



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 16, 2026

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 \$1,726,219.65 for a term of July 1, 2026 through June 30, 2029, and the contract is contingent upon the adoption of the fiscal year 2026/2027 County Budget

RECOMMENDATION: Adopt the Resolution

FUNDING: The total maximum amount of this agreement shall not to exceed \$1,726,219.65 for the period July 1, 2026 through June 30, 2029. Annual cost shall not exceed \$575,406.55 which is incorporated into the FY 26/27 final budget and will be included in the FY 27/28 and FY 28/29 requested budgets. A budget amendment is not required.

BACKGROUND: Nevada County utilizes many Microsoft products to support daily delivery of County services to the community. 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 the 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 and supporting their configuration and administration 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 6/30/2026 and it is customary to issue a renewal prior to that expiration. 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:

- Review of current license counts and minimized requirements.
- Reviewed the competitively awarded agreement negotiated by Riverside County.

- Update pricing proposals from multiple vendors 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. provides 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 \$1,726,219.65 for the period July 1, 2026 through June 30, 2029 which is payable by the issuance of an annual Blanket Purchase Order.

Item Initiated and Approved by: Landon Beard