



**BOARD OF SUPERVISORS AGENDA ITEM REPORT  
CONTRACTS / AWARDS / GRANTS**

Award  Contract  Grant

Requested Board Meeting Date: 09/04/18

\* = Mandatory, information must be provided

or Procurement Director Award

**\*Contractor/Vendor Name/Grantor (DBA):**

Dell Marketing LP

**\*Project Title/Description:**

Dell Hardware, Software, Peripherals & Related Services

**\*Purpose:**

Amendment of Award: Master Agreement No. MA-PO-16-101. This revision increases the annual award amount from \$500,000.00 to \$3,000,000.00, and also includes a one-time increase of \$2,000,000.00 for a cumulative not-to-exceed contract amount of \$6,254,000.00. This amended award amount is for the annual lifecycle replacement of desktop and laptop computers and the lifecycle replacement of servers and storage for the Pima County Sheriff's Department.

Administering Department: Information Technology.

**\*Procurement Method:**

Pursuant to Pima County Procurement Code 11.24.010, Cooperative Procurement Authorized, on 10/06/15, the Board of Supervisors approved an award of contract for an initial term of one (1) year and an annual award amount of \$500,000.00 with four (4) one-year renewal options.

On 08/26/16, the Procurement Director approved the annual renewal option to extend the termination date to 10/05/17 and added a partial annual award amount of \$254,000.00 for a cumulative not-to-exceed contract amount of \$754,000.00. Annual award amount remained at \$500,000.00 with three (3) renewal options remaining.

On 11/28/17, the Procurement Director approved the annual renewal option to extend the termination date to 10/05/18 and added the annual award amount of \$500,000.00 for a cumulative not-to-exceed contract amount of \$1,254,000.00. Two (2) renewal options remained.

This amendment of award is to support Board of Supervisors Policy D27.2 Lifecycle Management Plan for the replacement of IT assets, software and support services.

PRCUID: 186419

Attachment: Master Agreement.

**\*Program Goals/Predicted Outcomes:**

Purchase of goods and services including desktops, laptops, tablets, servers, storage, printers and software.

**\*Public Benefit:**

Provide Pima County with reliable and cost effective IT products and related services to ensure employees can efficiently perform their duties.

**\*Metrics Available to Measure Performance:**

Continued use of Dell goods and services reduces downtime.

**\*Retroactive:**

No

20180904-09:28:44 AM

Document Type: \_\_\_\_\_ Department Code: \_\_\_\_\_ Contract Number (i.e., 15-123): \_\_\_\_\_

Effective Date: \_\_\_\_\_ Termination Date: \_\_\_\_\_ Prior Contract Number (Synergen/CMS): \_\_\_\_\_

Expense Amount: \$\* \_\_\_\_\_  Revenue Amount: \$ \_\_\_\_\_

**\*Funding Source(s) required:**

Funding from General Fund?  Yes  No If Yes \$ \_\_\_\_\_ % \_\_\_\_\_

Contract is fully or partially funded with Federal Funds?  Yes  No

If Yes, is the Contract to a vendor or subrecipient? \_\_\_\_\_

Were insurance or indemnity clauses modified?  Yes  No

If Yes, attach Risk's approval.

Vendor is using a Social Security Number?  Yes  No

If Yes, attach the required form per Administrative Procedure 22-73.

**Amendment / Revised Award Information**

Document Type: MA Department Code: PO Contract Number (i.e., 15-123): 16-101

Amendment No.: \_\_\_\_\_ AMS Version No.: 09

Effective Date: 10/06/18 New Termination Date: 10/05/19

Prior Contract No. (Synergen/CMS): \_\_\_\_\_

Expense or  Revenue  Increase  Decrease Amount This Amendment: \$ 5,000,000.00

Is there revenue included?  Yes  No If Yes \$ \_\_\_\_\_

\*Funding Source(s) required: Internal Service Fund

Funding from General Fund?  Yes  No If Yes \$ \_\_\_\_\_ % \_\_\_\_\_

**Grant/Amendment Information** (for grants acceptance and awards)  Award  Amendment

Document Type: \_\_\_\_\_ Department Code: \_\_\_\_\_ Grant Number (i.e., 15-123): \_\_\_\_\_

Effective Date: \_\_\_\_\_ Termination Date: \_\_\_\_\_ Amendment Number: \_\_\_\_\_

Match Amount: \$ \_\_\_\_\_  Revenue Amount: \$ \_\_\_\_\_

**\*All Funding Source(s) required:**

\*Match funding from General Fund?  Yes  No If Yes \$ \_\_\_\_\_ % \_\_\_\_\_

\*Match funding from other sources?  Yes  No If Yes \$ \_\_\_\_\_ % \_\_\_\_\_

\*Funding Source: \_\_\_\_\_

**\*If Federal funds are received, is funding coming directly from the Federal government or passed through other organization(s)?**

Contact: Sal Servin, Procurement Officer

Department: Procurement Telephone: 520-724-9510

Department Director Signature/Date: [Signature] 8/15/18

Deputy County Administrator Signature/Date: [Signature] 8-16-18

County Administrator Signature/Date: [Signature] 8/16/18

(Required for Board Agenda/Addendum Items)



**PIMA COUNTY**

# MASTER AGREEMENT

PIMA COUNTY, ARIZONA

**THIS IS NOT AN ORDER - TRANSMISSION CONSTITUTES  
CONTRACT EXECUTION**

Master Agreement No: 1600000000000000101

MA Version: 9

Page: 1 of 2

Description: Dell Hardware, Software, Peripherals, & Related Services

|  |                                    |
|--|------------------------------------|
| <b>I<br/>S<br/>S<br/>U<br/>E<br/>R</b> | Pima County Procurement Department |
|  | 130 W. Congress St. 3rd Fl         |
|  | Tucson AZ 85701                    |
|  | <b>Issued By:</b> SAL SERVIN       |
|  | <b>Phone:</b> 5207249510           |
|  | <b>Email:</b> sal.servin@pima.gov  |

|                                  |   |                       |                    |                       |                     |                       |
|----------------------------------|---|-----------------------|--------------------|-----------------------|---------------------|-----------------------|
| <b>T<br/>E<br/>R<br/>M<br/>S</b> | <b>Initiation Date:</b> 10-06-2018  |                       |                    |                       |                     |                       |
|                                  | <b>Expiration Date:</b> 10-05-2019  |                       |                    |                       |                     |                       |
|                                  | <table> <tr> <td><b>NTE Amount:</b></td> <td><b>\$6,254,000.00</b></td> </tr> <tr> <td><b>Used Amount:</b></td> <td><b>\$1,188,152.41</b></td> </tr> </table> |                       | <b>NTE Amount:</b> | <b>\$6,254,000.00</b> | <b>Used Amount:</b> | <b>\$1,188,152.41</b> |
|                                  | <b>NTE Amount:</b>  | <b>\$6,254,000.00</b> |                    |                       |                     |                       |
|                                  | <b>Used Amount:</b>   | <b>\$1,188,152.41</b> |                    |                       |                     |                       |
|                                  |   |                       |                    |                       |                     |                       |
|                                  |   |                       |                    |                       |                     |                       |

|  |                            |  |
|--|----------------------------|--|
| <b>V<br/>E<br/>N<br/>D<br/>O<br/>R</b> | <b>DELL MARKETING LP</b>   | <b>Contact:</b> Scott Sudhalter        |
|  | <b>One Dell Way</b>        | <b>Phone:</b> 602-350-6222             |
|  | <b>Round Rock TX 78682</b> | <b>Email:</b> Scott_Sudhalter@dell.com |
|  |                            | <b>Terms:</b> 0.00 %                   |
|  |                            | <b>Days:</b> 30                        |

**Shipping Method:** Vendor Method

**Delivery Type:**

**FOB:** FOB Dest, Freight Prepaid

**Modification Reason**

This revision increases the annual award amount from \$500,000.00 to \$3,000,000.00, and also includes a one-time increase of \$2,000,000.00 for a cumulative not-to-exceed contract amount of \$6,254,000.00.

This Master Agreement incorporates the attached documents, and by reference all instructions, Standard Terms and Conditions, Special Terms and Conditions, and requirements that are included in or referenced by the solicitation documents used to establish this agreement. All transactions and conduct are required to conform to these documents.



**PIMA COUNTY**

**MASTER AGREEMENT DETAILS**

Master Agreement No: 1600000000000000101

MA Version: 9

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| Line | Description                                     |     |            |            |     |     |
|------|---|-----|------------|------------|-----|-----|
| 5    | FREE FORM LINE- Hardware                        |     |            |            |     |     |
|      | Discount  | UOM | Unit Price | Stock Code | VPN | MPN |
|      | 0.0000 %  |     | \$0.00     |            |     |     |
| 6    | FREE FORM LINE- Software                        |     |            |            |     |     |
|      | Discount  | UOM | Unit Price | Stock Code | VPN | MPN |
|      | 0.0000 %  |     | \$0.00     |            |     |     |
| 7    | FREE FORM LINE- Software Maintenance & Services |     |            |            |     |     |
|      | Discount  | UOM | Unit Price | Stock Code | VPN | MPN |
|      | 0.0000 %  |     | \$0.00     |            |     |     |
| 8    | FREE FORM LINE- Hardware Maintenance & Services |     |            |            |     |     |
|      | Discount  | UOM | Unit Price | Stock Code | VPN | MPN |
|      | 0.0000 %  |     | \$0.00     |            |     |     |