



Cover Memorandum/Staff Report

File #: 23-1200

Agenda Date: 9/18/2023

Item #: 6.R.3.

TO: Mayor and Commissioners
FROM: Jay Stacy, Chief Technical Director
THROUGH: Terrence Moore, City Manager
DATE: September 18, 2023

APPROVAL OF RESOLUTION NO. 162-23 FOR THE PURCHASE OF TECHNOLOGY PRODUCTS, SERVICES AND SOLUTIONS THROUGH INSIGHT PUBLIC SECTOR, INC.; UTILIZING COBB COUNTY GEORGIA SOLICITATION NO. 23-6692-03, - \$1,500,000 ANNUAL

Recommended Action:

Motion to approve Resolution No. 162-23 with Insight Public Sector, Inc., for the purchase of technology products, equipment services and solutions.

Background:

On July 7, 2020, the City entered into a Master Services Agreement pursuant to a County of Fairfax, Virginia Agreement, to purchase Technology products, computer equipment, software, maintenance and services through the Omnia Partners Agreement with Insight Public Sector, Inc. This contract term was from May 1, 2016 and extended through October 31, 2023. The City has purchased \$5.5 million worth of products and services through Insight Public Sector during this timeframe.

On May 1, 2023 a new Master Services Agreement pursuant to Cobb County, Georgia has been approved on contract Number 23-6692-03. This agreement extends to April 30, 2026 with two additional one year periods through April 30, 2028.

The IT Department, as part of its annual operating budget, must purchase annual support and maintenance for various equipment located in the City's data centers and located throughout buildings across the city. Additionally, some products become end-of-life and must be replaced when support is no longer available. Most of these items can be purchased from this contract which offers volume discounts that the City could not obtain on its own. Historically we have spent approximately \$1,500,000 annually on these types of systems and services. Insight Public Sector represents the majority of manufacturers used by the City for this purpose. The Cobb County Agreement provides best available pricing while saving time and money in the procurement process. The figures below represent our best estimate for the amount that will be spent over the remaining years of this agreement.

The total revised cumulative Agreement value is provided below.

Estimated Contract Value		
Contract Term	Upon full execution - April	\$4,000,000
Renewal Term	May 1, 2026 - April 30, 2028	\$3,000,000

Total Estimated Contract Value:	\$7,000,000
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This motion is in accordance with City Code of Ordinances Section 36.02, Accessing contracts from other Government Agencies and Not-For-Profit Organizations

Attachments:

1. Resolution No 162-23
2. P2023-045 Technology Product Solution and Related Services
3. Omnia Partner Executive Summary
4. Cobb County Contract
5. Annual Purchase List
6. Legal Review Checklist

City Attorney Review:

Approved as to form and legal sufficiency.

Funding Source/Financial Impact:

Funding is available from Accounts:

001-16-000-516.31-90, Professional Services
001-16-000-516.46-15, Service Equipment Maintenance
001-16-000-516.46-40, Other Repair Maintenance
001-16-000-516.51-20, Office Equipment < \$5,000
001-16-000-516.51-25, Computer Software
001-16-000-516.54-11, Subscriptions
Other Department Accounts

Time Sensitive:

No time sensitivity concern.