



BOARD OF SUPERVISORS AGENDA ITEM REPORT
CONTRACTS / AWARDS / GRANTS

☒ Award ☐ Contract ☐ Grant

Requested Board Meeting Date: August 17, 2020

** = 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, Amendment No. 06. This Amendment extends the termination date to 07/31/2021 and increases the contract amount by \$6,620,000.00 for a cumulative not-to-exceed contract amount of \$22,474,000.00. Administering Department: Information Technology.

***Procurement Method:**

Pursuant to Pima County Procurement Code 11.24.010, Cooperative procurement authorized, on October 06, 2015, 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 August 12, 2016, the Procurement Director approved Amendment No. 01, which extended the termination date to 10/05/2017 and added a partial annual award amount of \$254,000.00 for a cumulative not-to-exceed contract amount of \$754,000.00.

On June 22, 2017, the Procurement Director approved Amendment No. 02, which extended 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.

On September 4, 2018, the Board of Supervisors approved Amendment No. 03, which extended the termination date to 10/05/19, increased the annual award amount by \$2,500,000.00 from \$500,000.00 to \$3,000,000.00 and also included a one-time increase of \$2,000,000.00 for a cumulative not-to-exceed contract amount of \$6,254,000.00.

On May 21, 2019, the Board of Supervisors approved Amendment No. 04, which increased the contract not-to-exceed amount by \$5,400,000.00 for a cumulative not-to-exceed contract amount of \$11,654,000.00. Effective 10/06/19, the annual award amount was increased by \$1,200,000.00 from \$3,000,000.00 to \$4,200,000.00.

On June 12, 2019, the Procurement Director approved Amendment No. 05, which extended the termination date to 10/05/2020 and added the annual award amount of \$4,200,000.00 for a cumulative not-to-exceed contract amount of \$15,854,000.00.

This nine (9) month extension coincides with the State of Arizona contract ADSP015-093839, who has also extended the contract through 07/31/2021. The increase is required for a standardization of equipment under Dell, and for certain scheduled desktop Lifecycle replacements to be switched to laptops to better serve county needs in light of the ongoing pandemic.

PRCUID: 186419

Attachments: Master Agreement and ITD Memo.

***Program Goals/Predicted Outcomes:**

Continue to purchase Dell goods and services including desktops, laptops, servers, storage, printers and software for County departmental use.

***Public Benefit:**

Provide Pima County Departments with reliable and cost effective IT products and related services to ensure employee can efficiently perform their duties and assist the public accurately.

***Metrics Available to Measure Performance:**

Continued use of Dell goods and services reduces downtime.

***Retroactive:**

No To: COB 7-16-2020(1)
Vers: 22

Revised 5/2020 Pgs: 5

Contract / Award Information

Document Type: _____ Department Code: _____ Contract Number (i.e., 15-123): _____
 Commencement 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 22-10.

Amendment / Revised Award Information

Document Type: MA Department Code: PO Contract Number (i.e., 15-123): 16-101
 Amendment No.: 06 AMS Version No.: 22
 Commencement Date: 10/06/2020 New Termination Date: 07/31/2021
 Prior Contract No. (Synergen/CMS): _____
☒ Expense or ☐ Revenue ☒ Increase ☐ Decrease Amount This Amendment: \$ 6,620,000.00

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): _____
 Commencement 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: Troy McMaster, Procurement Officer Troy McMaster
520-724-8728
tcmaster@co.santaclarita.ca.us Division Manager: Ana Wilber Digitally signed by Ana Wilber
Date: 2020.07.14 10:11:46 -0700
 Department: Procurement Digitally signed by Troy McMaster
Date: 2020.07.14 10:42:34 -0700 Telephone: 520-724-8728
 Department Director Signature/Date: [Signature] 07/14/2020
 Deputy County Administrator Signature/Date: [Signature] 7/15/2020
 County Administrator Signature/Date: [Signature] 7/15/2020
 (Required for Board Agenda/Addendum Items)



MASTER AGREEMENT

PIMA COUNTY, ARIZONA

THIS IS NOT AN ORDER - TRANSMISSION CONSTITUTES
CONTRACT EXECUTION

Master Agreement No: 1600000000000000101

MA Version: 22

Page: 1 of 3

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

I S S U E R	Pima County Procurement Department
	130 W. Congress St. 3rd Fl
	Tucson AZ 85701
	Issued By: TROY MCMASTER
	Phone: 5207248728
	Email: troy.mcmaster@pima.gov

T E R M S	Initiation Date: 10-06-2020
	Expiration Date: 07-31-2021
	NTE Amount: \$22,474,000.00
	Used Amount: \$12,363,285.71

V E N D O R	DELL MARKETING LP	Contact: David Hall
	One Dell Way	Phone: 520-273-5690
	Round Rock TX 78682	Email: David_Hall1@Dell.com
		Terms: 0.00 %
		Days: 30

Shipping Method: Vendor Method

Delivery Type:

FOB: FOB Dest, Freight Prepaid

Modification Reason

This Amendment No. 06 extends the termination date to 07/31/2021 and increases the contract amount by \$6,620,000.00 for a cumulative not-to-exceed contract amount of \$22,474,000.00.

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.



MASTER AGREEMENT DETAILS

Master Agreement No: 1600000000000000101

MA Version: 22

Page: 2 of 3

Line	Description					
5	FREE FORM LINE- Hardware					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %		\$0.00	23193		
6	FREE FORM LINE- Software					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %		\$0.00	23366		
7	FREE FORM LINE- Software Maintenance & Services					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %		\$0.00	29518		
8	FREE FORM LINE- Hardware Maintenance & Services					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %		\$0.00	30275		
9	Optiplex 7070 SFF,i5,16GB,256GB SSD,vPro (DISCONTINUED)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$899.00	33914		
10	AiO 7470,i5,16g,256GB SSD, touchscreen,vPro (DISCONTINUED)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$1,157.00	33915		
11	Precision 5820 Workstation,W-2133,32gb,512GB (DISCONTINUED)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$2,482.00	33916		
12	Latitude 5300 WWAN, i5,16gb, 256ssd, vPro (DISCONTINUED)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$1,320.00	33917		
13	Latitude 5500 + WWAN, i5,16gb, 256ssd,vPro (DISCONTINUED)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$1,302.00	33918		
14	Latitude 7200 2-in-1, i5, 16gb, 256ssd, (DISCONTINUED)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$1,490.00	33919		
15	Latitude 7400 2-in-1+ WWAN, i5, 16gb,256ssd,(DISCONTINUED)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$1,684.00	33920		
16	Precision 5530,Xeon E-2176M, 32gb, 1TB (DISCONTINUED)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$2,987.00	33921		
17	P2219H 22" (1920x1080)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$129.00	33922		
18	P2419H 24" (1920x1080)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$152.00	33923		
19	U2717D 27" UltraSharp (2560x1440)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$348.00	33924		
20	UP3017 30" UltraSharp w/PremierColor (2560x1600)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$835.00	33925		
21	P2418HT 24" Touchscreen (1920x1080)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$240.00	33926		
22	Docking Station WD19 90W					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$149.00	33927		



MASTER AGREEMENT DETAILS

Master Agreement No: 1600000000000000101

MA Version: 22

Page: 3 of 3

Line	Description					
23	Docking Station WD19TB					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$214.00	33928		
24	Optiplex 7080 SFF,i5,16GB,256GB SSD,vPro					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$942.00	33965		
25	AiO 7480,i5,16g,256GB SSD,touchscreen,vPro					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$1,214.00	33966		
26	Precision 5820 Workstation,W-2255,32gb,512GB SSD+2TB hdd,4gb					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$2,664.00	33967		
27	Latitude 5310 + WWAN,i5,16gb,256ssd,vPro					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$1,370.00	33968		
28	Latitude 5511 + WWAN,i5,16gb,256ssd,vPro					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$1,468.00	33969		
29	Latitude 7210 2-in-1,i5,16gb,256ssd,detachable keyboard,acti					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$1,548.00	33970		
30	Latitude 7410 2-in-1 + WWAN,i5,16gb,256ssd,active pen,vPro					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$1,734.00	33971		
31	Precision 5540,Xeon E-2276M,32gb,1TB ssd+1TB hdd,4gb graphic					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$2,700.00	33972		

Date: July 10, 2020

To: Mary Jo Furphy
Procurement Director

From: Dan Hunt
Chief Information Officer

Re: Dell MA 16*101

Our current Cooperative Master Agreement (MA) with the State of Arizona for Dell (MA16*101) is set to expire 10/7/2020. The State has extended their Dell Agreement (ADSP016-098163) to 7/31/2021. At this time, we are requesting an extension to 7/31/2021 which will allow the State of Arizona time to re-solicit for this service. With the extension, we are also requesting additional funds in the amount of \$6,620,000 (this amount includes tax). The current balance on MA 16*101 is approximately \$3.7 million. This amount represents the expected expenditures between now and the current expiration on 10/7/2020 and consists primarily of the desktops, laptops and tablets required for the FY20/21 lifecycle replenishment, so that the total amount remaining on the MA after this amendment would be \$10.32 million.

These two changes will help support Lifecycle Management Program purchases and increase the efficiency of deploying computers earlier in the fiscal year. The last two quarters of the fiscal year can be dedicated to deploying software releases, updates and providing more focused department level client support.

The request to increase funds is to absorb purchasing costs normally made on other vendor MA's. In order to standardize support, equipment purchased from HP, Microsoft and CDW-G is now being purchased from Dell. This Dell MA increase will offset from lowering the amount on, or not renewing, the master agreements for the above mentioned vendors. Additional funds are also required to support as needed spending for Elected Officials that do not fully participate in the Lifecycle Management Program.

Purchase costs for the Dell interactive boards now fall under the Dell MA. Dell boards are a lower cost alternative to the Microsoft Surface Hub, providing similar features and functionality, while allowing the Dell PC that attaches to and controls the board to be replaced during Department Lifecycle refresh. The Dell boards have proven to be a popular conference room solution and have become our A/V standard installation.

Due to the pandemic county personnel have been telecommuting. Departments scheduled for Lifecycle replacement this year have requested in certain circumstances where a business need is defined, to switch desktops to laptops in order to continue providing services for county business. The additional funds being requested will facilitate the changes to device selections for approved departments.

To: Mary Jo Furphy, Procurement Director
Re: Dell MA 16*101
Date: July 10, 2020
Page 2 of 2

In the previous fiscal year, the Informational Technology Department upgraded the server and storage infrastructure for Pima County. There is currently a Capital Improvement Project totaling three million dollars for future datacenter purchases. Adding these CIP costs to this MA will support Pima County's growth over the year. With these additional funds ITD will purchase the hardware necessary in order to maintain operations with the increasing development of the County applications.

MA increase break down

\$1 million for Elected Officials (this is a number that has proven to be high some years and low others, but we believe is a fair amount to budget based on past purchasing practices)

\$1 million for Departmental Grants, Department out of Cycle purchase request, A/V Equipment Purchases

\$1 million Pandemic (Mr. Huckelberry has requested information on what ITD would purchase if we were to allow more staff to work from home, and that is what this dollar figure reflects)

\$3 million for Server and Storage growth and to support projects

\$620,000 for Taxes