



## MERCED COUNTY FOCUS CONTRACT

### Merced County FOCUS Contract Procurement Instructions

One of the procurement options available to AMS.NET public sector customers is the Merced County FOCUS Contract. The Merced County FOCUS Contract assists schools and governments to procure competitively bid technology and eliminate much of the cost and time associated with the bid process. Organizations can quickly purchase technology brands they prefer at great prices.

#### Merced County FOCUS Contract

##### FOCUS #2015109

##### **Manufacturers Represented:**

|                 |                   |                                   |
|-----------------|-------------------|-----------------------------------|
| EMC             | Aerohive Networks | VBrick                            |
| Data Domain     | Exacq Vision      | Structured Wiring                 |
| VMware          | Arecont           | Maintenance/Professional Services |
| Cisco Systems   | Valcom            |                                   |
| Brocade         | F5 Networks       |                                   |
| Nimble Storage  | Barracuda         |                                   |
| Veeam           | FrontRow          |                                   |
| APC             | Kaspersky         |                                   |
| HP              | OnSSI             |                                   |
| Meraki          | Tripp Lite        |                                   |
| Ruckus Wireless | iboss             |                                   |

##### **Electronic Catalog/Pricing:**

The electronic catalog includes the manufacturers, products, pricing, and professional services offered by AMS.NET as part of the FOCUS contract. The electronic catalog includes the manufacturers that AMS.NET is authorized to resale, implement, and provide on-going support services. Please reference the electronic catalog for pricing.

##### **To Order:**

1. Complete a joint powers agreement with Merced County.  
*(Agreements are accomplished by referencing AMS.NET's FOCUS contract number #2015109 on the purchase order, forwarding original to AMS.NET and providing an information copy to the Merced County Department of Commerce, Aviation & Economic Development via U.S. Mail, facsimile, or email.)*
2. Issue a Purchase Order to AMS.NET with the FOCUS contract number #2015109 clearly stated.
3. Forward the original Purchase Order to AMS.NET
4. Mail a copy of the Purchase Order to:  
Merced County Department of Commerce, Aviation & Economic Development- FOCUS Contract  
2507 Heritage Drive, Atwater, CA 95301
5. Send AMS.NET Confirmation of the copy being mailed to Merced County Department of Commerce, Aviation & Economic Development.
6. The order is processed.

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### Contract Description

For Public Entities: The Fast Open Contracts Utilization Services (FOCUS) program established over a decade ago, and under State of California procurement guidelines (Gov. Code 25330-25338), is a competitively bid procurement vehicle for counties, cities, schools, special districts as well as Federal and State governments to use in the direct purchase of their technology needs through established public entity (County) contracts. The multiple award FOCUS program is offered throughout California and nationally. The purpose of this FOCUS RFJVP is to provide the means for counties, cities, schools, special districts and other government entities in California and nationally to purchase their needed technology solutions through a formally bid contractual relationship. FOCUS also provides the means for governments to reduce their costs of procurement while leveraging their dollars with other governments to achieve greater buying power.



July 7, 2015

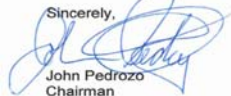
To: All Federal, State and Local Governmental Entities

After a comprehensive, formal request for proposal process, the County of Merced is proud to announce the Fast Open Contracts Utilization Services (FOCUS) Program contract with AMS.NET, Inc. This contract, as authorized by the Board of Supervisors, is available for use through July 6, 2018, by any federal, state, county, city, school or special district public jurisdiction able to exercise a joint powers relationship with our County.

This special relationship brings together government and a premier telecommunications technology solutions provider, AMS.NET, Inc., in a joint effort to offer entities, nationally, the opportunity to procure their technology needs through a pre-established flexible procurement contract. FOCUS Contract No. 2015109 is specifically designed to be a long term alliance so as to ensure that your systems and service needs will continue to be met well into the future.

The County of Merced and AMS.NET, Inc. are dedicated and committed to assisting you in creating the most cost effective, efficient, and performance telecommunications technology solutions for your jurisdiction. Our standard is excellence in systems, services, and customer satisfaction.

Sincerely,



John Pedrozo  
Chairman

#### Board of Supervisors

John Pedrozo  
Supervisor, District One  
Hubert "Hub" Walsh, Jr.  
Supervisor, District Two  
Daron McDaniel  
Supervisor, District Three  
Deidre F. Kelsey  
Supervisor, District Four  
Jerry O'Banion  
Supervisor, District Five

James L. Brown  
County Executive Officer

Merced County  
Administration Building  
222 "M" Street  
Merced, CA 95340  
(209) 385-7366  
(209) 728-7977 Fax  
www.co.merced.ca.us

Equal Opportunity Employer

### Rules/Regulations

**Shipping Costs-** Shipping charges are paid by AMS.NET.

### For More Information

AMS.NET Contract Contact      Phone: 925-245-6128  
Thomas Vasconi, Director of Sales      Email: [tvvasconi@ams.net](mailto:tvvasconi@ams.net)