

ITEM REQUIRING BOCC APPROVAL  
(3 ITEMS)

1. INTERNET CIRCUIT -- INFORMATION TECHNOLOGY AND SUPPORT SERVICES (ITSS)  
FUNDING -- INFORMATION TECHNOLOGY AND SUPPORT SERVICES

(Single Source)

#18-2051 Contract

CenturyLink, Inc.				
Description	Quantity	Term (Months)	Monthly Recurring Cost	One Time Activation
Service address: 714 N. Main St., Wichita, KS				
Internet Access - 1 Gbps x 1 Gbps	1	Co-term to 1/18/22	\$1,773.02	\$0.00
Internet Transport - Ethernet 1 Gbps x 1 Gbps	1	Co-term to 1/18/22	\$290.05	\$0.00
<b>Total</b>			<b>\$2,063.07</b>	<b>\$0.00</b>

On the recommendation of Josh Lauber, on behalf of Information Technology and Support Services, Linda Kizzire moved to **accept the quote from CenturyLink, Inc. at the rates listed above to expire January 18, 2022.** Jennifer Dombaugh seconded the motion. The motion passed unanimously.

With the move of COMCARE Support Services to 4035 E. Harry St., Sedgwick County was obligated to maintain a contract for services from CenturyLink, Inc. for a point-to-point circuit with their old location. To cancel the point-to-point circuit would have incurred approximately \$69,131.24 in costs for termination which includes the build in costs and remainder of the contract. To avoid these termination costs, ITSS worked with CenturyLink, Inc. to determine our option presented here.

The current monthly cost for internet connection and the point-to-point contracts with CenturyLink, Inc. is \$2,114.17. With this move, CenturyLink, Inc. has offered to co-term our current contract to allow us to move up to a 1 Gbps Internet connection for \$2,063.07 per month, increasing the entire county's Internet bandwidth. This is a savings of \$51.10 per month.

Note:

The 'co-term' contract will start as soon as it is signed and returned to CenturyLink, Inc. The 'Internet Access' and 'Internet Transport' are both part of the same Internet connection.

**This was originally presented to Bid Board on 9/27/18 and deferred at the 10/3/18 BoCC for future review.**

***Questions and Answers***

Tom Stolz: For the record, Linda and I did talk with IT about this in her office and we are more clear on this than we were.

**2. INTERNET CIRCUIT -- INFORMATION TECHNOLOGY AND SUPPORT SERVICES**  
**FUNDING -- INFORMATION TECHNOLOGY AND SUPPORT SERVICES**

(Single Source)

#18-2050 Contract

Description	Cox Business				
	Quantity	Unit Price	Term (Months)	Monthly Recurring Cost	One Time Activation
<b>Service address: 510 N. Main St.</b>					
<b>Cox Fiber Internet Circuit for General Business usage: 1 Gbps x 1 Gbps</b>	<b>1</b>	<b>\$3,130.00</b>	<b>60</b>	<b>\$3,130.00</b>	
<b>Monthly Subtotal</b>				<b>\$3,130.00</b>	
<b>Service address: 714 N. Main St.</b>					
<b>Cox Cable Internet Circuit for Guest Usage: 1 Gbps x 35 Mbps</b>	<b>1</b>	<b>\$514.00</b>	<b>60</b>	<b>\$514.00</b>	
<b>Cox Cable Modem</b>	<b>1</b>	<b>\$4.99</b>	<b>60</b>	<b>\$4.99</b>	
<b>Cox Cable Modem Activation</b>	<b>1</b>	<b>\$25.00</b>			<b>\$25.00</b>
<b>Monthly Subtotal</b>				<b>\$518.99</b>	
<b>Monthly Total</b>				<b>\$3,648.99</b>	
<b>Total Spend</b>				<b>\$218,964.40</b>	

On the recommendation of Josh Lauber, on behalf of Information Technology and Support Services, Jennifer Dombaugh moved to **accept the quote from Cox Business at the rates listed above for sixty (60) months.** Richard Powell seconded the motion. The motion passed unanimously.

Sedgwick County currently has two (2) 100 Mbps fiber Internet connections downtown with Cox Business:

- One (1) to 510 N. Main St. for general business usage.
- One (1) to 714 N. Main St. for guest usage.

This new contract is to increase our general business usage Internet circuit from a 100 Mbps download/100 Mbps upload fiber connection to a 1 Gbps download/1 Gbps upload fiber connection.

The new contract will also change our guest Internet circuit from a 100 Mbps download/100 Mbps upload fiber connection to a 1 Gbps download/35 Mbps upload cable connection.

These changes will provide the county with a net savings of \$350.59 per month or \$21,035.40 over the duration of the contract.

This will replace the current contract with Cox Business.

Note:

The guest Internet circuit is located at 714 N. Main St. and is accessible across all of the wireless networks wherever the guest network is available. A guest network rarely would have a need for fast upload speeds, thus 35 Mbps will be sufficient.

**This was originally presented to Bid Board on 9/27/18 and deferred at the 10/3/18 BoCC**

**Notes for 18-2050 and 18-2051**

**Current**

Description	Provider	Speed/Type	Cost (Monthly Recurring)
510 N. Main St. Data Center Fiber Internet Circuit for General Business usage	Cox Business	100 Mbps Fiber	<b>\$2,000.00</b>
714 N. Main St. Data Center Fiber Internet Circuit for Guest Usage	Cox Business	100 Mbps Fiber	<b>\$2,000.00</b>
Cox Business Total			<b>\$4,000.00</b>
714 N. Main St. Data Center Fiber Internet Circuit for General Business usage	CenturyLink, Inc.	100 Mbps Fiber	<b>\$1,218.82</b>
635 N. Main St. COMCARE CSS Internet Circuit	CenturyLink, Inc.	100 Mbps Fiber	<b>\$895.35</b>
CenturyLink, Inc. Total			<b>\$2,114.17</b>
<b>Grand Total</b>			<b>\$6,114.17</b>

**Proposed**

Description	Provider	Speed/Type	Cost (Monthly Recurring)
510 N. Main St. Data Center Fiber Internet Circuit for General Business usage	Cox Business	1 Gbps Fiber	<b>\$3,130.00</b>
714 N. Main St. Data Center Cable Internet Circuit for Guest Usage	Cox Business	1 Gbps Cable	<b>\$518.99</b>
One Time Modem Activation Charge			<b>\$0.42</b>
Cox Business Total			<b>\$3,649.41</b>
714 N. Main St. Data Center Fiber Internet Circuit for General Business usage	CenturyLink, Inc.	1 Gbps Fiber	<b>\$2,063.07</b>
<b>Grand Total</b>			<b>\$5,712.48</b>
<b>Total Savings</b>			<b>\$401.69</b>

All Internet circuits receive an increase in download bandwidth from 100 Mbps to 1 Gbps (1,000 Mbps), and the county sees a total savings for both contracts 18-2050 and 18-2051 of \$402.11 per month.

These circuits service all of Sedgwick County and provide the connection for our Internet web presence (sedgwickcounty.org), web applications, such as reserving shelters at the park or paying property taxes online, and Virtual Private Network connections for the Sheriff's Office, MABCD, COMCARE, as well as other remote workers.

Two fiber Internet circuits through two separate vendors are utilized to provide a redundant system so that when outages or maintenance occurs, business can continue.

A separate guest circuit is used to provide Internet to non-county staff doing business in county locations.

Notes:

714 N. Main St. is the Data Center at Emergency Communications.

510 N. Main St. is the Data Center at the historic courthouse.

**3. NON-CONTRACTED ITEMS -- VARIOUS COUNTY DEPARTMENTS**

**FUNDING -- VARIOUS COUNTY DEPARTMENTS**

(Joint Governmental Purchase - Prince William County, VA Schools Bid #R-TC-17006 - U.S. Communities)

#18-2055

	<b>Amazon Business</b>
Non-contracted items	<b>Special business pricing for over 10 million items</b>

On the recommendation of Joe Thomas, on behalf of various county departments, Richard Powell moved to **establish a contract with Amazon Business based on Prince William County Schools Bid #R-TC-17006 available through U.S. Communities for non-contracted items, good through January 18, 2022 with options to renew three (3) additional two (2) year periods.** Linda Kizzire seconded the motion. The motion passed unanimously.

Non-contracted items include any goods or services that are not currently under contract with other vendors. Various county departments have expressed their need for a competitive source of supply for various item categories currently not under contract.

Amazon Business offers highly competitive goods/services either directly from their company warehouses or from third parties through their on-line Marketplace program. Marketplace is designed for small to medium businesses to market and sell their products and services on a nationwide basis. Currently there are 7,000 small/medium businesses selling on Amazon that are based in the state of Kansas.

Amazon Business is allowing access to their Business Prime shipping program at no charge through December 31, 2018. Business Prime allows for free 2-day shipping for all items listed as "prime."

All Amazon Business customers will receive no freight charges for all orders of non-prime items over \$25.00.

**Note:** Prince William County, VA Public Schools conducted a competitive solicitation process and received twelve (12) sealed proposals.

***Questions and Answers***

Tom Stolz: I assume this is the first kind of deal in our history as we're joining the market place.

Richard Powell: With the documentation here, it says for other items not currently under contract. Is Amazon going to have a particular catalog just for this contract or will this be simply their website? With so many things we have for different vendors on different contracts, do you see a concern with inadvertently ordering something from Amazon that might be under another contract?

Joe Thomas: Amazon has the capability by category of limiting access to certain categories but we've asked them to allow a view only because that may allow us to ask: "Is this contract competitive?" but not allow a department to buy from it. This catalog is what they call Amazon Business, very similar to the Amazon website but it's designed especially for businesses. At one time they said they had 10 million items available and now they state they have hundreds of millions of items.

The other advantage of having this program is they will provide reports by department and by category. If we find certain items in the non-contracted items that are larger sale items, we have the option to create a contract for that or send out an RFB or RFP. Before

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we had never been able to measure what's called tail spend. These are the items that are usually supplied by 2/3 of the suppliers but represent 5% of the dollar spend. So now we're trying to get our arms around it. For the areas that are still too small, this allows for competitive pricing.

Richard Powell: This will be loaded into our purchasing system like other vendors that we have large contracts with?

Joe Thomas: Yes, sir. The plan is we'll probably create a punch-out catalog like we have with Staples. Then Amazon will send representatives to train our shoppers on how to utilize the system. Another advantage is the Amazon website is strictly for P-cards. With Amazon Business, it allows us to use purchase orders.

Linda Kizzire: What goods and services are people looking for that aren't currently covered? We've got Staples and different vendors we can buy things cheaper than some of our vendors from other places but we're forbidden to do so.

Joe Thomas: I thought Staples had everything but Amazon has quite a bit more. I get so many e-mails from individuals saying they looked through Staples and they didn't have it. They might have it on Staples.com, which is a consumer website but they are unable to transfer it to the punch-out catalog because it was handled by a third party vendor. Sometimes third party vendors are not allowed to come through our punch-out catalog. Amazon is different. Not only do they have their own warehouses but they have third party vendors and make it seamless and we'll have access to all of these.

Angela Caudillo: Will this change the way shoppers do their business? Will they now have to first look at if there's a specific contract or if it's a smaller item to check Staples? If it's one item they can go into town and get it at Best Buy. How does the policy affect how the shoppers will perform their duties?

Joe Thomas: We're trying to make it as easy as possible. Amazon will block the category. If we identified a certain category that we have a contract for, they will block the category. That doesn't mean the shopper can't come back and make a business case and say they don't think it really falls under that contract, can it be opened up to buy it. We'll be able to do that. The shopper won't have to sit there wondering if it's contracted or not. If they're not sure about which contract, they can contact Purchasing or look at our online list to find out who are contracted vendors.

We find Amazon to be very competitive. A shopper is not going to have to be responsible to determine which items are already on contract. If we block something that shouldn't be, shoppers are very good about letting us know what's working and not working.

Angela Caudillo: How will this intersect with the P-Card policy where a department could make a decision if it's under a certain amount to just go get something and have it immediately?

Joe Thomas: The difference between a P-Card and the PO program is P-Cards are for nonrecurring items that are exceptional and you don't have to make a cart. If it's a recurring purchase, we encourage the cart/PO so we can track it. The added benefit with Amazon Business is they can aggregate it for either P-Card or PO first by Sedgwick County and then by the department, which allows us to watch the history of the item. P-Cards are designed for nonrecurring purchases and cases where vendors say we only accept credit cards.

Tom Stolz: Joe, this was really good work by Purchasing. I think the Commission will approve it. In the long term it will save taxpayers money, also monitoring capacity, and

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to get research and data as to what is cheapest for future contracts.

Joe Thomas: I want to thank our team for responding to shoppers' concerns. I appreciate the Purchasing team's input.