



WASHOE COUNTY

Integrity Communication Service

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STAFF REPORT

BOARD MEETING DATE: October 16, 2026

DATE: October 6, 2026

TO: Hexagon Managers Board

FROM: Erick Willrich, Technology Coordinator, Client Engagement and Experience, Technology Services Department
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THROUGH: Behzad Zamanian, Chief Information Officer

SUBJECT: This staff report provides a comprehensive overview of the newest change order, CO04 v2, for the County of Washoe's HPE GreenLake Services contract. The change order introduces significant updates to the Regional production environment, specifically the addition of two Aruba switches, and outlines the financial, operational, and contractual implications of this modification with a fiscal impact of [\$298,637.40] (All Agencies.) **FOR POSSIBLE ACTION**

SUMMARY

This report addresses a proposed modification to the County's existing HPE Greenlake Services agreement, specifically to support ongoing technology infrastructure needs as part of Washoe County's regional public safety and information technology modernization efforts. The requested change order is designed to ensure that the County's IT environment remains robust, secure, and scalable, aligning with the County's commitment to delivering reliable services and maintaining operational resilience—Washoe County Strategic Objective supported by this item: Fiscal Sustainability.

As previously stated in related agreements, the HPE GreenLake platform offers a flexible, consumption-based IT solution that enables the County to adapt to evolving service demands while maintaining cost efficiency and compliance with the State of Nevada's cooperative purchasing requirements. The purpose of this report is to summarize the rationale for the CO04v2 change order, which includes the addition of new hardware components and associated support services, and to outline the anticipated benefits for County operations. This action directly supports the FY24 Washoe County Refreshed Strategic Plan by advancing the County's strategic goal of fiscal sustainability through technology investments that enhance service reliability and support regional collaboration.

Elected officials may have questions regarding the necessity and timing of this change order, the alignment with existing contracts, and the impact on County operations. In response, staff notes that the change order is governed by the terms of the State of Nevada Participating State Contract and the HPE Greenlake Master Agreement, ensuring

legal compliance and cost control. The addition of new hardware is required to maintain service levels for critical public safety and administrative systems, and the non-coterminous term structure allows for flexible lifecycle management. Approval of this change order will position Washoe County to meet current and future technological needs while upholding prudent fiscal management and supporting the County's long-term strategic objectives.

Washoe County Strategic Objective supported by this item: Fiscal Sustainability

PREVIOUS ACTION

The most recent Board action directly related to the HPE Greenlake Services agreement occurred on September 19, 2023. At that meeting, Quinn Korbolic, IT Manager for the Regional Services Division, Technology Services Department, presented a staff report recommending approval of a contract between Washoe County and Hewlett Packard Enterprise (HPE) for equipment and services to support the upgrade of the regional Computer Aided Dispatch (CAD) and Law Enforcement Records Management (RMS) systems. The contract was initiated through the State of Nevada Cooperative Cloud Solutions agreement (NASPO ValuePoint - Utah). The Board approved it for a cost not to exceed \$62,493.84 in the first year, with a term of sixty months from the effective date. The Board also directed the Purchasing and Contracts Manager to complete the contract. The motion was made in open session and approved by a majority vote of the Board. The meeting minutes reflect that the contract was intended to provide primary and backup technology infrastructure for the regional Unified CAD and law enforcement RMS project, and that the HPE agreement costs were included as part of a regional cost-sharing formula among partner agencies. The staff report and minutes further document that the HPE GreenLake platform was selected to ensure compliance with the State of Nevada's cooperative purchasing requirements and to support regional public safety modernization efforts.

No subsequent Board actions, motions, or funding authorizations specific to HPE Greenlake Services Change Order CO04v2 have been identified in the official records up to the current report date. The current change order (CO04v2) is governed by the terms of the State of Nevada Participating State Contract and the HPE Greenlake Master Agreement, as previously approved by the Board. All future actions related to this change will be documented in the official minutes and subject to Board approval as required by County policy and State law.

BACKGROUND

The HPE GreenLake Services Change Order CO04v2 is part of Washoe County's ongoing efforts to modernize and maintain its regional information technology infrastructure, particularly in support of public safety and administrative operations. The County's adoption of the HPE Greenlake platform reflects a broader shift in public sector IT management toward flexible, consumption-based service models that can adapt to evolving operational requirements and regulatory standards. This approach is designed to deliver scalable, secure, and cost-effective technology resources that support both current and future service delivery needs.

Historical Summary

Washoe County's transition to the HPE GreenLake platform was initiated in response to the need for a unified, reliable, and resilient IT environment capable of supporting mission-critical systems, including the regional Computer-Aided Dispatch (CAD) and Law Enforcement Records Management (RMS) systems. The County, in collaboration with regional partners, identified limitations in legacy systems, including end-of-support issues and insufficient capacity to meet the demands of Next Generation 911 and other public safety initiatives. The selection of HPE GreenLake was informed by a comprehensive analysis of available solutions, with an emphasis on compliance, interoperability, and lifecycle management.

The change order process, as governed by the HPE Greenlake Master Agreement and the State of Nevada Participating State Contract, allows the County to incrementally expand or modify its IT infrastructure in response to operational needs, without disrupting existing services or incurring unnecessary costs. This mechanism has enabled the County to address emerging requirements, such as replacing hardware components or adding new network devices, while maintaining alignment with regional cost-sharing agreements and strategic objectives.

Legal and Regulatory References

The execution and administration of HPE Greenlake Services, including any change orders, are subject to a range of legal and regulatory frameworks. The primary authority is the State of Nevada, as outlined in Participating State Contract Number 99SWC-NV23-16118, which establishes the terms for cooperative purchasing and ensures that all acquisitions are conducted in accordance with state procurement laws (14). The contract incorporates requirements for competitive pricing, transparency, and compliance with applicable statutes, including but not limited to NRS Chapter 332 (Purchasing: Local Governments) and NRS Chapter 239 (Public Records).

Additionally, the HPE Greenlake Master Agreement and associated Statements of Work specify the County's responsibilities regarding data security, privacy, and system management, as well as HPE's obligations for service delivery, support, and warranty. These documents require the County to maintain appropriate physical and logical security controls, ensure compliance with building and safety codes, and adhere to all relevant federal, state, and local regulations governing IT operations and public safety communications.

Notice of proposed contract actions and change orders is provided in accordance with County policy and state law, typically through public meeting agendas and official minutes of the Board of County Commissioners. For the current change order, notice was issued as part of the Board's regular meeting process, with documentation available for public review through the County's official records system.

Master Plans and Strategic References

The HPE Greenlake Services initiative, including Change Order CO04v2, is aligned with several key planning documents and strategic frameworks. The Washoe County Regional 911 Master Plan, adopted in December 2021, outlines the need for modern, interoperable technology infrastructure to support regional emergency communications and data sharing 3. The County's Capital Improvement Plan and the FY24-Washoe County-Refreshed Strategic Plan further emphasize the importance of technology investments that promote fiscal sustainability, operational efficiency, and regional collaboration.

By leveraging the flexibility of the HPE GreenLake platform and the cooperative purchasing framework, the County can implement technology upgrades and expansions in a manner consistent with its long-term goals for service reliability, cost control, and compliance. The change of order process supports ongoing adaptation to new requirements, ensuring that the County's IT environment remains responsive to both internal and external drivers of change.

FISCAL IMPACT

The fiscal impact of the HPE GreenLake Services Change Order CO04v2 is characterized by a fixed monthly charge structure for the addition of two Aruba switches to the County's GreenLake production environment. The change order establishes a non-coterminous 60-month term for the new hardware, with the contract value for the first year set at \$18,911.28, exclusive of applicable taxes and subject to a delay fee if installation is postponed beyond the readiness date. The County is required to provide a purchase order covering the full value of the initial year's contract, and subsequent years will be invoiced in accordance with the terms of the master agreement and the State of Nevada Participating in State Contract Number 99SWC-NV23-16118 1.

The financial structure of this change order is designed to replace two existing switches. HPE will waive any early termination fees and remaining payments for the de-installed equipment, contingent upon the County's return of the old hardware. Monthly billing for the new switches will commence upon installation, and billing for the replaced units will cease accordingly. The price per unit for the new switches is set at \$787.97 per month, and this rate is fixed for the duration of the system term as specified in the Change Order.

Current Pricing

	Site	Billing Tier	Monthly
Current	Main	DL360s	\$3,446.52
Current	Main	Alletra 6030	\$1,341.30
Current	Main	TOR Switches	\$420.00
			\$5,207.82

	Site	Billing Tier	Monthly
Current	DR	dHCI Storage	\$2,013.70
Current	DR	Zerto	\$2,000.00
Current	DR	VMware Cloud Foundation	\$3,360.00
Current	DR	HPE DCTS	\$1,483.33
Current	DR	Equinix	\$1,959.43
			\$10,816.46
Total Monthly Cost			\$16,024.28
Total Annual Cost			\$192,291.36

Proposed Pricing

Site	Billing Tier	Monthly
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Growth Adjusted	Main	DL360s	\$6,677.93
No changes	Main	Alletra 6030	\$1,341.30
New tech impacted	Main	Switching	\$0.00
New tech	Main	TOR Switches	\$1,575.94
			\$9,595.17

	Site	Billing Tier	Monthly
Growth Adjusted	DR	dHCI Compute Band 1	\$4,473.50
		dHCI Compute Band 2	\$1.32
No changes	DR	dHCI Storage	\$2,013.70
No changes	DR	Zerto	\$2,000.00
No changes	DR	VMware Cloud Foundation	\$3,360.00
No changes	DR	HPE DCTS	\$1,483.33
No changes	DR	Equinix	\$1,959.43

\$15,291.28

Total Monthly Cost **\$24,886.45**

New Total Annual Cost **\$298,637.40**

Increase in Monthly Cost **\$8,862.17**

Increase in Annual Cost **\$106,346.04**

Growth Projections: The configuration is expected to remain at two switches throughout the five-year term, with no planned growth in switch count.

Funding for this change order is anticipated to be sourced from the County's technology infrastructure budget, consistent with the established practice of aligning IT hardware and support expenditures with the County's capital improvement and operational plans. The change order's non-coterminous term enables independent lifecycle management of the new hardware, supporting long-term budget planning and mitigating the risk of unanticipated capital expenditures. The County's obligation to provide adequate budget authority for each year of the contract is reinforced by the requirement to issue updated purchase orders as needed to cover estimated service fees, ensuring ongoing compliance with procurement and financial management policies.

The fiscal impact is further moderated by the consumption-based pricing model of the HPE GreenLake platform, which enables the County to match expenditures to actual usage and operational needs. This approach supports cost predictability and fiscal sustainability by avoiding over-provisioning and allowing for incremental adjustments as technology requirements evolve. The County's financial exposure is limited to the agreed-upon monthly charges for the reserved capacity, with no variable usage component for the fixed-charge hardware specified in the Change Order.

In summary, the fiscal impact of Change Order CO04v2 is a planned, fixed monthly expenditure for a defined term, with funding to be managed through existing IT budget processes and in accordance with the County's cooperative purchasing agreement with

the State of Nevada. This structure provides transparency, cost control, and alignment with the County's broader financial strategy for technology infrastructure investments.

RECOMMENDATION

The staff is recommending that the Board approve the HPE Greenlake Services Change Order CO04v2. This report addresses a proposed modification to the County's existing HPE Greenlake Services agreement, specifically to support ongoing technology infrastructure needs as part of Washoe County's regional public safety and information technology modernization efforts. The requested change order is designed to ensure that the County's IT environment remains robust, secure, and scalable, aligning with the County's commitment to delivering reliable services and maintaining operational resilience—Washoe County Strategic Objective supported by this item: Fiscal Sustainability

POSSIBLE MOTION

Should the Board agree with the staff's recommendation, a possible motion would be: "Move to approve the HPE Greenlake Services Change Order CO04v2 as presented, and authorize the Purchasing and Contracts Manager to execute the change order in accordance with the terms of the State of Nevada Participating State Contract Number 99SWC-NV23-16118 and the HPE Greenlake Master Agreement." 12County."