



Project title: Award and Authorize Approximately \$250,000 to be Spent Annually with Dell Marketing LP from Washington State Department of Enterprise Services Contract #05815/EVT#2018-093

City Council Agenda Item Cover Sheet

Council Bill #

Washington State Department of Enterprise Services Contract
Consideration: #05815/EVT#2018-093

Project: Various

Agenda dates requested:
November 13, 2019

Partner/Supplier : Dell Marketing LP

Location: N/A

- Briefing
- Proposed action
- Consent X
- Action
- Ordinance
- Public hearing

Preceding action: None

Yes x No

Fund: Varies

Budget amendment:

Yes x No

Fiscal summary statement:

Funds used to purchase computer equipment, computer accessories, maintenance, and support from Dell Marketing LP are from various departments and project budgets.

PowerPoint presentation:

Yes x No

Consideration summary statement:

Dell Marketing LP is a reseller providing computer equipment, computer accessories, maintenance, and support on Washington State Department of Enterprise Services contract #05815/EVT#2018-093, which is a participating addendum to a competitively awarded NASPO ValuePoint Data Communications Master Agreement.

Attachments:

Department(s) involved:

Purchasing/Information Technology

Information Technology estimates that approximately \$250,000 will be spent annually with Dell Marketing LP. City Purchasing policy requires Council authorization of awards greater than \$100,000.

Contact person:

Theresa Bauccio-Teschlog

The City has an Interlocal Agreement with Washington State Department of Enterprise Services that allows for purchases from its competitively awarded contracts in lieu of soliciting bids on our own.

Phone number:

(425) 257-8901

Email:

tbauccio@everettwa.gov

Recommendation (exact action requested of Council):

Award and authorize approximately \$250,000 to be spent annually with Dell Marketing LP from Washington State Department of Enterprise Services Contract #05815/EVT#2018-093 for computer equipment, computer accessories, maintenance, and support.

Initialed by:

Department head

Administration


Council President



Contract Summary

Computer Equipment



NASPO
ValuePoint

Contract#: 05815 Replaces: 06112 Related Contracts: 08313, 10314, 05214

Products Available: PC's, laptops, tablets, storage, servers, and related commodities.

Description: The Washington State Department of Enterprise Services, through participation with NASPO ValuePoint, has established master contracts for the following product categories: Desktops, Laptops, Tablets, Servers, and Storage including related Peripherals (e.g. monitors, audiovisual equipment, instructional equipment, cabling, modems, network to support servers, storage and client applications such as routers and switches)

Contact Info: Mike Dombrowsky (360) 407-8717 or Mike.Dombrowsky@des.wa.gov

Secondary Contact Info: Kim Kirkland (360) 407-9207 or Kim.Kirkland@des.wa.gov

The following awarded vendors are currently available to Washington State purchasers:

Apple Inc. • Computer Technology Link Corp. • Dell Marketing, L.P. • EMC Corporation • Fujitsu • HP Inc. • Hewlett Packard Enterprise • IBM Corporation • Lenovo, Inc. • Lenovo Global Technology Inc. • Microsoft • NetApp, Inc. • Nimble Storage, Inc. • Panasonic • PureStorage • Tegile Systems, Inc. • Toshiba America Information Systems, Inc. • Transource Service Corporation • Xiotech Corporation

How to use this Contract:

1. Confer with your IT team to decide which brand and type of computer product you would like to buy. Also consider the environmental impacts of your computer purchase by exploring the **EPEAT User Guide**.
2. Scroll down and find the vendor (listed alphabetically) from which you would like to purchase or find pricing. Each vendor section will have links to pricing, ordering, vendor contact information, and any available product info.

NOTE: Vendor webpages and ordering options vary from vendor to vendor. Typically, Purchasers can order online, by phone or by email either directly from the vendor or from its authorized resellers.

3. If needed, to review terms and conditions of a vendor's NASPO ValuePoint Master Agreement and/or its Participating Addendum with Washington State, navigate to the Contract Documents column on the **Contract Summary Page**.

Found a Broken Link? E-mail DES so we can fix it ASAP.

Apple, Inc. Contract # 05815-001:

1. **Products and Pricing:** Apple has Desktops, Laptops, and Tablets on contract. Here you can see all of the primary **Apple Products**. Also a list of **Third Party Products**.
2. **Authorized Resellers:** None listed.
3. **Product Web Pages:** Apple also maintains a **Apple NASPO ValuePoint Store for Education products**, as well as a **Apple NASPO ValuePoint Store for State and Local Government products**.
4. **Sales Contact:** Orders may be placed through the online store or by purchase order e-mail at:
Education Purchase Orders by e-mail
State and Local Government Purchase Orders by e-mail

5. **Education Licensing Information:** Research the **Apple (K-12) Education Licensing Program** here. You can also view the **Apple Higher Education Licensing Program Info** here.

Information on **Education Product Financing** is also available.

6. **Customer Support:** Contact Apple by phone:

(K12 and Higher Ed): 1-800-800-2775, 1-800-590-0325 (FAX) or,

(State and Local Government) 1-800-793-9378, 1-800-438-0486 (FAX)

Browse for more information on Apple's NASPO Computer Equipment Webpage. Note: Apple offers some options that are different than other computer equipment resellers. The options available here may not be available with other sellers.

Computer Technology Link (CTL) Corp. Contract # 05815-002:

1. **Products and Pricing:** CTL has Desktops, Laptops, Tablets, Servers & Storage on contract. You may browse **CTL's NASPO ValuePoint store**, and place an order directly from the website.

2. **Authorized Resellers:** None listed.

3. **Sales Contact:** For sales information or product customization you may contact Washington Sales Rep Friedrich Gloekler by e-mail or Ph: 800-642-3087 x 213, Fax 503-526-9135.

4. **Customer Support:** Additional product support can be reached at CTL's customer support e-mail by Ph: 800.645.8670 or at the **CTL's support website**. Or the useful **CTL FAQ webpage** with information on a range of topics.

Browse for more information on CTL's NASPO Computer Equipment Webpage.

Dell Marketing, L.P. Contract # 05815-003:

1. **Products and Pricing:** Dell has Desktops, Laptops, Tablets, Servers & Storage on contract. You may browse **Dell's NASPO ValuePoint Dell Branded Products Price List** here. Dell also offers a **Dell 3rd Party Product Price List**.

You may also shop from the convenience of the **Dell Washington State Computer Equipment Store**. Dell also has a **Pricing Transparency Document** to explain contract pricing.

2. **Authorized Resellers:** Dell has the following **Authorized Washington Resellers**. These resellers are authorized to accept orders and payments for Dell under the terms and conditions of the NASPO Participating Addendum for Washington State.

3. **Sales and Customer Support:** To learn more about any available special offers, discounts for large quantity orders and establishing standard configurations please contact one of these **Washington State Dell sales representatives**.

Browse for more information on Dell's NASPO Computer Equipment Webpage.

EMC Corporation Contract # 05815-004:

1. **Products and Pricing:** EMC (a subsidiary of Dell) has Storage options on contract. You may browse **EMC's Price List and 3rd Party Price List** here. A **Discount Matrix** is also viewable for more transparent

pricing.

EMC has also compiled a list of **Accessibility and Accessible Products**.

2. Authorized Resellers: None listed.

3. Sales and Customer Support:

You may reach Dell contact Chuck Lott by e-mail or Ph: 916-797-6500 with any sales, invoice, billing, order tracking, or delivery questions.

Contract questions may be answered by Tiffany Pabst by e-mail or Ph: 916-797-6588.

Additional EMC Partner Contact Information can be found on the bottom of the **EMC Contract Webpage**.

Browse for more information on EMC's NASPO Computer Equipment Webpage.

Fujitsu Contract # 05815-005:

1. Products and Pricing: Fujitsu offers Desktops, Laptops, Tablets, Servers & Storage on contract. You may browse Fujitsu's **Washington State Product Websites** here by hovering your mouse over either the Client Computing Devices Section, Storage Solutions section, or Server Products Section.

The complete Fujitsu **Product and Service List** is also viewable.

2. Authorized Resellers: Fujitsu has the following **Authorized Washington Resellers**.

3. Sales and Customer Support:

To place an order follow the directions in the **Ordering Instructions Document**.

You may also reach enterprise sales representative Tom Valiante by e-mail or Ph: 408-764-6002. Or mobile sales representative Rick Saunders by e-mail or Ph: 310-706-8306 for assistance.

Browse for more information on Fujitsu's NASPO Computer Equipment Webpage.

HP Inc. Contract # 05815-017:

1. Products and Pricing: HP offers Desktops, Laptops & Tablets on contract. You may view products and pricing at the **HP State of Washington Standards Webpage**. If you don't see the product you are looking for please contact a sales associate.

Purchase orders should be submitted directly to HP via fax at 800-825-2329 or e-mail at:

PSorderprocessing@hp.com.

2. Authorized Resellers: For your convenience you may purchase through any HP Fulfillment Subcontractors. Or work with one of the Reseller Agents HP Authorized Reseller Agents

3. Sales and Customer Support: Please contact Debra Lee if you have any trouble finding the pricing you need or for questions or quote assistance.

HP Customer support may be reached at 800-727-2472 x 2.

Inside Sales Representative Karla Coronel-Serna is also available to assist with ordering needs.

Browse for more information on HP's NASPO Computer Equipment Webpage.

Hewlett Packard Enterprise Contract # 05815-014:

1. Products and Pricing: Hewlett Packard Enterprise offers Servers & Storage on contract. You may view

products and pricing at the Hewlett Packard State of Washington Webpage. A Price List is also available. Some products also have Accessibility Options.

2. **Authorized Resellers:** For your convenience you may also purchase through any HP Authorized Resellers or work with the following HP Fulfillment Subcontractors

3. **Sales and Customer Support:** For Hewlett Packard Enterprise quotes please contact the quoting team at RFQ-US-SLED@hpe.com.

The Inside Sales District Manager is Craig Allen.

Customer support is available by contacting Stacey Kearns .

Browse for more information on Hewlett Packard Enterprise's NASPO Computer Equipment Webpage.

IBM Corporation Contract # 05815-006:

1. **Products and Pricing:** IBM Corporation offers Servers & Storage on contract. Products and pricing lists are available on the IBM Washington Products Website.

2. **Authorized Resellers:** None listed.

3. **Sales and Customer Support:** Purchase orders may be e-mailed to Contract@us.ibm.com. Be sure to reference Master Agreement # MNWNC-116 when placing an order. For common questions view the IBM Order and Delivery FAQ. You may also contact the company directly via the Contact Webpage.

Browse for more information on IBM's NASPO Computer Equipment Webpage.

Lenovo, Inc. Contract # 05815-007:

1. **Products and Pricing:** Lenovo offers Desktops, Laptops & Tablets on contract. You can browse the products Lenovo offers on the Lenovo Washington NASPO ValuePoint Contract Website by clicking on the products tab at the top of the page. You can also browse Lenovo Accessories to go along with your other technology purchases.

2. **Authorized Resellers:** None listed.

3. **Sales and Customer Support:** Lenovo has education and state and local field sales representatives to assist with purchases, order information, and product information.

Education Field Sales Representatives:

Julie Lake Education Field Sales Representative - Ph: 714-722-7002

Erin Furr Education Inside Sales Representative - Ph: 866-426-8334 x 2940598

State and Local Field Sales Representatives:

Jerry Piepmeier State and Local Field Sales Representative - Ph: 916-752-6359

Heather Robertson State and Local Inside Sales Representative - Ph: 866-426-8334 x 2966860

Browse for more information on Lenovo's NASPO Computer Equipment Webpage.

Microsoft Contract # 05815-008:

1. **Products and Pricing:** Microsoft offers Laptops & Tablets on contract. You can view and compare Microsoft products and warranties at the Microsoft Product & Service Schedule Website. There is also a