



Linu Parappilly  
 Director of Technology Services

05/02/2024

BCC Agenda Date/Item: \_\_\_\_\_

Board of County Commissioners  
 Clackamas County

**Approval of a Board Order to issue a Purchase Order with SHI for Cloud Storage Services through Wasabi under a Cooperative Contract. Purchase Order value is \$180,697.24 over 2 years. Funding is through County-allocated ARPA Funds. No County General Funds are involved.**

<b>Previous Board Action/Review</b>	Briefed at Issues 04/30/2024		
<b>Performance Clackamas</b>	1. Which indicator of success does this item affect? Build a strong infrastructure. Build public trust through good government.		
<b>Counsel Review</b>	A. Naylor	<b>Procurement Review</b>	Yes
<b>Contact Person</b>	Casi Potter	<b>Contact Phone</b>	503-722-6651

**EXECUTIVE SUMMARY:** The purpose of this request is to approve the purchase of Wasabi Cloud Storage. Clackamas County has identified the need to protect file shares as well as infrastructure and application backups against regional outages, natural disasters, ransomware and other threats. Wasabi Cloud storage provides immutable storage access across two regional datacenters ensuring highly available access to both file shares and backups of critical infrastructure. We are seeking approval for a 2-year contract with SHI, for a total contract of value of \$180,697.24 using cooperative Contract: NASPO SOFTWARE VALUE ADDED RESELLER (SVAR) || Contract #: CTR060028 || Subcontract #: #PO-10700-00014971

**RECOMMENDATION:** Staff respectfully recommends the Board of County Commissioners approve the Board Order allowing the purchase of 2YR Wasabi Cloud Storage through SHI.

Respectfully,

Linu Parappilly  
 Director, Technology Services

For Filing Use Only

**BEFORE THE BOARD OF COUNTY COMMISSIONERS  
OF CLACKAMAS COUNTY, STATE OF OREGON**

In the Matter of Approving  
Issuance of Purchase Order to  
purchase Cloud Storage Capacity



Board Order No. \_\_\_\_\_

*Page 1 of 2*

**Whereas**, the Clackamas County Board of County Commissioners (the “Board”) has authority to sign all contracts and any amendments or renewals of the same;

**Whereas**, Oregon Revised Statutes (“ORS”) 279A.200-220 and Local Contract Review Board Rule C-046-0400 permit Clackamas County to purchase goods and services using cooperative contracts;

**Whereas**, the National Association of State Procurement Officials (NASPO) established a cooperative contract, contract number CTR060028, with SHI International Corp. for the purchase of Software and Software Related Services;

**Whereas**, the Clackamas County Department of Technology Services (TS), desires to utilize the aforementioned cooperative contract with SHI, Inc. to purchase Cloud Storage Capacity, as detailed in SHI Quote 24766750, attached hereto as Exhibit A, for total of \$180,697.24;

**Whereas**, the Clackamas County TS requests authority to purchase the aforementioned goods and services by issuance of a purchase order (“PO”); and

**Whereas**, a PO is issued directly through the Clackamas County Department of Finance’s management software with no signature required or available;

\\  
\\  
\\  
\\  
\\  
\\  
\\  
\\

**BEFORE THE BOARD OF COUNTY COMMISSIONERS  
OF CLACKAMAS COUNTY, STATE OF OREGON**

In the Matter of Approving  
Issuance of Purchase Order to  
purchase Cloud Storage Capacity



Board Order No. \_\_\_\_\_  
*Page 2 of 2*

**NOW THEREFORE, the Clackamas County Board of County Commissioners orders as follows:**

1. The requested purchase of the aforementioned goods and services from SHI Inc., in the amount of \$180,697.24, is hereby approved;
2. The Clackamas County Department of Finance is hereby delegated limited authority to issue a PO to purchase the aforementioned software and services.

**DATED** this \_\_\_\_ day of \_\_\_\_\_, 2024

**BOARD OF COUNTY COMMISSIONERS**

\_\_\_\_\_  
Chair

\_\_\_\_\_  
Recording Secretary



### Request for a Contract or Contract Amendment

Date: 04/22/2024

To: Procurement Division at: PACSrequest@clackamas.us

Contract Facilitator: Casi Potter

Phone #: 6651

Contract Administrator: Chris Fricke

Phone #: 4941

Department/Division: Tech Svcs

Send invoices to: cpotter@clackamas.us

Vendor Information: Vendor ID # in PeopleSoft (if known) 0000048387

Contractor Name: SHI INTERNATIONAL CORP

Contact Name: Paige Evangelista

Address: 290 DAVIDSON AVE SOMERSET NJ 08873

Phone: 800-527-6389 EXT 5553602

Email: paige\_evangelista@shi.com

New Contract Contract Amendment Original Contract # Original PO #

Account String (required):

Table with 7 columns: Fund, Program/Accounting Tag, Account, Service (opt), PC Bus Unit, Project (opt), Activity (opt). Values: 230, 180101, 45130, 1801105000, CLCK, 230121015, 8.13

#### Short Request Description:

Wasabi Reserved Capacity Cloud Storage 1240TB - 2YRS
Contract Name: NASPO SOFTWARE VALUE ADDED RESELLER (SVAR)
Contract #: CTR060028 / Subcontract #: #PO-10700-00014971

\*\* If ordering materials - provide a ship-to address and county contact name and phone number.

#### NEW CONTRACT

##### Procurement Authority:

- Direct
Cooperative Contract (Identify Cooperative)
Emergency (Attach Emergency Declaration)
Single Candidate (Attach screening and selection process)
SOFTWARE AND ASSOCIATED EQUIPMENT: (ie. software, software license, SAAS, hardware, and all related amendments). All purchases for Tech Service items must be approved by the Tech Services (TS) department.

Provide the TS assigned SEG ID#

##### Goods & Services/Professional

Contract effective date:
Contract expiration date: 2 YRS
Nbr. of Renewals (if any):
Total Contract Value: \$180,697.24

##### Construction/Trades

Key Dates: Start:
Substantial Completion:
Final Completion:
Subject to Prevailing Wage: No Yes
CCB #:

- Required - Detailed scope of work attached in a Word document
Direct Procurement - Quote/Proposal attached

Is this project grant funded: No Yes - Source of Funds: ARPA
(Provide the relevant procurement requirements from the grant award)

Note: You must submit subrecipient vs. contractor determination if grant funded.
\*\*If grant funded, COA MUST have a project number.

#### AMENDMENT

Purpose of Amendment (check all that apply):

- Time Extension:
Revised Scope of Work. Attach scope revisions in a Word document and/or quote/proposal
Compensation Change: Provide reason for change and include vendor quote or fee structure for requested compensation change.

Budget Authority Approval (electronic or written):

Signature: Linu Parappilly Digitally signed by Linu Parappilly Date: 2024.04.22 13:39:40 -07'00'

Date: 4/22/2024



Pricing Proposal  
 Quotation #: 24766750  
 Created On: 4/22/2024  
 Valid Until: 5/17/2024

## OR-County of Clackamas

### Casi Potter

121 Library Court  
 Oregon City, OR 97045  
 United States  
 Phone: 503-655-8322  
 Fax:  
 Email: cpotter@clackamas.us

## Inside Account Manager

### Paige Evangelista

290 Davidson Ave.  
 Somerset, NJ 08873  
 Phone: 800-527-6389 EXT 5553602  
 Fax:  
 Email: paige\_evangelista@shi.com

All Prices are in US Dollar (USD)

Product	Qty	Your Price	Total
1 Wasabi-Reserved Capacity Storage-1240tb 24m WASABI - Part#: Wasabi-1240 Contract Name: NASPO SOFTWARE VALUE ADDED RESELLER (SVAR) Contract #: CTR060028 Subcontract #: #PO-10700-00014971	1	\$180,697.24	\$180,697.24
		<b>Total</b>	<b>\$180,697.24</b>

### Additional Comments

Please note, if Emergency Connectivity Funds (ECF) will be used to pay for all or part of this quote, please let us know as we will need to ensure compliance with the funding program.

Hardware items on this quote may be updated to reflect changes due to industry wide constraints and fluctuations.

Thank you for choosing SHI International Corp! The pricing offered on this quote proposal is valid through the expiration date listed above. To ensure the best level of service, please provide End User Name, Phone Number, Email Address and applicable Contract Number when submitting a Purchase Order. For any additional information including Hardware, Software and Services Contracts, please contact an SHI Inside Sales Representative at (888) 744-4084. SHI International Corp. is 100% Minority Owned, Woman Owned Business. TAX ID# 22-3009648; DUNS# 61-1429481; CCR# 61-243957G; CAGE 1HTF0

*The products offered under this proposal are resold in accordance with the terms and conditions of the Contract referenced under that applicable line item.*

**SOLD-TO PARTY 10280296**

CLACKAMAS COUNTY  
 ACCOUNTS PAYABLE  
 2051 KAEN RD  
 OREGON CITY OR 97045-4035

**SHIP-TO**

CLACKAMAS COUNTY  
 2051 KAEN RD  
 OREGON CITY OR 97045-4035

Quotation	
<b>Quotation Number</b>	: <a href="#">0227340751</a>
<b>Document Date</b>	: 22-APR-2024
<b>PO Number</b>	:
<b>PO release:</b>	:
<b>Sales Rep</b>	: Derek Racki
<b>Email</b>	: <a href="mailto:DEREK.RACKI@INSIGHT.COM">DEREK.RACKI@INSIGHT.COM</a>
<b>Telephone</b>	: +15053183191

**We deliver according to the following terms:**

**Payment Terms** : Net 30 days  
**Ship Via** : Electronic Delivery  
**Terms of Delivery** : FOB DESTINATION  
**Currency** : USD

In order for Insight to accept Purchase Orders against this contract and honor the prices on this quote, your agency must be registered with OMNIA Partners Public Sector (formerly U.S. Communities).  
 Our sales teams would be happy to assist you with your registration. Please contact them for assistance -- the registration process takes less than five minutes.

Material	Material Description	Quantity	Unit Price	Extended Price
<a href="#">WASABI-RCS-1240-2</a>	WASABI RESERVED CAPACITY HOT CLOUD 1240TB - 2 YEARS Coverage Dates: 22-APR-2024 - 22-APR-2026 OMNIA PARTNERS (COBB COUNTY) IT PRODUCTS AND SERVICES(# 23-6692-03) List Price: 211065.99 Discount: 13.810%	1	181,917.00	181,917.00
			Product Subtotal	181,917.00
			TAX	0.00
			<u>Total</u>	<u>181,917.00</u>

Thank you for choosing Insight. Please contact us with any questions or for additional information about Insight's complete IT solution offering.

Sincerely,

Derek Racki  
 +15053183191  
[DEREK.RACKI@INSIGHT.COM](mailto:DEREK.RACKI@INSIGHT.COM)

To purchase under this contract, your agency must be registered with OMNIA Partners Public Sector. OMNIA Partners (formerly U.S. Communities) IT Products, Services and Solutions Contract No. 4400006644

Insight Public Sector (IPS) is proud to be a contract holder for the OMNIA Partners Technology Products, Services & Solutions Contract.

This competitively solicited contract is available to participating agencies of OMNIA Partners. OMNIA Partners assists local and state government agencies, school districts (K-12), higher education, and nonprofits in reducing the cost of purchased goods by pooling the purchasing power of public agencies nationwide. This is an optional use program with no minimum volume requirements and no cost to agencies to participate.

Thanks for choosing Insight!

Insight Global Finance has a wide variety of flexible financing options and technology refresh solutions. Contact your Insight representative for an innovative approach to maximizing your technology and developing a strategy to manage your financial options.

This purchase is subject to Insight's online Terms of Sale unless you have a separate purchase agreement signed by you and Insight, in which case, that separate agreement will govern. Insight's online Terms of Sale can be found at the "terms-and-policies" link below.

**SOFTWARE AND CLOUD SERVICES PURCHASES:** If your purchase contains any software or cloud computing offerings ("Software and Cloud Offerings"), each offering will be subject to the applicable supplier's end user license and use terms ("Supplier Terms") made available by the supplier or which can be found at the "terms-and-policies" link below. By ordering, paying for, receiving or using Software and Cloud Offerings, you agree to be bound by and accept the Supplier Terms unless you and the applicable supplier have a separate agreement which governs.  
<https://www.insight.com/terms-and-policies>



Thank you for choosing CDW. We have received your quote.

Hardware    Software    Services    IT Solutions    Brands    Research Hub

# QUOTE CONFIRMATION

## TS PURCHASING,

Thank you for considering CDW•G for your technology needs. The details of your quote are below. **If you are an eProcurement or single sign on customer, please log into your system to access the CDW site.** You can search for your quote to retrieve and transfer back into your system for processing.

For all other customers, click below to convert your quote to an order.

This quote is subject to CDW's Third Party Cloud Services Order Form Terms and Conditions set forth at <https://www.cdwg.com/content/cdwg/en/terms-conditions/third-party-cloud-services-order-form-terms-and-conditions-.html>

**Convert Quote to Order**

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
NWBP413	4/22/2024	NWBP413	11239970	<b>\$190,054.77</b>

QUOTE DETAILS				
ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
<a href="#">WASABI RESERVED CAP HOT CLD STORAGE</a>	1	6433417	\$190,054.77	\$190,054.77
Mfg. Part#: WASABI-RCS-CUSTOM-DUP				
1240TBs				
2years				
Wasabi Reserved Capacity Hot Cloud Storage - Hard Cap - Custom Quote for TB and Term (Net New Only)				
Electronic distribution - NO MEDIA				
Contract: National IPA Technology Solutions (2018011)				

These services are considered Third Party Services, and this purchase is subject to CDW's [Third Party Cloud Services Terms and Conditions](#), unless you have a written agreement with CDW covering your purchase of products and services, in which case this purchase is subject to such other written agreement.

The third-party Service Provider will provide these services directly to you pursuant to the Service Provider's standard terms and conditions or such other terms as agreed upon directly between you and the Service Provider. The Service Provider, not CDW, will be responsible to you for delivery and performance of these services. Except as otherwise set forth in the Service Provider's agreement, these services are non-cancellable, and all fees are non-refundable.

<b>SUBTOTAL</b>	\$190,054.77
<b>SHIPPING</b>	\$0.00
<b>SALES TAX</b>	\$0.00
<b>GRAND TOTAL</b>	<b>\$190,054.77</b>

PURCHASER BILLING INFO	DELIVER TO
------------------------	------------



**Billing Address:**  
 CLACKAMAS COUNTY TECHNOLOGY SERVICE  
 ACCTS PAYABLE  
 150 BEAVERCREEK RD  
 SUITE 419  
 OREGON CITY, OR 97045-4039  
**Phone:** (503) 655-8322  
**Payment Terms:** Net 30 Days-Govt State/Local

**Shipping Address:**  
 CLACKAMAS COUNTY TECHNOLOGY SERVICE  
 CASI POTTER  
 150 BEAVERCREEK RD  
 SUITE 419  
 OREGON CITY, OR 97045-4039  
**Phone:** (503) 655-8322  
**Shipping Method:** ELECTRONIC DISTRIBUTION

<b>Please remit payments to:</b>
CDW Government 75 Remittance Drive Suite 1515 Chicago, IL 60675-1515



### Sales Contact Info

**Adam Ryan** | (866) 682-0927 | [adamrya@cdw.com](mailto:adamrya@cdw.com)

LEASE OPTIONS			
FMV TOTAL	FMV LEASE OPTION	BO TOTAL	BO LEASE OPTION
<b>\$190,054.77</b>	<b>\$5,378.55/Month</b>	<b>\$190,054.77</b>	<b>\$6,184.38/Month</b>

Monthly payment based on 36 month lease. Other terms and options are available. Contact your Account Manager for details. Payment quoted is subject to change.


Why finance?

- Lower Upfront Costs. Get the products you need without impacting cash flow. Preserve your working capital and existing credit line.
- Flexible Payment Terms. 100% financing with no money down, payment deferrals and payment schedules that match your company's business cycles.
- Predictable, Low Monthly Payments. Pay over time. Lease payments are fixed and can be tailored to your budget levels or revenue streams.
- Technology Refresh. Keep current technology with minimal financial impact or risk. Add-on or upgrade during the lease term and choose to return or purchase the equipment at end of lease.
- Bundle Costs. You can combine hardware, software, and services into a single transaction and pay for your software licenses over time! We know your challenges and understand the need for flexibility.


General Terms and Conditions:

This quote is not legally binding and is for discussion purposes only. The rates are estimate only and are based on a collection of industry data from numerous sources. All rates and financial quotes are subject to final review, approval, and documentation by our leasing partners. Payments above exclude all applicable taxes. Financing is subject to credit approval and review of final equipment and services configuration. Fair Market Value leases are structured with the assumption that the equipment has a residual value at the end of the lease term.


**Need Help?**



**My Account**



**Support**



**Call 800.800.4239**

[About Us](#) | [Privacy Policy](#) | [Terms and Conditions](#)

This order is subject to CDW's Terms and Conditions of Sales and Service Projects at <http://www.cdw.com/content/terms-conditions/product-sales.aspx>  
 For more information, contact a CDW account manager.

