

REPORT TO CITY COUNCIL

DATE: MAY 8, 2024

TO: HONORABLE MAYOR AND MEMBERS OF THE CITY COUNCIL

FROM: NATHAN HAMBURGER, CITY MANAGER

BY: RAMIRO ADEVA, ASSISTANT CITY MANAGER

SUBJECT: APPROVE FIRST AMENDMENT TO AGREEMENT FOR CONSULTANT SERVICES WITH CONVERGE TECHNOLOGY SOLUTIONS, FOR HALF CABINET COLOCATION AND FIBER CONNECTIVITY SERVICES AND COMPANY NAME CHANGE TO CONVERGE TECHNOLOGY SOLUTIONS

Converge Technology Solutions, ("Converge"), formerly Key Info Systems, Inc., provides storage of the City's computer network servers (colocation) and internet service (connectivity) for the City. Their data storage facility is located directly across the street from City Hall and, therefore, provides the most convenient access to the City's equipment. The City has been utilizing this data storage facility since 2009. There are no comparable services located within the City or the surrounding area; therefore, staff is requesting that this service be sole sourced.

Converge Technology Solutions colocation service provides an environment that is temperature controlled, "clean power" back-up generators, and raised flooring for ideal climate control. This safeguards the City's computer equipment and helps to ensure that the City's equipment is not damaged. Furthermore, the data center is wired with Category 5e wiring, which provides fast connectivity to the internet. The internet service provided has been fast and reliable. Finally, the City's facilities are not conducive to properly having this type of equipment onsite.

The City previously signed a Master Agreement with Key Info Systems, Inc. and has changed the name to Converge Technology Solutions. The proposal before the City Council is a renewal of the pricing for a one-year term. The City has used the Services of Key Info Systems Inc., now Converge, for the past twelve years and found them to be reliable.

The proposed amendment to the agreement has been reviewed by the City Attorney and approved as to form.

FISCAL IMPACT

There is no impact to the City Council 2024-25 Budget, as this amount was budgeted for in the proposed Fiscal Year 2024-25 Budget, 010-4195-552000.

RECOMMENDATION

Staff recommends the City Council approve the First Amendment to Agreement for Consultant Services for colocation and connectivity services, and the company name change to Converge Technology Solutions with Converge Technology Solutions

Attachment: First Amendment to Converge Technology Services Agreement

FIRST AMENDMENT TO AGREEMENT FOR CONSULTANT SERVICES
WITH THE CITY OF AGOURA HILLS

NAME OF CONSULTANT:	Converge Technology Solutions
RESPONSIBLE PRINCIPAL OF CONSULTANT:	Attn: Howard Hausman
CONSULTANT'S ADDRESS:	30077 Agoura Court Agoura Hills, CA 91301
CITY'S ADDRESS:	City of Agoura Hills 30001 Ladyface Court Agoura Hills, CA 91301 Attn: City Manager
PREPARED BY:	Amber Victoria
COMMENCEMENT DATE:	May 8, 2024
TERMINATION DATE:	May 7, 2025
CONSIDERATION:	Amendment Amount: \$42,384 Total Contract Price: \$142,384 Not to Exceed: \$42,384/yr.

**FIRST AMENDMENT TO AGREEMENT BETWEEN
CITY OF AGOURA HILLS AND CONVERGE TECHNOLOGY SOLUTIONS**

**Half Cabinet and Fiber Connectivity and Company Name Change to Converge
Technology Solutions**

THIS FIRST AMENDMENT is made and entered into as of May 8, 2024, by and between the City of Agoura Hills, a municipal corporation (hereinafter referred to as "City") and Converge Technology Solutions (hereinafter referred to as "Consultant"). In consideration of the mutual covenants and conditions set forth herein, the parties agree as follows:

1. This Amendment is made with the respect to the following facts and purposes:

a. On August 1, 2020, the City and Consultant entered into that certain Agreement entitled "Agreement for Half Cabinet and Fiber Connectivity", in the amount of One Hundred Thousand Dollars and Zero Cents (\$100,000).

b. The parties now desire to extend the term of the agreement to May 7, 2025, increase the total payment by the amount of Forty-Two Thousand Three Hundred Eighty-Four Dollars and Zero Cents (\$42,384), for a total amount of One Hundred Forty-Two Thousand Three Hundred Eighty-Four Dollars and Zero Cents (\$142,384), reflect the name change of the company from Key Info Systems, Inc. to Converge Technology Solutions, and to amend the Agreement as set forth in this Amendment.

2. Section 3 of the Agreement entitled "TERM and TERMINATION" is hereby amended to read as follows:

"This Agreement shall commence on the effective date, May 8, 2024, and continue until May 7, 2025, or terminated as provided herein."

3. Section Addendum A of the Agreement entitled "COR Details" is hereby amended to read as follows:

"The City agrees to pay Consultant monthly, in accordance with the payment rates and schedules and terms set forth in Exhibit B, Change Order Request (COR) and Payment Schedule, attached hereto and incorporated herein by this reference as though set forth in full, based upon actual time spent on the above tasks. The FIRST Amendment shall be for an additional one-year contract, and shall not exceed a total Agreement amount of One Hundred Forty-Two Thousand Three Hundred Eighty-Four Dollars and Zero Cents (\$142,384).

4. Exhibit "A" to the Agreement is hereby amended by adding thereto the items set forth on Attachment "A" to this Amendment, which is attached hereto and incorporated herein as though set forth in full.

5. Except for the changes specifically set forth herein, all other terms and conditions of the Agreement shall remain in full force and effect, including Attachment A

(Reference to Name Change) and Exhibit B (Change Order Request and Payment Schedule), hereby incorporated by reference.

IN WITNESS WHEREOF, the parties hereto have caused this FIRST Amendment to Agreement to be executed the day and year first above written.

CITY OF AGOURA HILLS

Illece Buckley Weber,
Mayor

ATTEST:

Kimberly M. Rodrigues, MMC
City Clerk
*Date Approved by City
Council* _____

APPROVED AS TO FORM:

Candice K. Lee,
City Attorney

CONSULTANT

Converge Technology Solutions
30077 Agoura Court
Agoura Hills, CA 91301
Howard Hausman
805-823-5350

By: DocuSigned by:
Michael Heuberger 4/25/2024
0FBED5FB39E4B8...

Print Name: Michael Heuberger

Title: EVP - Global Managed Services
DocuSigned by:

By: Karen Smallwood
FD6598FB840A4D2...

Print Name: Karen Smallwood

Title: Director of Contracts & Compliance

[Signatures of Two Corporate Officers Required]

ATTACHMENT A

Attached hereto and incorporated herein is the reflected name change from Key Info Systems, Inc. to Converge Technology Solutions.

Key Info Name Change

Howard Hausman <Howard.Hausman@convergetp.com>

Wed 4/3/2024 10:51 AM

To: Amber Victoria <AVictoria@agourahillscity.org>

Caution! This message was sent from outside your organization.

[Allow sender](#) | [Block sender](#)

Amber:

Below is a copy of the e-mail sent regarding the name change. Please let me know if you have any questions.



Dear Valued Clients & Partners,

We are excited to announce, as part of our ongoing efforts to streamline and simplify our communications and delivery of solutions & services, **Key Information Systems, Inc. (“KeyInfo”) will be officially merged with and into Converge Technology Solutions US, LLC (“Converge”)**.

This merger will take effect on September 1, 2022, and, from that point on, all communications you receive will come from Converge. From and after this date, KeyInfo will continue to operate as you have come to expect, now under the name of Converge.

Moving forward, please update your records (including account information), the address you use for notices, and all future business correspondence to the below:

Mailing Address:

Converge Technology Solutions US, LLC
30077 Agoura Court
First Floor

Agoura Hills, CA 91301

Headquarters Address:

Converge Technology Solutions US, LLC
130 Technology Parkway
Norcross, GA 30092-2908

Notice Address:

Converge Technology Solutions US, LLC
165 Barr Street
Lexington, KY 40507
Email: ContractsCompliance@convergetp.com

This internal change aligns with the business strategy that began with Converge's acquisition of KeyInfo in 2018. Because this is a merger of two affiliated entities, any agreements you have with KeyInfo will automatically transfer to Converge and remain in full force and effect without the need for any further action.

Below you will find links to download an updated W9 form and new payment instructions. Should you have any questions or concerns regarding this change, please contact Converge's Contracts & Compliance department at 859.398.3222 or via email at ContractsCompliance@Convergetp.com.

Updated W9

New Payment Instructions

Thank you,

Todd Smith
Director of Sales, Southwest U.S.
Converge Technology Solutions



Converge Technology Solutions Corp., 161 Bay St., Suite 2325, Toronto, ON M5V 2S1, Canada, 416.360.1495

[Unsubscribe](#) [Manage preferences](#)

Best regards,

Howard Hausman | Account Executive
Converge Technology Solutions
m 805-823-5350 e howard.hausman@convergetp.com
w convergetp.com



ATTACHMENT B

Change Order Request (COR) and Payment Schedule



Change Order Request (COR)

1. COR Header

Client Name: City of Agoura Hills ("Client")

Client Contact: Amber Victoria

SOW Document Title: Renewal Agreement Half Cabinet at Agoura Court & Fiber Connectivity

SOW Document ID #: N/A

SOW Execution Date: 8/3/2020

COR Document ID #: SO24/3013479

COR Issue Date: 4/4/2024

COR Expiration Date: This COR will expire sixty (60) days after COR Issue Date.

COR Title: 12 Month Renewal

2. COR Overview

Pricing Summary

List of changes to the *Pricing Summary* section of the SOW:

- See *Addendum A: COR Details* below for further information.

Solution Overview

List of changes to the *Solution Overview* section of the SOW:

- No changes

Service Description

List of changes to a *Service Description* addendum of the SOW:

- No changes to the current services being provided

General Terms and Conditions (including Payment Terms, Term, and Termination, etc.)

List of changes to the *General Terms and Conditions* addendum of the SOW:

- The term of this COR is twelve (12) months
- The term of this COR will begin on 05/08/2024 and will end at midnight on 05/07/2025
- This COR also voids and replaces the v1.1 of the COR that was previously executed.

Special Terms and Conditions

List of changes to a *Special Terms and Conditions* addendum of the SOW:

- None.

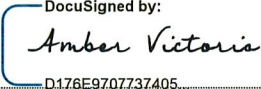
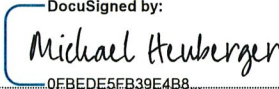


3. COR Acceptance

This COR shall commence on the date of signature by Service Provider below ("Effective Date").

This COR, shall upon execution by both Parties below, constitute the complete and exclusive understanding between Service Provider and Client with respect to Services described herein. Service Provider hereby expressly rejects all additional or different terms, including but not limited those which may be listed on Client's PO (if any). Unless and until the mutual execution of this COR, neither Party shall have any obligation to the other hereunder. The commitments, including pricing, offered by Service Provider herein are predicated on such execution prior to the COR Expiration Date. In the event this COR is signed by Client after the COR Expiration Date, Service Provider reserves the right, at its sole discretion, to (i) reject the signed COR, (ii) present an updated CPR version for Client's signature, or (iii) execute the signed COR.

The Parties hereby acknowledge that they have read and accept this COR and all the addenda attached hereto. All terms and conditions of the SOW which are not modified by this COR shall remain in full force and effect for the duration of the term detailed in this COR. The undersigned further represent that they are a duly authorized representatives of their respective legal entities to execute this COR.

Client: City of Agoura Hills	Service Provider: Converge Technology Solutions US, LLC
Name: Amber Victoria	Name: Michael Heuberger
Title: Management Analyst	Title: EVP Managed Services
Date: 4/5/2024	Date: 4/5/2024
Signature:  DocuSigned by: Amber Victoria D176E9707737405...	Signature:  DocuSigned by: Michael Heuberger 0FBEDE5FB39E4B8...



Addendum A: COR Details

Item #	Product Description	Term	Qty	Unit	Unit Price	NRC	Recurring	Total CV
1	CCI, Colocation, Cabinet, Half, AGC 13-01-01-01-003-01	12	1	Cabinet	220.00	0.00	220.00	2,640.00
2	CCI, Colocation, Power Circuit, 20A/120V, A-Primary, AGC 13-01-01-01-021-01	12	1	Circuit	356.00	0.00	356.00	4,272.00
3	CCI, ISP, Internet, Public IP, AGC 13-01-02-01-020-01	12	48	IP	2.00	0.00	96.00	1,152.00
4	CCI, ISP, Internet Bandwidth, AGC 13-01-02-01-019-01	12	200	Mbps	4.80	0.00	960.00	11,520.00
5	CCI, ISP, Circuit, Dark Fiber, 10Gbps, Crown Castle, AGC 13-01-02-01-001-01	12	1	Circuit	1,900.00	0.00	1,900.00	22,800.00
Totals						Total NRC	Total Recurring	Total CV
						\$0.00	\$3,532.00	\$42,384.00