA COUNTY BOARD OF SUPERVISORS Board Agenda Memo

MEETING DATE: June 13, 2023

TO: Board of Supervisors

FROM: Landon Beard, Chief Information Officer

SUBJECT: Resolution approving the award of the Microsoft State and Local Government Enterprise Agreement through Dell Marketing L.P. and authorizing the Purchasing Agent to execute all necessary documents not to exceed \$1,538,658 for a term of July 1, 2023 through June 30, 2026

RECOMMENDATION: Adopt the Resolution

FUNDING: The total maximum amount of this agreement shall not to exceed \$1,538,658 for the period July 1, 2023 through June 30, 2026. Annual cost shall not exceed \$512,886 which is incorporated into the FY 23/24 final budget and will be included in the FY 24/25 and FY 25/26 requested budgets. A budget amendment is not required.

BACKGROUND: Nevada County utilizes many Microsoft products. These include software such as databases, operating systems, productivity software and cloud services. These products provide employees the tools needed to conduct county business and interact with our community and to enhance remote/telework opportunities. These products require annual licenses for use of the products and to provide maintenance and updates which protect against cybersecurity threats and obsolescence.

Nevada County Information Systems (IS) is responsible for maintaining the licensing of these software products and services on behalf of all County departments. These licenses are available to our County through a variety of means, including competitively awarded Microsoft Agreements (EA/SCE); 3-year contracts which offer fixed, reduced pricing for identified products and provide flexibility to continue effective management of our County's computing environment.

Current agreements for these products will expire 6/30/2023. Therefore, the IS Division collaborated with the Purchasing Division to seek out the best value in securing a new agreement for the upcoming 3-year term. The review process included the following:

- Reviewed current license counts and minimized requirements.
- Create future contract flexibility by retaining 15% of per-user licensing in license programs allowing monthly quantity adjustment.
- Reviewed the competitively awarded agreement negotiated by Riverside County.
- Update pricing proposals from Dell Marketing. L.P for the scope of products

- Utilize a 3rd party contract review service to validate pricing is in line with expectations.

After a thorough review it was determined that Dell Marketing L.P. provided the best value to meet the needs of the County. Purchasing Policy Section 4.5(B) permits the use of other government agencies' competitively awarded agreements without further bidding by Nevada County. The Riverside Agreement meets this criterion. In addition, Purchasing Policy Section 7.1(C) requires Board approval for goods/commodities with a total aggregate amount exceeding \$250,000.

Therefore Board approval is requested to award a new agreement to Dell Marketing. L.P. in the amount not to exceed \$1,538,658 for the period July 1, 2023 through June 30, 2026 which is payable by the issuance of an annual Blanket Purchase Order in the amount not to exceed \$512,886.

Item Initiated and Approved by: Landon Beard