



**Purchasing Division**  
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## Award Information # 19043

### Contract Information

Purchase Description: **Telecommunication Services**

Contract Start Date: **March 13, 2019**

Initial Term: **One year**

Term Dates: **March 13, 2019 – March 12, 2020**

Renewals: **None**

### Vendor Information

Company Name: **Granite**

*Local distributor: Telecom Innovations Group, Itasca, Illinois*

Address: **100 Newport Ave**

*Street Address*

*Suite/Unit #*

**Quincy**

*City*

**MA**

*State*

**02171**

*ZIP Code*

Contact Name: **Ryan Seron, Government Team - Sr. Regional Manager; George Lambritsios, Relationship Development**

- Data/Telecommunications
- Staff Augmentation
- Software & Online Services
- Consultants

Funding Account  
Description:

**101-1300020-71960 - Data/Telecommunications**

**101-1300010-71125 - Staff Augmentation**

**101-1300020-71230 - Software & On-Line Services**

Budget Information: **101-1300010-71150 - Consultants**

Department: **Information Technology**

Department Contact: **Brett Barganz**

Award Amount: **\$865,436**

### Joint Purchase Information

#### Scope of Work:

Enterprise IT is seeking to consolidate all of the County's telecommunications services (voice, internet, support, etc.) under a single provider through a competitively bid joint purchasing agreement. In the past, IT has procured these services separately, which has resulted in separate agreements with numerous providers (AT&T, Call One, Comcast, First Communications, TDS, Telecom Innovation Group, Verizon, etc.). By consolidating these services under a single provider, the County could realize several benefits:

- Reduced administrative overhead (one monthly vs many)
- Improved support, reduced complexity (one provider vs many)

- Improved pricing, reduced procurement overhead (initial estimate of annual savings is approximately \$50,000)

**Procurement Method:**

In accordance with Section 10-101 of the Lake County Purchasing Ordinance, the County Purchasing Division has identified a competitively solicited and awarded cooperative purchasing contract for telecommunications services offered by Granite, Quincy, MA, through the US General Services Administration (GSA Contract - GS-35F-208BA).

**Department Recommendation:**

The Purchasing Division vetted Government Services Administration (GS-35F-208BA) and determined that it met the requirements pursuant to State of Illinois Joint Purchasing Act and the Lake County Purchasing Ordinance. Lake County may participate in joint purchasing agreements for the procurement of goods with one or more public procurement units in accordance with an agreement entered into between the participants.