

To: Contra Costa County Housing Authority Board of Commissioners
 From: Joseph Villarreal, Housing Authority
 Date: December 6, 2016



Contra
Costa
County

Subject: AGREEMENT WITH AMS.NET, INC., FOR NETWORK UPGRADES

RECOMMENDATIONS

APPROVE and AUTHORIZE the Executive Director of the Housing Authority, or his designee, to execute a contract with AMS.NET, Inc. (AMS), in an amount not to exceed \$150,000 to upgrade the Housing Authority's data and voicemail networks.

BACKGROUND

HACCC's data and voicemail networks were last replaced in 2010 with hardware and software from Cisco Systems. That system is now at the end of its life cycle, meaning no more upgrades or added services are available for it. In order to receive required ongoing support, avoid a system failure and to take advantage of new features, it is necessary to upgrade the hardware and software associated with HACCC's data and voicemail networks. This update will include a new server, new Cisco Systems software, an upgrade from Microsoft Exchange 2007 to Exchange 2013 and the addition of VEEAM Back-up Essentials. VEEAM Backup Essentials is a backup and availability solution for small businesses and provides disaster recovery and virtualization management software for VMware and Hyper-V virtual environments. This software will ensure that HACCC does not suffer any outages as a result of system failures.

Action of Board On: **12/06/2016** ☒ APPROVED AS RECOMMENDED ☐ OTHER

Clerks Notes:

VOTE OF COMMISSIONERS

AYE: John Gioia, Commissioner
 Candace Andersen,
 Commissioner
 Mary N. Piepho,
 Commissioner
 Karen Mitchoff,
 Commissioner
 Federal D. Glover,
 Commissioner

I hereby certify that this is a true and correct copy of an action taken and entered on the minutes of the Board of Supervisors on the date shown.

ATTESTED: December 6, 2016

Joseph Villarreal, Executive Director

ABSENT: Fay Nathaniel,
 Commissioner
 Jannel George-Oden,
 Commissioner

By: June McHuen, Deputy

Contact: 925-957-8028

cc:

In soliciting this contract, HACCC has made use of its ability to utilize interagency purchasing agreements. HUD requires housing authorities to competitively solicit goods and services. Usually the entire procurement process is conducted in-house by a housing authority looking for a particular product or service. However, HUD permits, and even encourages, housing authorities to procure goods and services via cooperative and interagency agreements. Such agreements can greatly simplify and expedite the procurement process since the housing authority does not have

BACKGROUND (CONT'D)

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to develop specifications, solicit vendors for bids or evaluate those vendors that submit bids. This is especially helpful in situations such as the Authority's current network needs, where time is of the essence and there are limited staff resources available to manage a very technical solicitation. Also, cooperative agreements can offer substantial pricing discounts to housing authorities because vendors can price their products and services more aggressively when they know their customer base is significantly larger than just one agency.

In seeking a data and voice network vendor, the Authority utilized an interagency purchasing agreement. If approved by the Board, this contract will be awarded through Merced County's Fast Open Contracts Utilization Services (FOCUS). FOCUS is California's only nationwide, local government-to-government purchasing program. It allows cities, counties, schools, special districts and other public entities to acquire technology products and services quickly, easily, and at competitive rates. Originally formed as a result of dire budgetary constraints in the early 1990s, FOCUS has emerged as a tool to procure technology goods and services, quickly and from multiple sources. Available contracts are competitively bid nationally and all contract awards required at least two vendors be selected. Since the inception of FOCUS in 1997, more than \$50,000,000 in technology purchases have been made by numerous local jurisdictions, schools and special districts, as well as state and federal agencies throughout California and the rest of the United States. Procurement through FOCUS meets HUD and California procurement guidelines.

If approved by the Board, the proposed contract will be awarded to AMS. AMS was awarded a contract via the FOCUS program on July 7, 2015 to provide telecommunications solutions technology and services to federal, state and local governmental jurisdictions. Since the FOCUS award to AMS is a three year contract, the Authority can utilize this award any time prior to July 6, 2018 to sign its own contract with AMS. AMS was founded in 1988. AMS is an IP Convergence Specialist providing infrastructure and communication technology solutions to businesses, educators and government entities throughout the West Coast. They provide turnkey solutions using cutting-edge technology in the areas of IP Communications, Video Conferencing, Surveillance, Wireless Connectivity, Security, Structured Wiring and Network Infrastructure. AMS has served as the Authority's voicemail network provider since 2002. By contracting with AMS via FOCUS, customers reaped benefits of approximately 40% savings on the products and services in the proposed contract.

The total cost of the network upgrades is \$131,189.27. Due to the scale and complexity of the contract and the need to complete the upgrades as quickly as possible, staff is asking the Board for contract approval not to exceed \$150,000, which provides for approximately 13% in a contingency allowance. Further Board approval will be required if the cost of the project exceeds \$150,000.

FISCAL IMPACT

The Housing Authority's (HACCC) total cost for this service will not exceed \$150,000. Funding for this contract is included in HACCC's current budget using funds provided by the U. S. Department of Housing and Urban Development.

CONSEQUENCE OF NEGATIVE ACTION

Should the Board of Commissioners elect not to award the contract to AMS.Net, HACCC will be required to go out to bid for new data and voicemail networks. This process would be lengthier and likely more expensive than procuring via FOCUS.