



REQUEST FOR BOARD ACTION

ITEM NO. 7.

DATE OF MEETING: April 2, 2013

REQUESTED BY: Erik Harvey, ITS Director/Butch Watson, Finance Director

SHORT TITLE: Resolution Authorizing a Master Technology Lease Agreement with Winthrop Resources for Technology Equipment and to Offset Costs by Using Health Department Medicaid Maximization Funds in the Amount of \$300,000 to Upgrade the County's Core Network Infrastructure to the Cisco Unified Computing System (UCS).

BACKGROUND: In 2002, Pender County upgraded its Cisco core network infrastructure and various IT equipment, such as firewalls, routers, voice gateways, switches, phones sets, hardware, equipment, licensing, and phone system to a new Cisco Systems solution called Cisco Architecture for Voice, Video, and Integrated Data (AVVID) which has remained the County's technological framework for 10 years. Due to advancements in technology, Cisco is now changing their platform to a Unified Computing System (UCS) Architecture to run our AVVID system on. Cisco's next-generation data center platform will unify the County's computing, networking, storage access, and virtualization resources into a cohesive system designed to reduce total cost of ownership (TCO) and increase business agility. Due to the age of the County's network infrastructure, the need for increased redundancy and failover in our current design, additional data storage needs, small IT shop and resources, the need to address aging IT equipment "End-of-Life" support, and backup and disaster recovery needs, the County is being challenged with ways to fund County technology needs.

After months of negotiations with Cisco, Varrow, and NexusIS and working with the Pender County Manager's Office, Finance, Health, IT Departmental staff, and Winthrop Resources, we have teamed up to address critical upgrade needs to the County's core network infrastructure and have identified two ways to fund such upgrades. Since all County departments have the same IT needs when it comes to the core network infrastructure, the Health Department has offered to assist by pledging Medicaid Maximization funds in the amount of \$300,000 to offset and cover the lease's 1st year payment estimated at \$330,200, if approved by the Board of Commissioners. In addition, the lease agreement will be a multi-year lease agreement estimated at \$1,571,631.13 and spread out over a 5 year period to cover IT equipment needs such as computer and network technology replacement plans, IT professional services, software licensing, and the required power requirements, hardware, and software components to upgrade the County's core network infrastructure to the Cisco's Unified Computing System (UCS).

SPECIFIC ACTION REQUESTED: To consider a resolution to use and enter into a Master Technology Lease Agreement with Winthrop Resources for technology equipment to upgrade the County's core network infrastructure to the Cisco's Unified Computing System (UCS). The Health Department's Medicaid Maximization funds, in the amount of \$300,000.00, will be taken from Health Department Account #11-370004 Escrow/Medicaid Maximization.

COUNTY MANAGER'S RECOMMENDATION

Respectfully recommend approval.


Initial

RESOLUTION

NOW, THEREFORE, BE IT RESOLVED by the Pender County Board of Commissioners, that

the Information Technology Services (ITS) Department is hereby authorized and awarded a Master Technology Lease Agreement between Pender County and Winthrop Resources for technology equipment and will offset costs by using Health Department Medicaid Maximization Funds in the amount of \$300,000.00 to upgrade the County's core network infrastructure to Cisco's Unified Computing System (UCS). The Chairman/County Manager is authorized to execute any and all documents necessary to implement this resolution.

Health Department Account #: 11-370004 Escrow/Medicaid Maximization

AMENDMENTS:

MOVED _____ SECONDED _____

APPROVED _____ DENIED _____ UNANIMOUS

YEA VOTES: Brown ___ McCoy ___ Tate ___ Ward ___ Williams ___

George Brown, Chairman 4/02/13
Date

ATTEST 4/02/13
Date