



## Legislation Text

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**File #:** 23-0390, **Version:** 1

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Information Technologies Department recommending the Board:

- 1) Authorize the County to continue utilizing competitively-bid U.S. Communities Agreement 4400006644 with Insight Public Sector, Inc. for the purchase of Amazon cloud storage solutions; and
- 2) Authorize the Purchasing Agent to execute a Change Order to Agreement 2191 with Insight Public Sector, Inc. for the purchase of Amazon cloud storage solutions, extending the term to October 31, 2023, with no increase to the not-to-exceed amount and no change to contract rates.

**FUNDING:** General Fund with partial recovery from the Countywide Cost Allocation Plan.

### **DISCUSSION / BACKGROUND**

On September 20, 2016, the Board approved the use of U.S. Communities Agreement 400006644 with Insight Public Sector, Inc. for the purchase of Amazon cloud storage solutions, for an initial period ending April 30, 2019. On April 30, 2019, the Board approved the extension of this agreement for an additional two-year period, through April 30, 2021. On March 23, 2021, the Board approved the extension of this agreement for an additional two-year period, through April 30, 2023, increasing the not-to-exceed amount from \$135,000 to \$370,000, with no change to contract rates. The U.S. Communities Agreement has been extended for an additional six-month period, through October 31, 2023. Consequently, the Information Technologies Department is looking to amend Agreement 2191 with Insight Public Sector, Inc. for an additional six months to maintain cloud-based storage needs. Pricing details are specified in the contract and are based on usage, which may vary based on the County's needs.

U.S. Communities is a recognized government purchasing alliance that assists participating public agencies to reduce the cost of purchased goods and services through strategic sourcing that combines the volumes and the purchasing power of public agencies nationwide. This is accomplished through an award of competitively solicited contracts for high quality products and services, for use by participating agencies.

Cloud storage for data backup gives the County two main advantages over on-site storage. First, it is instantly-and for all practical purposes, infinitely expandable. The County can consume as much storage space as needed, with no prior requests or other arrangements necessary. Also, if the County reduces its storage footprint, costs will go down instantly. The County does not pay for storage space it is not using.

Secondly, cloud storage improves disaster recovery capacity significantly. Cloud backups are equivalent or better than off-site tape backups in every aspect. The County's data is safe in the cloud if our data center is ever impacted by a disaster. With cloud backup, the County will be able to restore its data much faster than restoring from off-site tapes. The time required for retrieval, shipping, and restoring many terabytes of data from a tape drive can run many days or even weeks. With cloud backup, our data can begin restoring almost immediately; only an Internet connection is required.

The current contract not-to-exceed (NTE) amount of \$370,000 is anticipated to cover the County's

Amazon cloud storage needs through October 31, 2023.

### **ALTERNATIVES**

There are no feasible short-term alternatives to continuing to utilize Amazon cloud storage services. If this agreement extension is not approved, the County may need to return to an on-site disk and off-site tape storage option, incurring costs for hardware, software, support services, tapes, and shipping services. This option also exposes the County to the risk of data loss in the event of a disaster.

### **PRIOR BOARD ACTION**

21-0339 - 03/23/2021 - Increased the Contract NTE to \$370,000 and approved the amendment extending the term to 04/30/2023.

20-0825 - 07/14/2020 - Increased the Contract NTE to \$135,000

19-0624 - 04/30/2019 - Increased the Contract NTE to \$60,000 and approved the amendment extending the term to 04/30/2021.

16-0874 - 09/20/2016 - Authorized the County to utilize U.S. Communities Agreement 4400006644 for Amazon cloud storage.

### **OTHER DEPARTMENT / AGENCY INVOLVEMENT**

Procurement & Contracts

### **CAO RECOMMENDATION / COMMENTS**

Approve as recommended.

### **FINANCIAL IMPACT**

Funding is available in the Information Technologies Department budgets for Fiscal Year (FY) 2022-23 Budget and has been requested for inclusion in the FY 2023-24 Budget for cloud storage costs.

### **CLERK OF THE BOARD FOLLOW UP ACTIONS**

N/A

### **STRATEGIC PLAN COMPONENT**

Infrastructure

### **CONTACT**

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