



MEMORANDUM

Date: August 29, 2018

To: The Honorable Chairman and Members
Pima County Board of Supervisors

From: C.H. Huckelberry
County Administrator *CH*

Re: **Consent Agenda Item 2 for September 4, 2018 Board of Supervisors Meeting
MA-PO-16-101 for Dell Marketing LP**

This item is a request to increase the contract amount for the agreement to purchase computer hardware, server/storage hardware, software, peripherals and related services from Dell Marketing LP from the current contract amount of \$1,254,000 to \$6,254,000. There are two major factors causing the request to increase this Master Agreement:

- The replacement of the Pima County Sheriff's Department servers estimated to cost \$2,000,000.
- The replacement of computer hardware through purchase of new Dell equipment at an estimated cost of \$3,000,000.

In 2015, the Board of Supervisors approved three Master Agreements to purchase and lease computers and servers, one with Dell, one with Hewlett-Packard (HP), and one with Hewlett-Packard Financial Services (HPFS), all as part of the life-cycle management policy to update the County's information technology program. To date, we have spent \$1,192,643 on the Dell contract, \$697,109 on the HP contract, and \$29,702,490 on the HPFS contract.

In the past few years, the County has purchased desktop computers and laptops with a replacement cycle of three years. We have determined that a four year replacement cycle will actually better fit the needs of County Departments which require more durable laptops and devices that last for four years. The Information Technology Department and Procurement sought quotes from three vendors, and Dell provided the lowest prices for the equipment needed. We are requesting additional funds to be added to the Dell contract. Upgraded computers are needed to handle the ever increasing power needs of current software. As the County purchases more devices to replace the expiring leases with HPFS, where 94 percent of the funds have gone in the past four years, the annual amount needed in the Dell contract needs to be increased to approximately \$3,000,000 to replace the amounts formerly paid to HPFS. In addition, a one-time \$2,000,000 increase in order to purchase new servers and storage to replace the existing servers at the Sheriff's Department is being requested to retire the servers and storage that are now more than five years old. Dell was selected for the Sheriff's Department because the Sheriff already implemented Dell server/storage equipment to support their Spillman environment as part of the CJIS federal grant.

c: Tom Burke, Deputy County Administrator for Administration
Dan Hunt, Chief Information Officer
Mary Jo Furphy, Director of Procurement