



County of Monterey

Item No.

Board Report

Board of Supervisors
Chambers
168 W. Alisal St., 1st Floor
Salinas, CA 93901

Legistar File Number: A 25-434

December 09, 2025

Introduced: 11/18/2025

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

- a. Authorize the Chief Information Officer to execute a non-standard Agreement with PC Specialists, Incorporated, a re-seller of technology goods and services, and Cisco Systems Capital Corporation a financial leasing agent incorporating the terms of the existing Master Technology Agreement with The Interlocal Purchasing System (TIPS) (#230105), to purchase Cisco Meraki Advance Security Licenses and hardware support services for a five-year term effective January 1, 2026, through January 31, 2031, in an amount not to exceed \$317,764; and
- b Accept the non-standard provisions as recommended by the Chief Information Officer; and
- c. Authorize the Chief Information Officer, or his designee, to execute order forms and such documents as are necessary to implement the agreement for the County's purchase of Cisco Meraki licenses; and
- d.. Authorize the Chief Information Officer, or his designee, to execute order forms and such documents as are necessary to implement the lease agreement with Cisco Systems Capital Corporation financial terms of 0% interest rate for leasing Cisco Meraki licenses and support.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Information Officer to execute a non-standard Agreement with PC Specialists, Incorporated, a re-seller of technology goods and services, and Cisco Systems Capital Corporation a financial leasing agent incorporating the terms of the existing Master Technology Agreement with The Interlocal Purchasing System (TIPS) (#230105), to purchase Cisco Meraki Advance Security Licenses and hardware support services for a five-year term effective January 1, 2026, through January 31, 2031, in an amount not to exceed \$317,764; and
- b Accept the non-standard provisions as recommended by the Chief Information Officer; and
- c. Authorize the Chief Information Officer, or his designee, to execute order forms and such documents as are necessary to implement the agreement for the County's purchase of Cisco Meraki licenses; and
- d.. Authorize the Chief Information Officer, or his designee, to execute order forms and such documents as are necessary to implement the lease agreement with Cisco Systems Capital Corporation financial terms of 0% interest rate for leasing Cisco Meraki licenses and support.

SUMMARY:

Authorizing the renewal of Cisco Meraki licenses for Government, cloud-based subscriptions will allow the County to continue to utilize Meraki IT hardware environment through a centralized dashboard. If approved, Cisco Systems Capital Corporation will underwrite the lease and finance the transaction at 0% interest rate.

DISCUSSION:

The County utilizes several of Meraki products, a line of cloud-managed networking hardware and software solutions developed by Cisco Meraki, a subsidiary of Cisco Systems. Some of these products focus on simplifying network management through a centralized, web-based dashboard that can be managed remotely. Main hardware products include:

- ☐ Wireless Access Points - for Wi-Fi connectivity
- ☐ Security Appliances - firewalls and VPN gateways
- ☐ Switches - network switches for wired connections
- ☐ Endpoint Management - tools to manage and secure mobile devices and computers (MDM)
- ☐ Smart Cameras - for video security and surveillance

These products are in strict compliance with federal and state security standards.

In addition, Meraki offers a cloud-based management platform, the Meraki Dashboard. This is a software-as-a-service (SaaS) control panel that lets IT staff manage all the Meraki devices from a web interface.

PC Specialist Incorporated (PC Specialist) dba Technology Integration Group an information technology (IT) reseller was awarded Request For Proposal #230105 Technology Solutions, Products, and Services through The Interlocal Purchasing System (TIPS), a government purchasing cooperative. PC Specialist will provide the County with renewal support and license pricing for Cisco's Meraki subscription platform at competitively bid on rates.

Cisco Systems Capital Corporation, the financing arm of Cisco Corporation is a subsidiary that provides payment and leasing solutions for Cisco's technology offering for the public sector. The proposed agreement allows the County to lease Cisco Meraki hardware for a five-year term at a 0% interest rate.

The Chief Information Officer recommends the renewal of Meraki subscription and support and the leasing solution through Cisco Systems Capital Corporation at 0% financing rate.

OTHER AGENCY INVOLVEMENT/COMMITTEE ACTIONS:

County Counsel has reviewed this non-standard Agreement. Auditor-Controller reviewed the agreement and does not agree to the non-standard payment provisions. Clerk of the Board note that there are two original agreement numbers of A-15617 from Board Order PC Specialists Inc. TIG and Board Order De Lage Landen Public Finance LLC agreement number A-14954.

FINANCING:

The funds for payment of the first year of this Agreement are included in the FY 2025-2026 Adopted Budget for the Information Technology Department, ITD 1930, Appropriations Unit INF002. Future

year budget requirements will be included with each respective fiscal year budget submission.

BOARD OF SUPERVISORS STRATEGIC PLAN GOALS:

The proposed Lease Agreement will enable the County to continue to perform essential County technology functions reliably. This arrangement benefits the County's technology infrastructure and saves the County a significant amount of money by having a multi-year support arrangement.

- ☐ Well-Being and Quality of Life
- ☒ Sustainable Infrastructure for the Present and Future
- ☐ Safe and Resilient Communities
- ☐ Diverse and Thriving Economy
- ☐ Dynamic Organization and Employer of Choice

Prepared by: Sandra Shaffer, Management Analyst III, 759-6957

Approved by: Eric A. Chatham, Chief Information Officer, 759-6920

Attachments:

Cisco Systems Capital Corporation Lease Agreement

TIPS Group Pricing

TIG CoM - Meraki License Renewal

The Interlocking Purchasing System Cooperative <<https://www.tips-usa.com/vendorProfile.cfm?RecordID=C2CEEC4048B9195C03005B01B2DB2A0F>>

Technology Integration Group PC Specialists, Inc Agreement

<https://www.tips-usa.com/assets/Vendorspdf/230105_CONTRACT_Technology_Technology_Integration_Group.pdf>

Technology Integration Group PC Specialists, Inc. Vendor Agreement

<https://www.tips-usa.com/pdf_profile.cfm?RecordID=C2CEEC4048B9195C03005B01B2DB2A0F>

