



County of Fresno

Hall of Records, Rm. 301
2281 Tulare Street
Fresno, California
93721-2198

Legislation Text

File #: 18-0956, **Version:** 1

DATE: September 25, 2018

TO: Board of Supervisors

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

SUBJECT: Retroactive Assignment of Agreement No. 15-512 for the Maintenance and Support of CISCO Products

RECOMMENDED ACTION(S):

Approve and authorize the Chairperson to execute a retroactive assignment of Agreement No. 15-512 from Datalink Corporation to Insight Public Sector, Inc., effective May 1, 2017, for the maintenance and support of CISCO products.

Approval of the recommended action will ensure that the County continues to receive maintenance and support for the CISCO products used by the County, including phone and data communication equipment. This item is countywide.

ALTERNATIVE ACTION(S):

Should your Board not approve the recommended action, the protections provided to the County under this Agreement may not be binding or easily enforceable, as the obligations of the contractor would remain with Datalink Corporation (Datalink), a company that no longer exists, as it was acquired by Insight Enterprises, Inc., the parent holding company of Insight Public Sector, Inc. (Insight).

RETROACTIVE AGREEMENT:

The recommended assignment of agreement is retroactive to May 1, 2017, the date when Datalink was purchased by Insight.

FISCAL IMPACT:

There is no increase in Net County Cost associated with the recommended action.

DISCUSSION:

On October 13, 2015, the Board approved Agreement 15-512 with Datalink Corporation to provide network communication, equipment, hardware, software products, licensing, and professional services, including but not limited to network communication equipment, technical, and maintenance support of CISCO products. The approved Agreement was effective for a three-year initial term, with the option for two, one-year extensions, with a maximum cost of \$1,925,000 over the potential five-year term. The Agreement was effective October 13, 2015 and expires October 12, 2020.

On January 6, 2017, Insight completed its acquisition of Datalink as a wholly owned subsidiary. Effective May 1, 2017, Insight merged its wholly owned subsidiary into two entities and all previous Datalink public sector customers were merged into Insight Public Sector, Inc. As a result of Insight's acquisition of Datalink, the

parties are requesting the County's consent to Datalink's assignment of all of its rights and obligations under the County's existing agreement to Insight.

Approval of the recommended action will assign all rights, interests, obligations, responsibilities, and liabilities of Datalink under the existing Agreement 15-512 to Insight. If your Board approves the recommended assignment, the assignment will be retroactive to May 1, 2017, the date Insight purchased Datalink. All other terms and conditions of the Agreement remain the same.

REFERENCE MATERIAL:

BAI #33, October 13, 2015

ATTACHMENTS INCLUDED AND/OR ON FILE:

On file with Clerk - Assignment of Agreement 15-512

CAO ANALYST:

Juan Lopez