



A Tradition of Stewardship  
A Commitment to Service

Agenda Date: 7/10/2012

Agenda Placement: 7L

## NAPA COUNTY BOARD OF SUPERVISORS Board Agenda Letter

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**TO:** Board of Supervisors  
**FROM:** Jon Gjestvang - Chief Information Officer  
Information Technology Services  
**REPORT BY:** Maiko Klieman, STAFF SERVICES MANAGER - 707-259-8665  
**SUBJECT:** Master Agreement with AT&T for Internet Service

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### **RECOMMENDATION**

Chief Information Officer requests approval of and authorization for the Chairman to sign Master Agreement and Managed Internet Service Pricing with AT&T Corp. for a maximum of \$93,348 for the term July 10, 2012 through July 9, 2015 for internet services.

### **EXECUTIVE SUMMARY**

The County has an existing contract (County Agreement No. 7303) with SBC Global Services, Inc., which is now part of AT&T Corp. County's existing contract with AT&T is set at the rate of 20 Mbps (megabits per second) bandwidth. This demonstrates the speed of internet. As business needs increase for internet services, such as online training, 20 Mbps bandwidth is not sufficient to provide a smooth internet experience and results in a slow down on the network system. In order meet the growing demand, staff worked with AT&T and was able to negotiate a price for the 100 Mbps bandwidth with a minimal increase to the County. The County currently pays \$2,017.95/month for 20Mbps bandwidth. The new proposed pricing is \$2,593/month for 100 Mbps bandwidth. The proposed pricing is valid for 36 months.

In working on this upgrade, the vendor has also requested that we sign a new Master Agreement with AT&T Corp., as our existing contract is still with SBC Global Services.

AT&T Corp. is not a local vendor.

### **FISCAL IMPACT**

Is there a Fiscal Impact?                      Yes

Is it currently budgeted?	Yes
Where is it budgeted?	Information Technology Services' Budget
Is it Mandatory or Discretionary?	Discretionary
Discretionary Justification:	In order for the County to efficiently operate its business, the proposed increase to the internet bandwidth from 20 Mbps to 100Mbps is recommended. As the County continues to conduct more business electronically, 20 Mbps will be insufficient and will result in slow down of the internet.
Is the general fund affected?	No
Future fiscal impact:	Funds will be included future ITS budget.
Consequences if not approved:	As the County continues to conduct more business electronically, 20 Mbps will be insufficient and will result in slow down of the internet.

Additional Information:

### **ENVIRONMENTAL IMPACT**

ENVIRONMENTAL DETERMINATION: The proposed action is not a project as defined by 14 California Code of Regulations 15378 (State CEQA Guidelines) and therefore CEQA is not applicable.

### **BACKGROUND AND DISCUSSION**

The County has an existing contract (County Agreement No. 7303) with SBC Global Services, Inc., which is now part of AT&T Corp. County's existing contract with AT&T is set at the rate of 20 Mbps (megabits per second) bandwidth. This demonstrates the speed of the internet. As business needs increase for internet services, such as online training, web conference meetings and business applications, 20 Mbps bandwidth is not sufficient to provide a smooth internet experience and results in a slow down during internet use. The County already has many applications that are outside of the County network, such as Granicus, Persimmony, Garrison and NeoGov, and all the data from those applications travel through the internet. 100 Mbps bandwidth will ensure that the County will not face a slow down of our internet environment.

Staff worked with AT&T and was able to negotiate a price for the 100 Mbps bandwidth with minimal increase to the County. The County currently pays \$2,017.95/month for 20Mbps bandwidth. The new proposed pricing is \$2,593/month for 100 Mbps bandwidth. The proposed pricing is valid for 36 months. In working on this upgrade, the vendor has also requested that we sign a new Master Agreement with AT&T Corp., as our existing contract is still with SBC Global Services.

A competitive bid was received from Comcast and AT&T Corp. in order to receive better pricing. There is no local vendor that can provide the same level of service.

### **SUPPORTING DOCUMENTS**

None

CEO Recommendation: Approve

Reviewed By: Helene Franchi