

**BOARD OF COUNTY COMMISSIONERS
LAKE COUNTY, FLORIDA
OFFICE OF THE COUNTY MANAGER
AGENDA ITEM COVER SHEET**

DATE: 03/24/2026

MEETING DATE: 4/28/2026

TO: Jennifer Barker, County Manager

ITEM TYPE: Consent Item

THRU:

ITEM ID: 42835

Erik Ross, Information Technology Director

BY: Bill Ponko, Senior Procurement Agent

SUBJECT: State of Florida Contracts for IT Related Purchases

RECOMMENDATION/REQUIRED ACTION: Approve

Recommend approval:

1. Of the continued utilization of various State of Florida Information Technology related hardware and software contracts on an as-needed basis.
2. To authorize the Office of Procurement Services to execute all supporting documentation.

The estimated annual fiscal impact is \$2,000,000 (expenditure) and will not exceed any Fiscal Year Budget.

BACKGROUND SUMMARY: The Office of Procurement Services, in collaboration with the Information Technology (IT) Department, recommends approval to continue utilizing all State of Florida IT-related hardware and software contracts and any successor contracts competitively awarded by, or adopted by, the State of Florida. This approach promotes cybersecurity; maintains technological integrity and manufacturer support for purchased equipment; and strengthens protection against viruses and reduces ransomware threats. Previous Boards have recognized the importance of this strategy and this Agenda Item seeks the Board's acknowledgment of the County's strategy.

The primary rationale for this recommendation is the continued presence of a widespread "gray market" where non-genuine or unauthorized IT products are sold at discounted prices to unsuspected purchasers. Such items often lack manufacturer warranty and support, increasing long-term costs and operational risks. Additionally, use of these contracts increases cybersecurity and reduces the County's risk of cyberattack. To safeguard against these risks, the IT Department recommends that budgeted technology purchases continue to be made through existing and successor State of Florida contracts, as well as contracts adopted by the State that are fully supported by the original equipment manufacturers (OEMs) and distributed through authorized local government resellers.

Continued use of these contracts will:

- Promote consistency of IT equipment across all BCC departments.
- Ensure compliance with County operational standards and specifications.

- Simplify and expedite system maintenance and repair.
- Allow product returns without incurring costly restocking fees.
- Promote cybersecurity and reduce risk of cyberattack.

In accordance with LCC-39, exceptions to full and open competition may be granted when competition is unavailable or when a sole-source purchase is deemed in the County's best interest, provided such actions comply with Policy LCC-39 and Procedure LC-7. This includes instances related to cybersecurity compliance under Section 119.0725, Florida Statutes, where the IT Department and the Office of Procurement Services determine that certain goods or services are confidential and exempt from disclosure requirements.

Fiscal Impact: \$2,000,000 (expenditure)

Account No.:

Fund Name	Fund Number	Org Code	Object Code	Project Number	Amount
Various	Various	Various	Various		\$2,000,000

Advertised Date:

Paper:

Attachments:

1.	Agenda Item FY2013
2.	Agenda Item FY2016
3.	Agenda Item FY2017

STAFF APPROVALS AND DATES:

Bill Ponko	Created/Initiated - 03/24/2026
Ron Falanga	Approved - 03/26/2026
Erikk Ross	Approved - 03/26/2026
Alexis Clark	Approved - 03/26/2026
Kerri Andrews	Approved - 03/30/2026
Nickolas Clarke	Approved - 03/30/2026
Kandace Pourbaix	Approved - 03/30/2026
Miranda Lanoue	Approved - 03/30/2026
Jaime Stewart	Approved - 03/30/2026
Melanie Marsh	Approved - 04/03/2026
Jennifer Barker	Approved - 04/09/2026
Marisol Saldana	Final Approval - 04/10/2026

ACTION TAKEN BY BOARD:

Action: New

Continued/Deferred Until:

Other:

**BOARD OF COUNTY COMMISSIONERS
LAKE COUNTY, FLORIDA
OFFICE OF THE COUNTY MANAGER
AGENDA ITEM COVER SHEET**

DATE: 08/09/2017

MEETING DATE: 09/19/2017

TO: Jeff Cole, County Manager

ITEM TYPE: Consent Item

THRU:

ITEM ID: 3820

BY: Sandra Rogers, Senior Contracting Officer

SUBJECT: Approval to access various State of Florida Contracts for IT Related Purchases on an as-needed basis.

RECOMMENDATION/REQUIRED ACTION:

Request approval for continued access to various State of Florida IT contracts and directly related services, and all related successors to those contracts. There is no fiscal impact at this time.

BACKGROUND SUMMARY: To continue to ensure manufacturer support of purchased items, Procurement Services, in coordination with Information Technology, requests approval to directly access all State of Florida IT related contracts and any related successor contracts competitively awarded by, or adopted by, the State of Florida for the purchase of various items of budgeted Information Technology equipment on an as-needed basis. There is no fiscal impact at this time.

The primary rationale for this request is that there continues to be a widespread "gray" market wherein "non-genuine" products can be purchased at low prices and re-sold to unsuspecting purchasers. This can result in the inability to support such equipment. To avoid purchases of "gray" market items, Information Technology recommends that budgeted IT equipment be purchased via access to existing State of Florida contracts that are fully backed by original equipment manufacturers and in which distribution is accomplished through authorized local government partners. Continuation of this purchasing structure will support:

- Equipment consistency throughout BCC
- Assurance of product compliance to the County's operational requirements
- Simplification and efficiency of system repair and maintenance processes, and
- Ease of product returns without costly restocking fees

There is no immediate fiscal impact associated with this request. The FY 2016 spend under the Board approved State of Florida IT contracts was \$224,677, with FY 2017

expenses running at about the same level. The bulk of that expense is directly attributable to Microsoft Software Licensing. Staff expects a slighter higher level of expense in FY2018 due to the renewal of the Microsoft Enterprise Agreement with an enhanced focus on security.

Fiscal Impact: No immediate fiscal impact

Account No.:

Advertised Date:

Paper:

Attachments:

1.	Agenda Item FY2016
2.	Agenda Item FY2013

STAFF APPROVALS AND DATES:

Sandra Rogers	Created/Initiated - 08/09/2017
Cathy Vanatta	Approved - 08/09/2017
Barnett Schwartzman	Approved - 08/09/2017
Leon Platt	Approved - 08/09/2017
Steve Earls	Approved - 08/14/2017
Jennifer Barker	Approved - 08/14/2017
Todd Thornton	Approved - 08/14/2017
Melanie Marsh	Approved - 08/15/2017
Niki Booth	Final Approval - 08/17/2017

ACTION TAKEN BY BOARD:

Action: New

Continued/Deferred Until:

Other:

**BOARD OF COUNTY COMMISSIONERS
LAKE COUNTY, FLORIDA
OFFICE OF THE COUNTY MANAGER
AGENDA ITEM COVER SHEET**

DATE: 10/22/2015

MEETING DATE: 11/10/2015

TO: David Heath, County Manager

ITEM TYPE: Consent Item

THRU:

ITEM ID: 2527

BY: Sandra Rogers, Contract Officer I

SUBJECT: Approval to access various State of Florida Contracts for IT Related Purchases on an as-needed basis

RECOMMENDATION/REQUIRED ACTION: Approve

Request approval of the addition of three State of Florida IT-related contracts competitively awarded by, or adopted by, the State of Florida to the previous list of such contracts approved by the Board for direct order access by the procurement office. The three additional contracts are for Data Communications products, Multi-function Device products, and IT consulting services. Equipment and/or services under these contracts are ordered on an as-needed basis. The estimated annual fiscal impact is \$30,000.

BACKGROUND SUMMARY:

County staff requested approval under Agenda item 322 (dated 12/18/2012) to access various State of Florida contracts for IT Related purchases, and directly related services, and related successors to those contracts. The contract awarded or adopted by the State of Florida were fully competed and advertised, and comply with all State of Florida and Lake County purchasing procedures. The list of contracts may be found on the original agenda item, and original/successor contracts may be found on the attached spreadsheet.

To continue to ensure manufacturer support of purchased items, Procurement Services, in coordination with Information Technology, requests approval to directly access three additional State of Florida IT related contracts (and any direct successor contracts) competitively awarded by, or adopted by, the State of Florida for purchase of various items of budgeted Information Technology (IT) equipment on an as-needed basis. The current State of Florida contracts that are being requested for access are:

- WSCA Data Communications Products & Services 14-19 43220000-WSCA-14-ACS
- Multifunction Products, Printers, Facsimile Equipment, Scanners, Related Software, Supplies, and Services 600-000-11-1
- Information Technology (IT Consulting Services 973-561-10-1

When available, and when it's in the best interest of the County to do so, IT purchases from the State contracts will be focused on use of local authorized distributors.

Fiscal Impact: No fiscal impact at this time
Account No.:

Advertised Date:

Paper:

Attachments:

1.	Agenda Item 322
2.	Contracts, Approved and Requested

STAFF APPROVALS AND DATES:

Rogers, Sandra	Created/Initiated - 10/22/2015
Schwartzman, Barnett	Approved - 10/23/2015
Platt, Leon	Approved - 10/23/2015
Earls, Steve	Approved - 10/23/2015
Nguyen, Binh	Approved - 10/23/2015
Thornton, Todd	Approved - 10/23/2015
Koontz, Steve	Approved - 10/27/2015
Marsh, Melanie	Approved - 11/02/2015
Booth, Niki	Final Approval - 11/02/2015

ACTION TAKEN BY BOARD:

Action: New

Continued/Deferred Until:

Other:

**BOARD OF COUNTY COMMISSIONERS
LAKE COUNTY, FLORIDA
OFFICE OF THE COUNTY MANAGER
AGENDA ITEM COVER SHEET**

DATE: 11/26/2012

MEETING DATE: 12/18/2012

TO: David Heath, County Manager

ITEM TYPE: Consent Item

THRU:

ITEM ID: 322

BY: Sandra Rogers, Contract Officer I

SUBJECT: Approval to access various State of Florida Contracts for IT Related Purchases on an as-needed basis.

RECOMMENDATION/REQUIRED ACTION: Approve

To ensure manufacturer support of purchased items, approve use of current and successor contracts competitively awarded by, or adopted by, the State of Florida for purchase of various items of budgeted Information Technology (IT) equipment on an as-needed basis, and authorize the procurement office to execute any implementing documentation. There is no fiscal impact at this time.

BACKGROUND SUMMARY: Procurement Services, in coordination with Information Technology, requests approval to directly access the various current, and related successor, State of Florida contracts for IT equipment and directly related services. The contracts awarded by, or adopted by, the State of Florida were fully competed and advertised, and comply with all State of Florida and Lake County purchasing procedures.

Careful diligence must be used when purchasing IT equipment. There is a widespread 'gray' market that exists where 'non-genuine' products can be purchased at low prices and re-sold to unsuspecting purchasers. This 'gray' market consists of counterfeit equipment, refurbished equipment, and equipment that was allocated for foreign consumption. When 'gray' market dealers peddle this equipment to unsuspecting purchasers the result is that equipment could be received that is not up to proper specifications and in most cases the manufacturers will not honor the warranties.

The County recently experienced a situation such as this when Hewlett Packard refused to honor warranty on Hewlett Packard equipment delivered to the County in response to a "low bid" award. Hewlett Packard advised that this decision was based on the fact that the delivered equipment had been manufactured for foreign market use. This situation was successfully resolved after considerable corrective effort by return of the "foreign use" product, and re-award to a vendor providing product specifically approved by Hewlett Packard for domestic use.

To avoid any recurrence, Information Technology recommends that all budgeted IT equipment be purchased via access of existing State of Florida contracts that are fully backed by original equipment manufacturers and their fully authorized distributors. When available, and when it is in the best interest of the County to do so, IT purchases

from the state contracts will be focused on use of local authorized distributors.

The current State of Florida contracts that are being requested for access are:

- State of Florida contract 880-000-09-1, Audio & Video Equipment and Accessories
- State of Florida contract 250-000-09-1, Network Infrastructure – Equipment and Services
- State of Florida contract 250-WSCA-10-ACS, Miscellaneous IT Equipment (WSCA)
- State of Florida contract 252-000-09-ACS, IT Products & Services (US Communities)
- State of Florida contract 252-030-09-ACS, Commercial Off-The-Shelf Software (COTS) (AR)
- State of Florida contract 252-500-09-1, Mainframe and Other Software
- State of Florida contract 252-001-09-1, Microsoft License, Maintenance & Services
- State of Florida contract 252-GSA, Information Technology Equipment, Software & Services (GSA Schedule 70)
- State of Florida contract 991-268-11-1, IT Disaster Recovery Services
- State of Florida contract DMS-1011-008C, Mobile Communication Services, Verizon (Data)
- State of Florida contract STC 725-330-05-1, Wireless Voice Services State Term Contract: Verizon Wireless (Voice)
- WSCA (Western State Contracting Alliance) contract 1907 for Sprint Solutions Wireless (Voice).

The last contract listed above was essentially adopted by the State of Florida. County staff wishes to access the WSCA contract directly as certain conditions added to the contract by the State of Florida involve undue administrative burden to the purchasing process.

This recommendation applies to the current contracts cited above, and the direct successors to those contracts as the specific commodities are re-competed and re-awarded.

Fiscal Impact: There is no fiscal impact at this time.

Account No.:

Advertised Date:

Paper:

Attachments:

STAFF APPROVALS AND DATES:

Rogers, Sandra	Created/Initiated - 11/26/2012
Schwartzman, Barnett	Approved - 11/26/2012
Platt, Leon	Approved - 11/27/2012
Earls, Steve	Approved - 11/27/2012
Nguyen, Binh	Approved - 11/27/2012
Thornton, Todd	Approved - 11/27/2012
Koontz, Steve	Approved - 11/28/2012
Minkoff, Sanford A.	Approved - 11/29/2012

Booth, Niki

Final Approval - 11/30/2012

ACTION TAKEN BY BOARD:

Action: Approved

Continued/Deferred Until:

Other: