



Contra
Costa
County

To: Board of Supervisors
From: Marc Shorr, Chief Information Officer
Date: March 30, 2021

Subject: Execute a PO with General Datatech & 3rd Party Lease Agreement with Key Government Finance, Inc.

RECOMMENDATION(S):

APPROVE and AUTHORIZE the Purchasing Agent, or designee, to execute, on behalf of the Chief Information Officer, Department of Information Technology, a purchase order with General Datatech, and a third-party lease agreement with Key Government Finance, Inc., in an amount not to exceed \$1,200,000 for the purchase of Cisco router, switches, software and hardware maintenance for a five-year term from the delivery of shipments, Countywide.

FISCAL IMPACT:

The cost of \$1,200,000 is charged back to user departments through the Department of Information Technology's (DoIT) billing process.

BACKGROUND:

The Department of Information Technology is purchasing the Cisco computer equipment, related supplies and software to replace outdated PBX telephone systems throughout the

☒ APPROVE
 ☐ OTHER
☒ RECOMMENDATION OF CNTY ADMINISTRATOR
 ☐ RECOMMENDATION OF BOARD COMMITTEE

Action of Board On: **03/30/2021** ☒ APPROVED AS RECOMMENDED ☐ OTHER

Clerks Notes:

VOTE OF SUPERVISORS

AYE: John Gioia, District I Supervisor
 Candace Andersen, District II Supervisor
 Diane Burgis, District III Supervisor
 Karen Mitchoff, District IV Supervisor
 Federal D. Glover, District V Supervisor

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: March 30, 2021

Monica Nino, County Administrator and Clerk of the Board of Supervisors

By: Laura Cassell, Deputy

Contact: Marc Shorr
925-608-4071

cc:

County and to replace with a Voiceover Internet

BACKGROUND: (CONT'D)

Protocol (VoIP) system. A growing number of departments are requesting this technology which will allow for greater flexibility and to assist employees who are and may continue to work from home. The equipment will allow the County to retire old analog service for a redundant Internet Protocol (IP) service.

Key Government Finance, Inc. is a financing partner of Cisco Systems, Inc. The interest rate for this financing is not to exceed 1.5%. The amount needed to cover the principal and interest has been budgeted for FY 2020-2021 and will continue for subsequent fiscal years.

CONSEQUENCE OF NEGATIVE ACTION:

If this request is not approved, the County will not be able to replace an outdated analog with the latest IP technology. Failure to upgrade these critical systems may result in reduced capacity, system failure, and interrupted business and emergency operations.