

ITEMS REQUIRING BOCC APPROVAL
January 14, 2021
(3 Items)

1. RISKMASTER (MESA) MAINTENANCE AND SUPPORT -- RISK MANAGEMENT
FUNDING -- RISK MANAGEMENT
 (Hardware/Software Maintenance)

#21-2001 Contract

Maintenance and Support - MESA (Hardware and Software) 04/01/2021 - 03/31/2024	Computer Sciences Corporation (CSC)
Annual Fee 04/01/2021 - 03/31/2022	\$24,305.00
Annual Fee 04/01/2022 - 03/31/2023	\$24,305.00
Annual Fee 04/01/2023 - 03/31/2024	\$24,305.00
Total	\$72,915.00

On the recommendation of Josh Lauber, on behalf of Risk Management, Ellen House moved to **accept the quote from Computer Sciences Corporation (CSC) for a three (3) year contract in the amount of \$72,915.00**. Anna Meyerhoff seconded the motion. The motion passed unanimously.

Riskmaster (MESA) is the records management system (RMS) used by Risk Management. By utilizing a RMS, the county is able to efficiently manage open claims and reference historical claims. Riskmaster is additionally used to track the financial expenditures per claim, which allows the county to then extract that information for internal uses and for required reporting to the State of Kansas and the county's insurance carriers.

Note:

The total spend for 2020 was \$24,903.00.

The county has used MESA software since 2009.

2. INFORMATION TECHNOLOGY SOLUTIONS AND SERVICES -- VARIOUS DEPARTMENTS

FUNDING -- VARIOUS DEPARTMENTS

(Joint Governmental Purchase - OMNIA Partners contracts #2018011-01; #2018011-02)

#20-2088 Contracts

	CDW, LLC dba CDW Government, LLC (CDW-G)
	SHI International Corporation
Information Technology Solutions and Services	Pricing listed on above OMNIA Partners contracts

On the recommendation of Josh Lauber, on behalf of various departments, Tim Myers moved to **utilize the OMNIA Partners contracts #2018011-01 with CDW, LLC dba CDW Government, LLC (CDW-G) and #2018011-02 with SHI International Corporation good through February 28, 2023 with two (2) one (1) year options to renew.** Randy Bargdill seconded the motion. The motion passed unanimously.

These contracts will have hundreds of items available to the county that were competitively solicited through the host agency, the City of Mesa, Arizona. A wide variety of technology solutions broken down by category including but not limited to systems, input/output devices, memory, storage devices, network equipment, software, media supplies, collaboration & IP telephony, and other related products & services.

The previous spend on software licensing is hard to estimate as Division of Information & Technology pays for maintenance and support on several enterprise wide systems while departments are responsible for costs associated with their own software and licensing for products like Microsoft Office, Adobe Pro, and other supplementary software as needed. Some software licensing and support is provided and maintained only through the developer (sole source provider) and would continue to be purchased outside this contract.

CDW-G and SHI International Corporation are technology VARs (value added resellers) that provide consulting, expertise, and other services while reselling products that a manufacturer may not have a direct sales channel for. County departments have continued to express an increased need for technology products over the years (specifically Apple, iOS products) and in response to this increased need, we have identified a cooperative agreement for the purchase of Apple (iOS) products.

CDW-G is frequently utilized by District Court 18 (DC18), as an example in the last few years, DC18 started purchasing monochrome and all-in-one laser printers after beginning participation in CDW-G's Printer Supplies Program (PSP). PSP takes advantage of a three (3) year warranty on any Brother printer purchased through CDW-G vs. the one (1) year warranty offered normally and a different price break other than the normally offered pricing. Since then DC18 has purchased multiple items including but not limited to Fujitsu scanners, DELL monitors, and Brother toners. When acquiring quotes for equipment, DC18 routinely seek quotes from CDW-G for any equipment purchased to ensure we are receiving fair market value.

Notes:

A Request for Proposal (RFP) was issued by the City of Mesa, Arizona on behalf of OMNIA Partners that allows public agencies and their eligible end users to participate for benefit of competitive contract pricing when executed March 1, 2018. Eleven (11) proposals were received and evaluated to determine whether each respondent met the minimum requirements of consideration.

SHI is a 100% minority owned company and a Corporate Plus member of the National Minority Supplier Development Council (NMSDC). Certified by the New York & New Jersey Minority Supplier Development Council (NY/NJ MSDC) and recognized by the 22 other regional affiliates of the NMSDC.

For additional information please visit:

<https://public.omniapartners.com/suppliers/cdw-g/contract-documentation#c35647>

<https://public.omniapartners.com/suppliers/shi/contract-documentation>

In 2020, DC18 purchased an estimated \$5,270.32 in printers, \$10,922.28 in monitors, and \$1,305.90 in web cameras.

Questions and Answers

Russell Leeds: When we get into buying monitors and potentially computers, is there still coordination through our IT department on the purchase of those types of items to ensure they are compatible with our networking needs?

Joe Currier: For county purchases, we purchase directly through Dell. DC18 is purchasing separately. We work together and make sure there is compatibility. I have no concerns with this moving forward.

Russell Leeds: This would be available to all county departments?

Joe Currier: Yes sir, absolutely.

Russell Leeds: As long as they coordinate through IT as required?

Joe Currier: Right. Anything through the county departments are going to come through our Helpdesk. We are going to coordinate and consult, figure out what's the best solution and provide that as a quote. We'll utilize these contracts to make that go forward.

Tim Myers: I know it's hard to estimate what we've spent in the past, that's pretty obvious, but it looks like we have a potential for savings with the different departments using the different things that are listed by this company correct?

Joe Currier: That is correct. That is why we are using both CDW-G and SHI to find out who is going to give us the best value and best product and price. When it comes to our software purchases, we're buying off of a national contract and generally those purchases are cheaper than market value than what you would see in a store like Best Buy or something like that as well.

Anna Meyerhoff: OMNIA Partners is mentioned several times. What does the OMNIA stand for?

Josh Lauber: That's a really good question. I have asked that myself. I can follow up and see if I can get that information. OMNIA Partners used to be two (2) separate national cooperatives, and as a trend, we have seen over the years national cooperatives have been merging and acquisitions of one another. This one specifically was two (2) large purchasing GPO's that merged together. I can follow up on what OMNIA specifically means and get that to you.

Note:

Further research of the requested question yielded the following:

From recommendation of JGP #20-2088, "OMNIA" from OMNIA Partners is derived from the created marketing campaign and announcement in 2019 after the rebranding of National IPA and U.S. Communities merger as a single consolidated cooperative purchasing organization or group purchasing organization (GPO).

When reaching out to our newly appointed OMNIA Partners Heartland Regional Manager, Ryan Elliott he advised OMNIA means, "*All Things.*" Their company motto or slogan is: *Through Power, Access, and Trust.*

They have historically enjoyed continued recent growth and consolidation of other GPOs that can be found in further detail if interested by visiting: <https://www.omniapartners.com/who-we-are/history>.