
File #: 2025-4648

Agenda Date: 12/17/2025

Agenda Item No: 13.

FROM: Robert Thompson, General Manager
Originator: Wally Ritchie, Director of Finance

SUBJECT:

COOPERATIVE PROCUREMENT AGREEMENT

GENERAL MANAGER'S RECOMMENDATION

RECOMMENDATION:

Approve a Blanket Purchase Order with Insight Public Sector Inc. for the purchase of technology products, equipment, services and solutions using the cooperative OMNIA Contract No. 23-6692-03 for a total amount not to exceed \$1,200,000; for the term January 1, 2026, through December 31, 2026, in accordance with Ordinance No. OC SAN-61, Section 2.03(B) Cooperative Purchases; with two (2) optional one-year renewal options.

BACKGROUND

Orange County Sanitation District (OC San) currently uses Cooperative Procurement Agreements (CPAs) to provide technology products, equipment, services and solutions. These CPAs provide deep discounts that are not normally available through OC San's bid process.

The Blanket Purchase Order is needed to provide technological solutions expeditiously based on competitive contract pricing, breadth of product offerings, availability, and simplicity of using online ordering systems. Large capital items will be procured through the bidding process, and all purchases will continue to follow the existing approval and procurement processes in accordance with OC San's Purchasing Ordinance.

To properly maintain and provide solutions to OC San's facilities, the Information Technology (IT) Division has a need to purchase technology products, services, and solutions frequently. Such item requirements have been forecasted based upon projected obsolete equipment, historical product failure rates, and new items to address general capacity, redundancy, or security for the Office and Industrial Control System. Since technology changes frequently, it is not appropriate to stock these items in OC San's warehouses.

Purchases include but are not limited to the following:

- Networking and telephony equipment
- Servers and desktop computers
- Data storage and backup appliances

- Software licenses and maintenance agreements
- Consulting services
- Disaster recovery and cyber security solutions
- Printers, scanners, and monitors
- Computer peripherals
- Uninterruptible power supply components

RELEVANT STANDARDS

- Protect OC San assets
- Ensure the public's money is wisely spent
- Participate in local, state, and national cooperative purchasing programs
- Maintain a culture of improving efficiency to reduce the cost to provide the current level of service or standard

PROBLEM

The IT Division has a constant need to procure equipment and services based on the needs of OC San and therefore requires a method to procure these items expeditiously while also meeting the requirements of the Purchasing Ordinance.

PROPOSED SOLUTION

Approve a Blanket Purchase Order with Insight Public Sector Inc. using OMNIA Contract No. 23-6692-03, allowing a quick procurement process of a broad portfolio of IT products and services at discounted prices.

TIMING CONCERNS

Maintenance and deployment of new systems and solutions is imperative for timely support of plant operations and maintenance initiatives.

RAMIFICATIONS OF NOT TAKING ACTION

An increased procurement time risks delaying IT projects and support to plant operations and maintenance.

PRIOR COMMITTEE/BOARD ACTIONS

November 2022 - Authorized the purchasing of information technology products, services, and solutions utilizing Cooperative Procurement Agreements (CPA) from U.S. General Services Administration (GSA) IT Schedule 70, National Association of State Procurement Officials ValuePoint Cooperative Purchasing Organization, and OMNIA Partners, Public Sector (formerly U.S. Communities) for the period January 1, 2023 through December 31, 2023 for a total amount not to exceed \$2,000,000, in accordance with Ordinance No. OCSD-52, Section 2.03(8) Cooperative Purchases, with two (2) one-year renewal options.

October 2019 - Authorized the purchasing of information technology products, services, and solutions utilizing Cooperative Procurement Agreements (CPA) from U.S. General Services Administration (GSA) IT Schedule 70, National Association of State Procurement Officials ValuePoint Cooperative Purchasing Organization, and OMNIA Partners, Public Sector (formerly U.S. Communities) for the period January 1, 2020 through December 31, 2020 for a total amount not to exceed \$2,000,000, in accordance with Ordinance No. OCSD-52, Section 2.03(8) Cooperative Purchases, with two (2) one-year renewal options.

ADDITIONAL INFORMATION

OMNIA Partners is a large cooperative purchasing organization that provides public and private sector organizations with access to competitively bid contracts from a network of suppliers. By pooling the purchasing power of its members, OMNIA Partners help institutions like government agencies, schools, and nonprofits get better pricing and streamlined procurement processes. It offers benefits like discounts, spend analytics, and subject matter expertise, saving its members time and resources by eliminating the need for them to conduct their own individual competitive bidding processes.

The Contract with Insight Public Sector was competitively bid out through Cobb County to establish a national cooperative contract for Technology Product Solutions and Related Services. The contract includes a comprehensive range of products and services with a discount pricing structure off its list price.

CEQA

N/A

FINANCIAL CONSIDERATIONS

This request complies with the authority levels of OC San's Purchasing Ordinance. This item has been budgeted (FY2025-26 Budget Section 6, Page 24).

ATTACHMENT

The following attachment(s) may be viewed on-line at the OC San website (www.ocsan.gov) with the complete agenda package:

N/A