



# Napa County

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## Legislation Text

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**TO:** Board of Supervisors  
**FROM:** Jon Gjestvang - Chief Information Officer - Information Technology Services  
**REPORT BY:** Elena Guzman - Staff Services Analyst  
**SUBJECT:** Sole Source Award to AMS.NET for Wireless Project Equipment, Labor and Software

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### **RECOMMENDATION**

Chief Information Officer requests a waiver of competitive bidding requirement and sole source award to AMS.NET (pursuant to Napa County Code Section 2.36.090) for a maximum of \$65,786 for the term of September 30, 2021 through September 30, 2024 for the purchase of the following equipment, labor and licensing for the Countywide wireless internet service project:

#### Carithers Building:

1. Meraki Cloud Managed Access Points for \$18,417 for three-year licensing and seventeen Access Points; including \$2,975 labor for a maximum amount of \$21,392; and
2. Wireless Cabling for \$4,660 labor and \$1,512 materials for a maximum amount of \$6,172.

#### Administration Building:

1. Meraki Cloud Managed Access Points for \$23,834 for three-year licensing and twenty-two Access Points; including \$3,850 labor for a maximum amount of \$27,684; and
2. Wireless Cabling for \$7,900 labor and \$2,638 materials for a maximum amount of \$10,538.

### **EXECUTIVE SUMMARY**

AMS.NET is the authorized Cisco vendor for the North Bay region and is Napa County's source for hardware and licensing purchases for all Cisco related products, including Cisco Meraki. The Meraki Enterprise license provides cloud-based centralized management, mobility and security across multiple Access Points allowing for network wide visibility and control. With the Meraki Enterprise licenses, the ITS Network Operations team will be able to continue to fulfill the requirements set forth in the County's strategic plan to have wireless access in County buildings by 2022.

Approval of today's requested action will allow for a waiver of competitive bidding requirement and sole

source award to AMS.NET for the purchase of equipment, labor, and licensing for the wireless internet service projects at the County's Carithers building and Administration building locations. The software subscriptions are for the term of September 30, 2021 to September 30, 2024.

The project's three-year Meraki licensing, equipment, materials, and associated labor costs for installation are all expected to be completed and paid for in the current fiscal year. The license costs \$705 per Access Point per year for a one-year term or \$339 per Access Point per year for a three-year term. By committing to the three-year subscription for thirty-nine Access Points, the County will realize a total savings of \$42,822 when compared to the one-year subscription model.

### **FISCAL & STRATEGIC PLAN IMPACT**

Is there a Fiscal Impact?	Yes
Is it currently budgeted?	Yes
Where is it budgeted?	Information Technology Services
Is it Mandatory or Discretionary?	Discretionary
Discretionary Justification:	The Meraki Enterprise License will allow for a secure wireless network with centralized management and mobility across multiple Access Points. These licenses are integral to the County's network infrastructure and daily operations.
Is the general fund affected?	No
Future fiscal impact:	The Meraki Enterprise Licenses, equipment, labor and material costs for installation are expected to be paid under the current fiscal year. Once the three-year licensing term expires, these expenses will be budgeted in Fiscal Year 2024-2025 in the ITS Infrastructure and Operations subdivision.
Consequences if not approved:	If not approved, ITS Network Operations will not be able to continue to fulfill the requirement set forth in the County's strategic plan to have comprehensive wireless solution in County buildings by 2022.
County Strategic Plan pillar addressed:	Effective and Open Government

### **ENVIRONMENTAL IMPACT**

ENVIRONMENTAL DETERMINATION: The proposed action is not a project as defined by 14 California Code of Regulations 15378 (State CEQA Guidelines) and therefore CEQA is not applicable.

### **BACKGROUND AND DISCUSSION**

AMS.NET, Inc. (AMS.NET) is the vendor the County uses for its telephony software licenses, annual technical support, and Cisco Voice Over Internet Protocol (VoIP) telephone system.

In addition to procuring software licenses through AMS.NET, the County has previously entered into a number of professional services agreements with AMS.NET over the past 4 years. On August 15, 2017, the Board of

Supervisors approved Agreement 180085B for a total of \$75,460 with AMS.NET for custom configuration, purchase of equipment, installation, and training services needed to upgrade the County's VoIP telephone system. The Network Operations and Telephony subdivisions of ITS worked with AMS.NET to complete the VoIP system upgrade. This agreement expired on June 30, 2018.

On October 1, 2017, the Board of Supervisors approved Agreement 180141B for a total of \$35,000 with AMS.NET in order to provide the County with professional technical support and maintenance for the VoIP system and core network infrastructure. Due to the highly technical nature of the VoIP system, the Telephony staff occasionally needed assistance from AMS.NET with troubleshooting, repairs, and reconfigurations.

On September 25, 2018, the Board of Supervisors approved Agreement 190127B for a total of \$13,800 with AMS.NET for security camera integration services related to the Sheriff's Facility Security Camera Project, PW17-17. This project allowed for the integration of the security camera equipment's management software into the County's system, the migration of existing Milestone Enterprise servers, the building of a new server, and the addition of existing Enterprise cameras to the new server. This agreement expired on June 30, 2019.

On April 21, 2020, the Board of Supervisors approved Amendment No. 1 to Agreement 180141B with AMS.NET for annual technical support hours, planned project, and software licenses related to the County's Cisco Voice Over Internet Protocol (VoIP), the expansion of the Health and Human Services Administration's operations call center, and the upgrade of ITS Network Operations' Border Gateway Protocol (BGP). This agreement expires on June 30, 2022.

On June 23, 2020, the Board of Supervisors approved a sole source award to AMS.NET for the purchase of software licenses for the Cisco Flex Plan Subscription and the Cisco Flex Contract Center Subscriptions. AMS.NET is a Cisco authorized vendor of the Cisco software licenses. The Cisco Flex Plan Subscription are the licenses the County uses for its telephone system, including phones, voicemail, and active directory. The Cisco Flex Contract Center Subscription licenses allow County employees to manage incoming calls for service, including placing holds, transfers, and the tracking of both call and wait times.

On March 16, 2021 the Board of Supervisors approved a sole source award to AMS.NET for the purchase of equipment, labor and licensing for the Countywide wireless internet services project at the County's 650 Imperial Way building. The 1127 First Street and 1195 Third Street building locations are a continuation of this project.

Approval of today's requested action will allow for a waiver of competitive bidding requirement and sole source award of up to a maximum of \$65,786 to AMS.NET for the purchase of the Meraki Enterprise three-year license and equipment and labor to install thirty-nine Access Points for the County's wireless internet services project at 1127 First Street and 1195 Third Street. With the Meraki Enterprise licenses the ITS Network Operations team will be able to fulfill the requirements set forth in the County's strategic plan to have wireless in County buildings by 2022. AMS.NET is a Cisco authorized vendor of the Meraki Enterprise licenses. The Meraki Enterprise license provides cloud-based centralized management, mobility and security across multiple Access Points allowing for network wide visibility and control. The County will realize a significant savings by committing to the three-year subscription per Access Point. The one-year subscription

costs \$705 per year and the three-year subscription costs \$339 per year. By committing to the three-year subscription for thirty-nine Access points and not electing to the one-year term, the County will realize a total savings of \$42,822 and reduce the renewal process for the continued licensing.

AMS.NET, Inc., is located in Livermore, CA, and is not a local vendor. AMS.NET implemented the County's VoIP system, giving the company extensive knowledge of the County's network infrastructure.