

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

March 28, 2023

FROM

WILLIAM L. GILBERT, Director, Arrowhead Regional Medical Center

SUBJECT

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

RECOMMENDATION(S)

Approve **Amendment No. 3** to **Agreement No. 18-378** with Konica Minolta Business Solutions U.S.A., Inc. 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.
(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 \$305,155 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) 2022-23 budget and will be included in 2023-24 recommended budget.

BACKGROUND INFORMATION

This Amendment with Konica Minolta Business Solutions U.S.A., Inc. (Konica) will correct the number of print devices from 1,231 to 1,245, and allow for continual servicing of thermal, monochromatic, and color print devices, including equipment repair, supply restocking (excluding paper), preventative maintenance, supply of replacement parts, general support, detailed account usage, and a simplified billing process. The number of print devices was revised due to an end -of-year reconciliation. Extending the term of the Agreement by six months will allow additional time for a competitive solicitation process to be completed.

On June 26, 2018 (Item No. 10), the Board of Supervisors (Board) approved Agreement No. 18-378 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 Agreement No. 18-378 with Konica to increase the Agreement amount by \$560,340, from \$1,885,290 to

**Amendment to Agreement with Konica Minolta Business Solutions
U.S.A., Inc. to Add Print Devices
March 28, 2023**

\$2,445,630, and to update the print device total from 175 to 491, with no change to the contract term.

On March 1, 2022 (Item No. 12), the Board approved Amendment No. 2 to Agreement No. 18-378 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.

ARMC recommends approval of this amendment to allow additional time to complete a competitive procurement process with no disruption to its current printing capabilities and reflect the correct number of devices.

PROCUREMENT

The Purchasing Department supports this amendment based on the competitive nature of the original procurement, Request for Proposals (RFP) No. RFP ARMC117-ARMC-2430, on the understanding that a new RFP will be completed prior to the new agreement termination date.

REVIEW BY OTHERS

This item has been reviewed by County Counsel (Charles Phan, Deputy County Counsel, 387-5455) on February 14, 2023; Purchasing (Ariel Gill, Buyer III, 777-0722) on February 22, 2023; ARMC Finance (Chen Wu, Budget and Finance Officer, 580-3165) on March 6, 2023; and Finance (Jenny Yang, Administrative Analyst, 387-4884) on March 8, 2023; and County Finance and Administration (Valerie Clay, Deputy Executive Officer, 387-5423) on March 8, 2023.

**Amendment to Agreement with Konica Minolta Business Solutions
U.S.A., Inc. to Add Print Devices
March 28, 2023**

Record of Action of the Board of Supervisors
San Bernardino County

APPROVED (CONSENT CALENDAR)

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

Lynna Monell, CLERK OF THE BOARD

BY 
DATED: March 28, 2023



cc: ARMC- Gilbert w/agree
Contractor- C/O ARMC w/agree
File- w/agree
LA 03/31/2023