



# Board Agenda Item 34

DATE: April 11, 2023

TO: Board of Supervisors

SUBMITTED BY: Robert W. Bash, Director, Internal Services/Chief Information Officer

SUBJECT: First Amendment to Agreement with ConvergeOne, Inc.

RECOMMENDED ACTION(S):

**Approve and authorize the Chairman to execute First Amendment to the Agreement with ConvergeOne, Inc. for purchase of Cisco networking products and software services, effective upon execution, with no change to the potential five-year term of February 9, 2021 to February 8, 2026, and increasing the maximum compensation by \$6,000,000 to a total of \$15,000,000 to address higher than anticipated needs.**

There is no additional Net County Cost associated with the recommended action, which will allow the Internal Services Department - Information Technology (ISD-IT) to continue purchasing Cisco products and services from ConvergeOne, Inc. (ConvergeOne) for the County's network and telecommunication infrastructure. The increased funding under the recommended amendment (Amendment) will address newly identified projects and higher than anticipated service needs. This item is countywide.

ALTERNATIVE ACTION(S):

If your Board does not approve the recommended action, the County will need to find alternative methods for procuring Cisco products for the County's network and telecommunication systems and cybersecurity modernization efforts.

FISCAL IMPACT:

There is no increase in Net County Cost associated with the recommended action. The recommended amendment will increase total compensation by \$6,000,000, from \$9,000,000 to \$15,000,000. All costs associated with the recommended action will be funded through departmental chargebacks or through approved categorical funding for eligible projects under the American Rescue Plan Act (ARPA) - Coronavirus State and Local Fiscal Recovery Funds (SLFRF). Sufficient appropriations and estimated revenues are included the ISD - IT Org 8905 FY 2022-23 Adopted Budget.

DISCUSSION:

On February 9, 2021, your Board approved Agreement A-21-033 with ConvergeOne for networking products and software services (Agreement). The Agreement was for a potential five-year term, including a three-year initial term with two optional one-year extension, for the period of February 9, 2021 through February 8, 2026. ConvergeOne has sufficiently served the County under this agreement.

The recommended Amendment will increase the maximum compensation by \$6,000,000, to a total of \$15,000,000 to account for unanticipated additional needs. ISD-IT anticipates spending \$13 million during the

initial 3-year term, and an additional \$1 million for each of the two optional one-year extensions. This increase in compensation accounts for the unanticipated increased contract usage during the COVID-19 health emergency, as well as new projects related to strengthening cybersecurity of the County's network against cyber-attacks and cyber-intrusion threats, which will be completed during the initial term of the Agreement. These are in addition to the County's regular usage of Cisco products and services for much of the County's network and telecommunication infrastructure.

REFERENCE MATERIAL:

BAI #27, February 9, 2021

ATTACHMENTS INCLUDED AND/OR ON FILE:

On file with Clerk - First Amendment to Agreement with ConvergeOne

CAO ANALYST:

Ahla Yang