



Legislation Text

File #: 18-1273, **Version:** 1

Information Technologies Department recommending the Board:

- 1) Waive formal bidding requirements in accordance with Purchasing Ordinance 3.12.160 Exemptions from Competitive Process, Sections C and D;
- 2) Authorize the Purchasing Agent to issue a purchase order with Advantel Networks utilizing the cooperative purchasing agreement CA Participating Addendum #7-14-70-21 and Avaya NASPO Master Contract #AR603, in an amount not to exceed \$240,957 for hardware, software, and services necessary to upgrade the County's telecommunications infrastructure and to build-out the telecommunications infrastructure of the Public Safety Facility; and
- 3) Authorize the Purchasing Agent to increase the purchase order on an "as needed" basis up to 10% over the initial purchase order amount, as long as funding is available within the requesting department's budget.

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

DISCUSSION / BACKGROUND

This purchase order for the Avaya Phone System upgrade and expansion project encompasses both the upgrade of our current system county-wide and enables the installation of compatible phone equipment in the new Public Safety Facility that is currently under construction. Advantel is a primary partner with Avaya and installed the County's current phone system in 2011. Avaya has been maintaining our current phone system since that time.

A sole source was requested by the IT department and meets ordinance requirements for exemption from competitive bidding in two ways.

- 1) Per County of El Dorado Purchasing Ordinance, Section 3.12.160 (D) allows for the exemption from competitive bidding when utilizing a contract that uses a competitive bidding process substantially the same as the County's process. The requested Avaya products and services were already competitively bid via NASPO ValuePoint Avaya Master Contract #AR603 (State of CA Participating Addendum #7-14-70-21). The vendor is offering El Dorado County NASPO pricing.
- 2) Per County of El Dorado Purchasing Ordinance, Section 3.12.160 (C) allows for the exemption from competitive bidding when further competitive bidding would produce no economic benefit to the County. The NASPO contract pricing has been analyzed and Advantel, the County's current solution provider for these services, based in Folsom, is extending the County NASPO pricing, which is the best value for these products and services. Since NASPO pricing is achieved by leveraging volume purchasing, the best pricing for these products has already been achieved. Leveraging cooperative pricing is more advantageous than the pricing the County could achieve independently.

Advantel previously designed our current Avaya phone system and many of the products and technology are proprietary and the Information Technology department, in collaboration with Procurement and Contracts, has determined it would be more cost effective for Advantel to upgrade our current system with Avaya products and services as opposed to removing the system and implementing an entirely new system. The county also wishes to standardize the County-wide products and services in this procurement and duplicate those efforts in the new Public Safety

Facility. This provides the greatest value and economy to the County in that:

- a) products and services are standardized throughout the county.
- b) this method creates one point of contact and one solution provider throughout the county.
- c) this method allows for the most cost effective integration with our current system and the Public Safety Facility.

The proposed cost matrix is as follows:

Advantel Networks - Avaya Upgrade

Existing Facilities

Hardware Quote 3043618	\$ 36,917
Software Quote 3043619	\$ 36,200
Implementation Quote 3043620	\$ 57,631

Total Upgrade Costs	<u>\$ 130,748</u>
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*Excluding Maintenance

Advantel Networks - Avaya Expansion

Public Safety Facility

Hardware Quote 3043621	\$ 51,098
Software Quote 3043624	\$ 28,468
Implementation Quote 3043625	\$ 30,643

Total Build-out Costs	<u>\$ 110,209</u>
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*Excluding Maintenance

Combined Contract Total	<u>\$ 240,957</u>
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ALTERNATIVES

The Board could choose to go out to a formal bid for these products resulting in the following:

- 1) Greater time, money, and resources will be utilized and would likely result in no economic benefit to the County.
- 2) Risk compromising the efforts to standardize services throughout the County.
- 3) Technical integration problems may arise from merging separate proprietary technologies which would result in greater expenditure of IT resources.

PRIOR BOARD ACTION

On July 29, 2014, Legistar 14-0980, the Board approved the perpetual agreement with Avaya to provide hardware and software maintenance and support for the County's telecommunications equipment. Avaya utilizes a third party Business Partner, Advantel Networks who designs and

implements Avaya products. Avaya will continue to provide the hardware and software maintenance for the expanded facilities.

OTHER DEPARTMENT / AGENCY INVOLVEMENT

Chief Administrative Office, Procurement and Contracts
Sheriff Department

CAO RECOMMENDATION / COMMENTS

It is recommended that the Board approve this item.

FINANCIAL IMPACT

The FY 2018-19 budget includes funding for this purchase.

CLERK OF THE BOARD FOLLOW UP ACTIONS

N/A

STRATEGIC PLAN COMPONENT

Infrastructure

CONTACT

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