



BOARD OF SUPERVISORS
AGENDA LETTER

Agenda Number:

Clerk of the Board of Supervisors
105 E. Anapamu Street, Suite 407
Santa Barbara, CA 93101
(805) 568-2240

Department Name: Information Technology
Department No.: 067
For Agenda Of: June 18, 2024
Placement: Administrative
Estimated Time:
Continued Item: No
If Yes, date from:
Vote Required: Majority

TO: Board of Supervisors

FROM: Department Chris Chirgwin, Chief Information Officer, 568-2608
Director(s)
Contact Info: Andre Monostori, Deputy Chief Information Officer, 568-2606

SUBJECT: Agreement for Services of Independent Contractor with Astound Business Solutions, LLC; All Districts.

County Counsel Concurrence

As to form: [Yes](#)

Other Concurrence: Risk Management

As to form: [Yes](#)

Auditor-Controller Concurrence

As to form: [Yes](#)

Recommended Actions:

- a) Authorize and approve the Chair of the Board to execute an Agreement for Services of Independent Contractor with Astound Business Solutions, LLC., (Astound), a Delaware corporation, for the County's telephone services for a total maximum contract amount of \$342,000, beginning July 1, 2024, through June 30, 2029 (Agreement); and
- b) Approve and authorize the Chief Information Officer (CIO), or their designee, to order additional services in an amount not to exceed 10% of the contract amount, or \$34,200.
- c) Determine that the above recommended action is a government funding mechanism or other government fiscal activity, which does not involve any commitment to any specific project that may result in a potentially significant physical impact on the environment and is therefore not a project under the California Environmental Quality Act (CEQA) pursuant to section 15378(b)(4) of the CEQA Guidelines.

Summary Text:

This item is on the agenda to request that the Board of Supervisors (Board) authorize the Chair to enter into the Agreement with Astound for the provision of the County's dark fiber services for FY 24-25 through FY 28-29.

Background:

Astound (formerly Wave) has been providing dark fiber and ethernet network service for the County of Santa Barbara since 2018. Since its inception, this partnership has been integral to the operational infrastructure of our organization, facilitating seamless connectivity and robust data transmission capabilities between major campuses, to remote offices, and to the Internet. The key enhancements and provisions of the renewed contract reflect our commitment to optimizing network performance, maximizing operational efficiency, and delivering exceptional value to our organization.

Key Highlights of the Renewed Contract:

Additional Bandwidth Allocation: Recognizing the increasing demands on our network infrastructure, the renewed contract includes provisions for expanded bandwidth allocation. This augmentation enables our organization to accommodate growing data traffic, support emerging technologies, and enhance overall network performance.

Cost Optimization Initiatives: Through strategic negotiations and collaborative efforts, we have secured favorable pricing terms with Astound. These cost optimization initiatives not only result in significant savings for our organization but also ensure that we continue to receive high-quality network services without compromise.

Continued Reliability and Quality of Service: Building upon our longstanding partnership, the renewed contract reaffirms our mutual commitment to reliability and quality of service. With service level agreements (SLAs) in place, Astound remains dedicated to delivering best-in-class network services, ensuring uninterrupted connectivity and business continuity for our organization.

Fiscal and Facilities Impacts:

Budgeted: Yes

Fiscal Analysis:

Funding Sources	Monthly Recurring Charge	Annual Cost	Five-Year Total
ITD Internal Service Fund 1915	\$ 5,700.00	\$ 68,400.00	\$ 342,000.00

Narrative:

Funding to cover the costs is included in the IT Shared Services Internal Service Fund (ISF) rates allocated to departments, including funding to cover the 10% contingency amount of \$34,200 if it is determined that additional services are needed. The methodology used to determine the allocation is based on departmental device count. The agreement is at a monthly rate of \$5,700 (\$5,700 per month x 12 months = \$68,400 x 5 years = \$342,000). Current monthly costs are roughly \$13,000. By locking in pricing with this agreement, the County will be saving approximately \$7,000 a month (\$13,024 per month - \$5,700 per month = \$7,324 per month savings x 12 months = \$87,888 savings per year x 5 years = \$439,400).

Special Instructions:

Clerk of the Board: Please return one (1) copy of the executed agreement plus the minute order of the action to the Information Technology Department, attention: Onelia Rodriguez, Finance Manager, Information Technology Department.

Attachments:

Attachment A—Astound Master Services Agreement

Authored by:

Jason Womack, Department Business Specialist, Information Technology Department