



## Motion No. M2021-21

### Contract Modification with Datec, Inc. for Juniper Network Equipment, Services & Support

Meeting:	Date:	Type of action:	Staff contact:
Rider Experience & Operations Committee	04/01/2021	Final action	Jason Weiss, Chief Information Officer <b>Garv Nayyar, Deputy Project Director - IT Operations</b>

### Proposed action

Authorizes the chief executive officer to execute a contract modification with Juniper Networks, Inc. and its authorized reseller, Datec, Inc. to provide Juniper network equipment, support, and maintenance services in the amount of \$4,000,000, plus applicable taxes, for a new total authorized contract amount not to exceed \$5,600,000, plus applicable taxes.

### Key features summary

- This action authorizes procurement of Juniper network hardware, consulting and maintenance of new network equipment within the Sound Transit data centers, replacing end-of-life and unsupported equipment currently in use and previously purchased from CISCO. Project staff is in urgent need of this equipment which is ready for distribution should this action be approved.
- This action also supports key systems between the Agency's core data centers that support day-to-day Agency operations, the Northgate Link Extension and East Link Extension projects, Ticket Vending Machine reader fare collection systems, and the Agency telephony system.
- This new data infrastructure will lower ongoing annual maintenance support contract for network equipment by 40% and for new hardware by 30%.
- New equipment under this agreement is also rated to consume less power use less power consumption and increase reliability without compromising the agency's overall network environment.
- Sound Transit is "piggybacking" on a data communications products and services contract developed under the Western States Contracting Alliance-National Association of State Procurement Officials, issued on June 1, 2014 and expiring May 31, 2021.
- Datec, Inc. is providing value to Sound Transit through product selection and pricing, adding funds will allow Sound Transit to continue purchasing from this vendor.
- The amount requested is expected to fund the contract through May 2021. Staff will return in June for approval of another piggyback contract for future products and services.
- Applicable taxes are estimated to be \$565,600.
- The original contract was executed under the Chief Executive Officer's authority.

## Background

Sound Transit is standardizing Juniper network equipment to be used within all Sound Transit data center locations. CISCO was the current standard and will continue to be used to provide industrial network equipment as needed. As the requesting project team begins to replace end-of-life and unsupported equipment currently in use within Sound Transit data centers, a decision was made to use CISCO funding to purchase Juniper network hardware moving forward, as Juniper network hardware pricing is a fraction of the cost that the Agency is currently paying for CISCO network hardware.

In July 2020, Sound Transit executed a “piggyback” Purchase Order contract under the Western States Contracting Alliance-National Association of State Procurement Officials (WSCA-NASPO Master Agreement No. AR229) with authorized Juniper Network reseller, Datec, Inc. The original contract was executed under the CEO’s authority in the amount not to exceed \$400,000 on July 8, 2020. In December 2020, the contract was modified under the CEO’s authority to add funds in the amount \$1,200,000, plus applicable taxes, for a new total contract amount not to exceed \$1,600,000, plus applicable taxes. This modification seeks to authorize additional funds in the amount of \$4,000,000, plus applicable taxes.

There is no functionality that will be compromised. Instead, Sound Transit will gain new functionality that will allow it to better manage its various networks, provide higher network reliability, and improve disaster recovery within its network and capacity for future growth to support North Link and East Link projects. The WSCA-NASPO Master Agreement allows Sound Transit to take advantage of a significant discount afforded by its cooperative procurement mechanism (WA State Participating Addendum Contract No. 0114).

By piggybacking off the aforementioned master agreements, Sound Transit takes advantage of volume discounts due to greater purchasing power. The Agency also realizes annual cost savings from purchasing Juniper Network equipment and hardware from reseller, Datec, Inc., rather than continuing to purchase similar products that it has previously purchased from CISCO at a higher cost. Additionally, no rate changes are being considered with this modification and rates remain the same per those listed in the NASPO Master Agreement. The requested additional funds for this modification are therefore determined to be fair and reasonable as compared to the Independent Cost Estimate developed as part of this modification request.

## Procurement information

This is a “piggyback” Purchase Order on Western States Contracting Alliance-National Association of State Procurement Officials (WSCA-NASPO) Master Agreement No. AR229, as amended, for data communications products (issued June 1, 2014 and expiring May 31, 2021), as well as Washington State Participating Addendum (Contract No. 01114) (coterminous with Master Agreement No. AR229). WSCA-NASPO’s acting lead state/agency, the State of Utah’s Division of Purchase and General Services, conducted a competitive solicitation process through a Request for Proposals (No. # JP14001) published on July 1, 2013, and awarded to Juniper Networks on June 2, 2014 for an initial 5 year term with 2, one-year options to extend. The Master Agreement was extended twice for a one year period via Amendment 2 (extended to May 31, 2020), and Amendment 4 (extended to May 31, 2021). Under the Participating Addendum between Washington State’s Department of Enterprise Services and the State of Utah, Sound Transit can purchase Juniper Network hardware and ongoing support and maintenance services through its authorized reseller, Datec Inc., subject to the Terms and Conditions of the NASPO Master Agreement.

## Fiscal information

The funding for work under this contract will be provided by capital project and the Information

Technology department budget. The equipment, materials and supplies described in this proposed action will be assigned on a task order basis after the budget is verified. Since the services will be rendered on an as-needed basis, the distribution of the costs will be determined as each task order is executed.

Given the contract will expire in May 2021 the additional contract value of \$4,000,000 will be largely utilized to support East Link, Northgate Link and Hilltop Tacoma Link extensions equipment needs and equipment upgrades to the IT Data Center. The short time is required to meet testing and certification requirements before installation.

### **Disadvantaged and small business participation**

Sound Transit promotes and encourages small business participation, which also includes disadvantaged business enterprises (DBEs). Small business and DBE goals are based upon an examination of subcontracting opportunities contained in the work of this contract/agreement and the number of small businesses/DBEs available to perform such subcontracting work.

Since this contract “piggybacks” onto the WSCA-NASPO Master Agreement No. AR229, with Juniper Networks, Inc., goals for participation were not established by Sound Transit.

### **Time constraints**

A one-month delay would severely impact support services from the vendor. Additional funds are needed to support procurement of network hardware, software and services in support for the East Link Extension and Northgate Link Extension projects to prevent any delays to the project.

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**Environmental review** – KH 3/19/21

**Legal review** – AJP 3/25/21



## Motion No. M2021-21

A motion of the Rider Experience and Operations Committee of the Central Puget Sound Regional Transit Authority authorizing the chief executive officer to execute a contract modification with Juniper Networks, Inc. and its authorized reseller, Datec, Inc. to provide Juniper network equipment, support, and maintenance services in the amount of \$4,000,000, plus applicable taxes, for a new total authorized contract amount not to exceed \$5,600,000, plus applicable taxes.

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The data communications products and services contract developed under the Western States Contracting Alliance-National Association of State Procurement Officials, expires on May 31, 2021. The amount requested is expected to fund the contract through May 2021. Project staff is in urgent need of this equipment which is ready for distribution should this action be approved, and staff will return in June for approval of another piggyback contract for future products and services.

## Motion

It is hereby moved by the Rider Experience and Operations Committee of the Central Puget Sound Regional Transit Authority that the chief executive officer is authorized to execute a contract modification with Juniper Networks, Inc. and its authorized reseller, Datec, Inc. to provide Juniper network equipment, support, and maintenance services in the amount of \$4,000,000, plus applicable taxes, for a new total authorized contract amount not to exceed \$5,600,000, plus applicable taxes.

APPROVED by the Rider Experience and Operations Committee of the Central Puget Sound Regional Transit Authority at a regular meeting thereof held on April 1, 2021.

  
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Paul Roberts  
Rider Experience and Operations Chair

### Attest:

  
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Kathryn Flores  
Board Administrator