

**REPORT/RECOMMENDATION TO THE BOARD OF SUPERVISORS
OF SAN BERNARDINO COUNTY
AND RECORD OF ACTION**

December 19, 2023

FROM

WILLIAM L. GILBERT, Director, Arrowhead Regional Medical Center

SUBJECT

Amendment to Agreement with Konica Minolta Business Solutions U.S.A., Inc.

RECOMMENDATION(S)

Approve **Amendment No. 4** to **Agreement No. 18-378** with Konica Minolta Business Solutions U.S.A., Inc. to increase the contract amount by \$210,000, from \$3,759,459 to \$3,969,459, update the printer device count from 1,245 to 1,231, and extend the contract term by three months, for a total contract term of July 1, 2018 through March 30, 2024.

(Presenter: William L. Gilbert, Director, 580-6150)

COUNTY AND CHIEF EXECUTIVE OFFICER GOALS & OBJECTIVES

Operate in a Fiscally-Responsible and Business-Like Manner.

Provide for the Safety, Health and Social Service Needs of County Residents.

FINANCIAL IMPACT

Approval of this item will not result in the use of Discretionary General Funding (Net County Cost). The cost of \$210,000 is funded by State Medi-Cal, Federal Medicare, private insurances, and other departmental revenue. Funding sources may change in the future pending any legislative activity related to the repeal and/or replacement of the Affordable Care Act. Adequate appropriation and revenue have been included in the Arrowhead Regional Medical Center (ARMC) 2023-24 budget.

BACKGROUND INFORMATION

This Amendment with Konica Minolta Business Solutions U.S.A., Inc. (Konica) will allow for continued servicing of thermal, monochromatic, and color print devices, including equipment repair, supply restocking (excluding paper), preventative maintenance, supply of replacement parts, general support, and detailed account usage for an additional three months. Extending the term of the Agreement by three months will allow additional time for a competitive solicitation process to be completed. It will also provide funding needed for unforeseen discrepancies, additional printers or any closing costs as we transition over to a new vendor.

On June 26, 2018 (Item No. 10), the Board of Supervisors (Board) approved Agreement No. 18-378 (Agreement) for managed print services in the amount not to exceed \$1,885,290, for a five-year period of July 1, 2018 through June 30, 2023.

On December 18, 2018 (Item No. 10), the Board approved Amendment No. 1 to the Agreement with Konica to increase the Agreement amount by \$560,340, from \$1,885,290 to \$2,445,630, and to update the print device total from 175 to 491, with no change to the contract term.

**Amendment to Agreement with Konica Minolta Business Solutions
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December 19, 2023**

On March 1, 2022 (Item No. 12), the Board approved Amendment No. 2 to the Agreement with Konica to increase the Agreement amount by \$1,008,674, from \$2,445,630 to \$3,454,304, and update the print device total from 491 to 1,231, with no change to the contract term.

On March 28, 2023 (Item No. 14), the Board approved Amendment No. 3 to the Agreement with Konica to increase the contract amount by \$305,155, from \$3,454,304 to \$3,759,459, correct the print device count from 1,231 to 1,245 devices, and extend the contract term by six months, for a total contract term of July 1, 2018 through December 31, 2023.

ARMC recommends approval of this Amendment to provide additional funds and time for the transition of services after completion of Request for Proposal (RFP) No. ARMC123-ARMC-4961, with no disruption to its current printing capabilities.

PROCUREMENT

The Purchasing Department continues to support this competitive agreement to allow for the transition of services as a result of RFP No. ARMC123-ARMC-4961, which is scheduled for approval by the Board on December 19, 2023. The vendor selected for award to provide these services for ARMC is MRC Smart Technology, with a five-year contract term from January 1, 2024 through December 31, 2028.

REVIEW BY OTHERS

This item has been reviewed by County Counsel (Charles Phan, Deputy County Counsel, 387-5455) on November 29, 2023; Purchasing (Ariel Gill, Buyer III, 387-2070) on November 30, 2023; ARMC Finance (Chen Wu, Budget and Finance Officer, 580-3165) on November 30, 2023; and Finance (Jenny Yang, Administrative Analyst, 387-4884) on November 30, 2023; and County Finance and Administration (Valerie Clay, Deputy Executive Officer, 387-5423) on November 30, 2023.

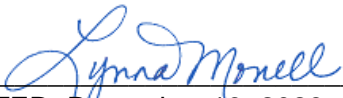
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U.S.A., Inc.
December 19, 2023**

Record of Action of the Board of Supervisors
San Bernardino County

APPROVED (CONSENT CALENDAR)

Moved: Curt Hagman Seconded: Col. Paul Cook (Ret.)
Ayes: Col. Paul Cook (Ret.), Jesse Armendarez, Dawn Rowe, Curt Hagman, Joe Baca, Jr.

Lynna Monell, CLERK OF THE BOARD

BY 
DATED: December 19, 2023



cc: ARMC - Gilbert w/agree
Contractor c/o ARMC w/agree
File - w/agree
MA 12/22/2023