



Legislation Text

File #: 18-1605, **Version:** 1

Information Technologies Department, recommending the Board approve and authorize the Purchasing Agent to sign Agreement 3172 with AT&T Corp. for Calero Telecom Expense Management Services in accordance with competitively solicited RFP 7073 and County of Merced Agreement 2015156, in the amount of \$3,670 per month, exclusive of additional user license fees as needed, with an effective date retroactive to April 1, 2018 through March 31, 2020, to help the County manage and optimize the telecommunications services and the expenses associated with telecommunications services and networks, which may include voice, data and mobile communications. (Est. Time: 5 Min.)

FUNDING: General Fund with partial cost recovery from A-87 Cost Allocation Plan.

DISCUSSION / BACKGROUND

Information Technologies Department, recommending the Board approve and authorize the Purchasing Agent to sign Agreement No. 3172 with AT&T Corp. for Calero Telecom Expense Management Services (TEM) in accordance with competitively solicited RFP No. 7073 and County of Merced Agreement No. 2015156, in the amount of \$3,670 per month, exclusive of additional user license fees as needed, with an effective date retroactive to April 1, 2018 through March 31, 2020, to help the County manage and optimize the telecommunications services and the expenses associated with telecommunications services and networks, which may include voice, data and mobile communications.

This Agreement was previously included under CalNet 2, a cooperative State Agreement with AT&T for the specified and discounted purchase of telecommunications services and products in 2008. The CalNet 2 agreement expired in December 2013. The State negotiated CalNet 3, a new cooperative State Agreement with AT&T to provide telecommunication services and products to County departments at more favorable terms than could be obtained by the County independently. In 2014, the Board approved Agreement 191-S1511 with AT&T for the procurement of various telecommunications and network services and products under the CalNet 3 Agreement. However, the Calero TEM services were not included as part of the CalNet 3 offering. Calero TEM is only available for purchase through Business Partners, such as AT&T.

AT&T sent the County of El Dorado a renewal quote for Calero TEM which referenced a piggyback Agreement with the County of Merced called FOCUS. Upon requesting the back-up documentation for this Agreement, the County learned that AT&T was not currently authorized to sell Calero TEM through the FOCUS Agreement No. 2015156. On May 18, 2018, the County received the approval to purchase Calero TEM under the FOCUS Agreement via email from AT&T and the County of Merced. County Counsel and AT&T completed Agreement language revisions for Agreement No. 3172, requested by Counsel, on September 25, 2018.

AT&T's Network Integration Package, Calero TEM, receives FOCUS pricing of \$3,670 per month for recurring services to be billed on a monthly basis. Total cost for the term of the two (2) year agreement would be \$88,080. Incremental charges for additional users may apply.

ALTERNATIVES

Information Technologies could not purchase or use Calero Telecom Expense Management services.

OTHER DEPARTMENT / AGENCY INVOLVEMENT

Chief Administrative Office - Procurement and Contracts

CAO RECOMMENDATION

It is recommended that the Board approve this item.

FINANCIAL IMPACT

Total cost for the term of the two (2) year agreement would be \$88,080. Incremental charges for additional users may apply. Funding for Network Integration services is included in the FY 2018-19 Information Technologies budget and will be included in future budgets.

CLERK OF THE BOARD FOLLOW UP ACTIONS

N/A

STRATEGIC PLAN COMPONENT

Good Governance

CONTACT

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