



**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: General Services
Department No.: 063
For Agenda Of: March 11, 2014
Placement: Administrative
Estimated Tme:
Continued Item: No
If Yes, date from:
Vote Required: Majority

TO: Board of Supervisors

FROM: General Services Matthew P. Pontes, Director 805-560-1011
Contact Info: Jennifer Slayman, Assistant Director 805-568-2606

SUBJECT: Computer Infrastructure Equipment Procurement

County Counsel Concurrence

As to form: Yes

Other Concurrence: Purchasing, Risk Management, Public
Defender
As to form: Yes

Auditor-Controller Concurrence

As to form: Yes

Recommended Actions:

That the Board of Supervisors:

- a) Authorize the Purchasing Agent to execute a Purchase Order, with suppliers of information technology goods and services piggybacking on the State's competitively bid Western State Contracting Alliance (WSCA) master/cooperative agreement, pursuant to California Public Contract Code Section 10298;
- b) Authorize the Purchasing Agent to contract with World Wide Technology (WWT, not a local vendor) for the procurement of computer infrastructure equipment and professional services on the basis of the State's competitively bid WSCA master/cooperative agreement in an amount of \$1,209,491;
- c) Authorize the Purchasing Agent to establish a blanket purchase order with WWT for system components on the basis of the State's competitively bid WSCA master/cooperative agreement in an amount not to exceed \$100,000 annually; and
- d) Determine that the proposed actions are administrative activities that will not result in physical changes to the environment and are therefore not a project subject to the California Environmental Quality Act (CEQA) pursuant to State CEQA Guidelines Section 15378.

Summary Text:

General Services, currently manages a multitude of information infrastructure services that are fundamental to every computer function within the County. Infrastructure systems reside on independently managed hardware and software solutions including Hewlett Packard (HP) servers, Cisco data center network gear, and EMC storage.

The General Services, Information and Communications Technology (ICT) division's maintenance plan established optimal refresh/upgrade points during the service life of a product/system to ensure continued supportability throughout the lifecycle. These changes are in the form of server hardware and software upgrades, component substitution, replacement, or re-design of the product and evaluation of alternative hosting platforms. Executing this technology refresh plan is vital to ensuring that our infrastructure system is technically capable, available, sustainable and cost effective.

The current enterprise infrastructure solutions are at maximum capacity, and can no longer be expanded to meet County's growing business needs. Departments have approached General Services staff requesting storage and virtual infrastructure resources, and we have not been able to provide those services with our current environment. Additionally, systems failures are increasing as our equipment ages. We consider this situation to be approaching high risk and potential outages could have a high impact on County constituent services.

Staff is recommending replacement of our disparate infrastructure with a converged system built and managed by Virtual Computing Environment Company (VCE), procured through World Wide Technology (WWT).

Background:

The County's current infrastructure components are at the end of their useful life and we are at increased risk for failure as the equipment continues to age. Storage and server components reach end of calculated life in May 2014. Cisco data center network gear will reach end of expected life in December 2014. These systems can be replaced independently, as they were purchased, or as a certified converged infrastructure. We have budgeted for and should replace these systems according to their useful life cycles.

The goal of this project is to provide highly reliable, scalable, enterprise class solutions with fault tolerance and disaster recovery that meets current and expanding County business needs.

Objectives in support of this goal include:

- ✓ Partner with a reputable Value Added Reseller, VCE, who is expert in infrastructure solutions, which will provide project design and implementation support as well as long term ongoing support throughout the expected life of the system
- ✓ Ensure that current and future business needs are identified to the best of our ability
- ✓ Design a solution that is scalable in that additional data storage modules and blade servers can be added to the base system as business needs change

- ✓ Ensure that the solution maintains our comprehensive disaster recovery plan leveraging the County's geography to ensure no single failure can impair the Infrastructure Services offering

The upgraded environment will provide technologies with approximately \$556,000 cost savings realized through merging the procurement and support of all data center infrastructure onto a common platform called VBlock. VBlock is a built to order computer solution provided by VCE comprised of Cisco data center and server components combined with EMC storage. The systems are scalable to address future technology needs.

California Public Contract Code Section 10298 authorizes the State Director of General Services to establish contracts, master agreements, multiple award schedules, cooperative agreements, and other types of agreements that leverage the State's buying power for acquisitions of information technology goods and services. Section 10298 further authorizes local agencies to contract with suppliers awarded those contracts without further competitive bidding. Upon your Board's approval of the Recommended Actions, the Purchasing Agent would have authority to contract with WWT without further competitive bidding on the basis of the State's competitively bid WSCA master/cooperative agreement pursuant to California Public Contract Code Section 10298.

Use of the WSCA contracting vehicle provided the County substantial discounts ranging from 51% to 59% off retail list price. WWT is one of four authorized partners for VCE. Authorized partners must complete training from: VMware, Cisco, EMC and VCE before they are able to sell a Vblock™ System. VCE currently does not have an authorized partner in the County of Santa Barbara.

Performance Measure:

Percent reduction in network outages (Target = > 5%)

Key Contract Risks:

With any contractor providing professional technical installation services, there is a small risk that the vendor may not be able to deliver services as contracted due to financial or resource constraints. To mitigate these risks, General Services/ICT will contract for support with the manufacturers of the hardware and software being installed.

Fiscal and Facilities Impacts:

Budgeted: Yes

Fiscal Analysis:

<u>Funding Sources</u>	<u>Current FY Cost:</u>	<u>FY2014-15 Costs</u>	<u>Total One-Time Project Cost</u>
General Fund	\$ 40,000		\$ 40,000
State			
Federal			
Fees			
Other: ISF Fund 1915	\$ 977,000	\$ 203,000	\$ 1,180,000
Total	\$ 1,017,000	\$ 203,000	\$ 1,220,000
<u>Anticipated Expenditures</u>			
WWT EMC	499,171		499,171
WWT Cisco	408,320	203,000	611,320
WWT VCE	99,000		99,000
Subtotal WWT Initial Contract	1,006,491	203,000	1,209,491
WWT Blanket Purchase Order	10,509		10,509
Total	\$ 1,017,000	203,000	1,220,000

Narrative:

Replacement of the enterprise infrastructure environment is funded from reserved retained earnings of the Information Technology Internal Service Fund (ISF) depreciation account that has accrued over the last five years.

Procurement budget of \$1,180,000 is included in the adopted budget for FY 13-14 (\$977,000) as well as the proposed budget for FY 14-15 (\$203,000). The system installation will span fiscal years, final payment to be made in FY 14-15. A blanket purchase order of \$100,000 is being established to facilitate the expansion of the system to meet County growth needs. General Services has budgeted \$10,509 as a contingency to fund incidental installation components. The balance is available for departmental projects.

The Public Defender's Office (PDO) is in need of mass data storage for their new Case Management system. PDO has approached ICT with \$40,000 which they would contribute to this procurement to secure six (6) Terabytes of enterprise storage. Incorporating their current business needs into this procurement will allow them to obtain the required storage at the desired price point, and provide the funding needed to procure the converged environment.

Staffing Impacts:

Legal Positions:
0

FTEs:
0

Special Instructions:

Please send one (1) duplicate original of the minute order to Mark Masoner, Purchasing Agent, General Services Department and one (1) duplicate of the minute order to Jennifer Slayman, ICT General Services Department.

Attachments:

Attachment A: CoSB Terms & Conditions for Independent Contractors

Attachment B: Statement of Work

Attachment C: Solution Overview

Attachment D: Bill of Materials for Cisco Components

Attachment E: Bill of Materials for EMC Components

Attachment F: Bill of Materials for Professional Services

Attachment G: Solution Details

Authored by:

Virginia Butterfield, GS/ICT Technical Support Manager