



Legislation Text

File #: 21-0632, **Version:** 1

Recommendation to adopt resolution authorizing 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)

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provide technology-related equipment and software to meet critical technology infrastructure needs, such as replacing outdated technology that is becoming unreliable and will not support new systems in the new Civic Center.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.

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.

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.

Approve recommendation.

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LEA D. ERIKSEN
DIRECTOR OF TECHNOLOGY AND INNOVATION

APPROVED:

THOMAS B. MODICA
CITY MANAGER