



# Board Agenda Item 44

DATE: August 9, 2022

TO: Board of Supervisors

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

SUBJECT: Agreement with Lorbel, Inc.

RECOMMENDED ACTION(S):

- 1. Approve and authorize the Chairman to execute an Agreement with Lorbel, Inc., for maintenance and repair services of uninterruptible power supply systems in County facilities, effective upon execution, not to exceed five consecutive years, which includes a one-year base contract with four automatic one-year extensions, total not to exceed \$1,107,500; and,**
- 2. Authorize the Internal Service Director/Chief Information Officer to add or replace systems and change service levels of systems pursuant to the methodology described in the recommended agreement, with no increase to the maximum compensation.**

There is no additional Net County Cost associated with the recommended actions, which would allow the Internal Services Department (ISD) - Facility Services (Facilities) and Information Technology Services (IT) Divisions to contract for repair and maintenance services for uninterruptible power supply (UPS) systems in specific county-operated facilities. The UPS systems provide backup power to critical at multiple facilities. The services are funded through chargebacks to user departments. Approval of the recommended actions will authorize the ISD Director to add and replace systems and change service levels based on parameters specified in the recommended agreement. This item is countywide.

ALTERNATIVE ACTION(S):

Should your Board not approve the recommended actions, ISD will not have an agreement to provide UPS system services to specific county-operated facilities, which could impact user departments' daily operations as ISD works with the ISD - Purchasing Division to competitively procure services.

FISCAL IMPACT:

There is no increase in Net County Cost associated with the recommended actions. The maximum compensation is \$1,107,500 for the term. Actual costs will be charged back to the user departments occupying facilities with UPS systems. Sufficient appropriations and estimated revenues are included in the ISD - Facilities Org 8935 and ISD - IT Org 8905 FY 2022-23 Recommended Budget and will be included in future budget requests.

DISCUSSION:

UPS systems are power sources that allow networks and devices to continue running for a temporary period when the primary power source is lost, which is essential for the continuity of daily operations for user

departments.

On November 23, 2021, ISD - Purchasing, on behalf of ISD, issued a Request for Quotation (RFQ) #22-026 for maintenance and repair services for the County's UPS systems. The response period closed on December 22, 2021, and one vendor responded: Lorbel, Inc. (Lorbel). However, the response was deemed non-responsive due to the bid only containing a quotation schedule instead of including all documents as required in the RFQ.

Since the RFQ resulted in no responsive bids, following consultation with ISD - Purchasing, ISD approached Lorbel based on their qualifications, experience with UPS systems, and being the closest Toshiba-certified vendor in proximity to the County. Toshiba manufactured UPS systems are located throughout the County.

The recommended agreement term is a potential five-year term, which includes a one-year base contract with four automatic one-year extensions. As such, it deviates from the standard three-year base contract and optional two one-year extensions, to give ISD flexibility to evaluate Lorbel's performance.

The recommended agreement provides that the ISD Director may add or replace systems and provides service pricing based on UPS kilo volt-amperes (kVA) size of the new system. The recommended agreement also provides that the ISD Director may replace systems listed in the agreement. For replacement of systems with an identical kVA and UPS quantity, the price shall be the same as the old unit. If the kVA and UPS quantity are different, the pricing methodology based on kVA shall be utilized. The recommended agreement further provides that the ISD Director may change service levels for a particular system.

ATTACHMENTS INCLUDED AND/OR ON FILE:

On file with Clerk - Agreement with Lorbel

CAO ANALYST:

Sonia M. De La Rosa