

# C-15

July 13, 2021

HONORABLE MAYOR AND CITY COUNCIL  
City of Long Beach  
California

## RECOMMENDATION:

Adopt a Resolution authorizing the City Manager, or designee, to execute a contract, and any necessary documents including any amendments, with GovConnection, Inc., dba Connection, of Merrimack, NH, for ongoing lifecycle replacement of equipment and new incremental technology growth, on the same terms and conditions afforded to Region 4 Education Service Center (ESC), of Texas, through OMNIA Partners, Public Sector, in a total annual amount not to exceed \$2,866,000, until the Region 4 ESC contract expires on May 31, 2024, with the option to renew for as long as the Region 4 ESC contract is in effect, at the discretion of the City Manager. (Citywide)

## DISCUSSION

City Council approval is requested to enter into a contract with GovConnection for ongoing lifecycle replacement of equipment and new incremental technology growth.

In 2018, City Council adopted Resolution No. RES-18-0089 to utilize the terms and conditions afforded to Contract No. R160202 with Region 4 Education Service Center (ESC), through the National Intergovernmental Purchasing Alliance-The Cooperative Purchasing Network (National IPA-TCPN), for furnishing, delivering, and installing data center systems equipment, telecommunications equipment, and user devices. This contract will expire with no renewal options on July 31, 2021.

GovConnection was selected as one of three vendors from cooperative agreements to provide technology-related equipment and software to meet critical technology infrastructure needs, such as replacing outdated technology that is becoming unreliable and will not support new systems in the new Civic Center. GovConnection has provided a substantial portion of the technology and associated installation services throughout the last few years, including the equipment for the City's data center, network communications, audio/video systems, security cameras, and cybersecurity systems. GovConnection is a key partner to the City in meeting its ongoing and future critical technology infrastructure needs.

With the upcoming expiration of the City's existing contract with GovConnection, staff are proposing to enter into a new cooperative agreement with GovConnection, utilizing the terms and conditions afforded to contract R210402 with Region 4 ESC, through OMNIA Partners, Public Sector, for furnishing, delivering, and installing data center systems equipment, telecommunications equipment, and user devices.

City Charter Section 1802 provides an alternative procurement method by permitting the City to purchase or otherwise obtain services, supplies, materials, equipment, and labor with other governmental agencies. This alternative procurement method can save time and reduce costs through economies of scale by purchasing under existing contracts from other government agencies on a voluntary and selective basis, when authorized by a Resolution adopted by the City Council. Cooperative purchase agreements combine the requirements of two or more public procurement entities to leverage the benefits of volume purchases, delivery, and supply chain advantages, best practices, and the reduction of administrative time and expenses. Generally, the originating entity/agency will competitively award a contract that will include language allowing for other entities to utilize the contract with pre-determined pricing.

The use of cooperative purchasing contracts provides agencies with opportunities for greater efficiencies in acquiring goods and services, reduces the City's administrative burden of conducting a competitive bid process, and offers more significant cost savings by leveraging multiple-agency buying volumes. Cooperative purchasing agreements are a highly-effective means for procuring critical technology equipment. The proposed Resolution allows purchases under the Region 4 Education Service Center (ESC), through OMNIA Partners, Public Sector, for as long as it is in effect, and the City's participation may be terminated at any time with 30 days prior written notice.

This matter was reviewed by Deputy City Attorney Erin Weesner-McKinley on June 23, 2021, Business Services Bureau Manager Tara Mortensen on June 10, 2021, and by Budget Analysis Officer Gregory Sorensen on June 21, 2021.

#### TIMING CONSIDERATIONS

City Council action to adopt a Resolution and award a contract concurrently is requested on July 13, 2021, to ensure the contract is in place expeditiously, so there will not be any interruptions or delays in providing equipment and services.

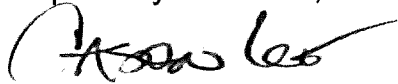
#### FISCAL IMPACT

The total amount of the contract will not exceed \$2,866,000. Sufficient funds are currently budgeted in the General Services Fund Group in the Technology and Innovation Department for ongoing lifecycle replacement of equipment and maintenance services. These costs are recovered from client departments through the annual TI Memorandum of Understanding (MOU). This recommendation has no staffing impact beyond the normal budgeted scope of duties and is consistent with existing City Council priorities. There is no local job impact associated with this recommendation.

SUGGESTED ACTION:

Approve recommendation.

Respectfully submitted,



LEA D. ERIKSEN  
DIRECTOR OF TECHNOLOGY AND INNOVATION

APPROVED:



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THOMAS B. MODICA  
CITY MANAGER

1 RESOLUTION NO.  
2

3 A RESOLUTION OF THE CITY COUNCIL OF THE  
4 CITY OF LONG BEACH AUTHORIZING THE CITY  
5 MANAGER OR DESIGNEE TO EXECUTE A CONTRACT  
6 WITH GOVCONNECTION, INC. DBA CONNECTION, FOR  
7 ONGOING LIFECYCLE REPLACEMENT OF EQUIPMENT  
8 AND NEW INCREMENTAL TECHNOLOGY GROWTH, ON  
9 THE SAME TERMS AND CONDITIONS AFFORDED TO  
10 REGIONAL 4 EDUCATION SERVICE CENTER (ESC)  
11 THROUGH OMNIA PARTNERS, PUBLIC SECTOR, IN A  
12 TOTAL ANNUAL AMOUNT NOT TO EXCEED \$2,866,000,  
13 UNTIL THE REGION 4 ESC CONTRACT EXPIRES ON MAY  
14 31, 2024, WITH THE OPTION TO RENEW FOR AS LONG  
15 AS THE REGION 4 ESC CONTRACT IS IN EFFECT, AT THE  
16 DISCRETION OF THE CITY MANAGER  
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18 WHEREAS, the Charter of the City of Long Beach, Section 1802, permits  
19 the City Manager to enter into a contract on behalf of the City, in writing or otherwise,  
20 without advertising for bids, for services, supplies, materials, equipment or labor, with  
21 other government agencies, when authorized by resolution; and

22 WHEREAS, the City requires ongoing lifecycle replacement of equipment  
23 and new incremental technology growth; and

24 WHEREAS, Region 4 Education Service Center through Omnia Partners,  
25 Public Sector, has a contract with GovConnection, Inc. dba Connection for technology  
26 solutions, products, and services, Contract No. R210402 ("Omnia Contract"); and

27 WHEREAS, the City's participation in the Omnia Contract will facilitate  
28 timely acquisition of the ongoing lifecycle replacement of equipment and new incremental

1 technology growth as well as provide considerable cost benefits to the City; and

2 WHEREAS, if the City had to go to formal bid rather than participate in the  
3 Omnia Contract considerably more funds would be required;

4 NOW, THEREFORE, the City Council of the City of Long Beach resolves as  
5 follows:

6 Section 1. The City Manager or designee is hereby authorized to enter  
7 an agreement with GovConnection, Inc. dba Connection for ongoing lifecycle  
8 replacement of equipment and new incremental technology growth, of the same kind  
9 identified in the Omnia Contract in an amount not to exceed Two Million Eight Hundred  
10 Sixty-Six Thousand Dollars (\$2,866,000), until the Region 4 ESC Contract No. R210402  
11 expires on May 31, 2024, with the option to renew for as long as the Region 4 ESC  
12 Contract No. R210402 is in effect, at the discretion of the City Manager.

13 Section 2. This resolution shall take effect immediately upon its adoption  
14 by the City Council, and the City Clerk shall certify the vote adopting this resolution.

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OFFICE OF THE CITY ATTORNEY  
CHARLES PARKIN, City Attorney  
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Long Beach, CA 90802-4664

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I hereby certify that the foregoing resolution was adopted by the City Council of the City of Long Beach at its meeting of \_\_\_\_\_, 2021 by the following vote:

Ayes: Councilmembers: \_\_\_\_\_

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\_\_\_\_\_

Noes: Councilmembers: \_\_\_\_\_

\_\_\_\_\_

Absent: Councilmembers: \_\_\_\_\_

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Recusal(s): Councilmembers \_\_\_\_\_

\_\_\_\_\_

City Clerk