

**SUBMITTAL TO THE BOARD OF SUPERVISORS  
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**

124



**FROM:** Riverside County Information Technology

**SUBMITTAL DATE:**  
September 27, 2013

**SUBJECT:** Approve the Purchase of Cisco Equipment from Nexus IS, INC. via the Competitive Bidding Process, With Only One Responsive/Responsible Bid Received [\$185,899]

**RECOMMENDED MOTION:** That the Board of Supervisors:

1. Approve the purchase of Cisco equipment in the amount of \$185,898.54 from Nexus IS, INC; and,
2. Authorize the Purchasing Agent, in accordance with Ordinance No. 459.4, to sign amendments that do not change the substantive terms of the agreement, including amendments to the compensation provision that do not exceed the annual CPI rates.

**BACKGROUND:**

**Summary**

As a result of the East County Detention Center expansion, RCIT must replace and relocate equipment that supports all data and telephone communications for the eastern end of the county. RCIT recently went out with a Request For Quote (RFQ) for the purchase for the required network equipment however only one response was received from Nexus. Nexus is currently providing all Cisco equipment for the Converged Network Project (CNP) and the requested equipment purchase will be compatible with the project. The detention center project timeline requires the relocation of this equipment by November of this year.

*[Signature]*  
Kevin K Crawford  
Chief Information Officer

FINANCIAL DATA	Current Fiscal Year:	Next Fiscal Year:	Total Cost:	Ongoing Cost:	POLICY/CONSENT (per Exec. Office)
COST	\$ 185,899	\$ 0	\$ 185,899	\$ 0	Consent <input type="checkbox"/> Policy <input type="checkbox"/>
NET COUNTY COST	\$ 0	\$ 0	\$ 0	\$ 0	

**SOURCE OF FUNDS:** East County Detention Center (ECDC) Project Budget  
Budget Adjustment: No  
For Fiscal Year: 13/14

**C.E.O. RECOMMENDATION:** APPROVE  
BY: *[Signature]*  
County Executive Office Signature Christopher M. Hans

**MINUTES OF THE BOARD OF SUPERVISORS**

On motion of Supervisor Stone, seconded by Supervisor Ashley and duly carried by unanimous vote, IT WAS ORDERED that the above matter is approved as recommended.

Ayes: Jeffries, Tavaglione, Stone, Benoit and Ashley  
Nays: None  
Absent: None  
Date: October 8, 2013  
xc: RCIT, Purchasing

Kecia Harper-Ihem  
Clerk of the Board  
By: *[Signature]*  
Deputy

Prev. Agn. Ref.: District: 4th Agenda Number:

**3-12**

Departmental Concurrence

Purchasing: *[Signature]* Mark Seiler, Assistant Director

- Positions Added
- Change Order
- A-30
- 4/5 Vote

**SUBMITTAL TO THE BOARD OF SUPERVISORS, COUNTY OF RIVERSIDE, STATE OF CALIFORNIA  
FORM 11: Approve the Purchase of Cisco Equipment from Nexus IS, INC. via the Competitive Bidding  
Process, With Only One Responsive/Responsible Bid Received [\$185,899]**

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**PAGE: 2 of 2**

**BACKGROUND:**

**Impact on Citizens and Businesses**

The communications hub must be relocated to the new site to continue providing network communications to county departments. It is an integral part of the ECDC construction project and must be completed within the established project schedule.

**Contract History and Price Reasonableness**

The RFQ was released to the county's awarded Cisco equipment resellers and closed on September 23, 2013 with a single response received. Nexus is providing 50% discounts on all equipment and 26% discount on SMARTNET maintenance services as was provided on their annual maintenance agreement with the County and approved by the Board on April 9, 2013 (M.O. 3-26). Nexus is also providing a trade-in-credit of \$31,317 for equipment that is being removed and replaced.