



BOARD OF SUPERVISORS AGENDA ITEM REPORT
CONTRACTS / AWARDS / GRANTS

☒ Award ☐ Contract ☐ Grant

Requested Board Meeting Date: July 6, 2021

* = 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. 07. This Amendment extends the termination date to 07/31/2022 and adds the annual award amount of \$4,200,000.00 for a cumulative not-to-exceed contract amount of \$26,674,000.00. 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.

On August 17, 2020, the Board of Supervisors approved Amendment No. 06, which extended the termination date to 07/31/2021 and increased the contract amount by \$6,620,000.00 for a cumulative not-to-exceed contract amount of \$22,474,000.00.

This one (1) year extension is needed for the the continuation of goods and services and to coincide with the State of Arizona contract ADSP016-098163, which has been extended through 07/31/2022.

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 6-23-21(1)

Revised 5/2020

Pgs: 2
Vrs: 24

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.: 07 AMS Version No.: 24

Commencement Date: 08/01/2021 New Termination Date: 07/31/2022

Prior Contract No. (Synergen/CMS): _____

☒ Expense or ☐ Revenue ☒ Increase ☐ Decrease Amount This Amendment: \$ 4,200,000.00

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: Denise Waldo, Procurement Officer Denise Waldo Digitally signed by Denise Waldo Date: 2021.06.15 11:05:06 -0700 Division Manager: Ana Wilber Digitally signed by Ana Wilber Date: 2021.06.15 13:11:04 -0700
 Department: Procurement Terri Spencer Digitally signed by Terri Spencer Date: 2021.06.17 12:19:35 -0700 Telephone: 520-724-8458
 Department Director Signature/Date: Daniel C. Hunt Digitally signed by Daniel C. Hunt Date: 2021.06.17 12:19:35 -0700
 Deputy County Administrator Signature/Date: _____
 County Administrator Signature/Date: _____
 (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: 24

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

I S S U E R	Pima County Procurement Department 150 W. Congress St. 5th Fl Tucson AZ 85701 Issued By: DENISE WALDO Phone: 5207248458 Email: denise.waldo@pima.gov
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T E R M S	Initiation Date: 08-01-2021 Expiration Date: 07-31-2022 <table><tr><td>NTE Amount:</td><td>\$26,674,000.00</td></tr><tr><td>Used Amount:</td><td>\$17,161,819.06</td></tr></table>	NTE Amount:	\$26,674,000.00	Used Amount:	\$17,161,819.06
NTE Amount:	\$26,674,000.00				
Used Amount:	\$17,161,819.06				

V E N D O R	DELL MARKETING LP One Dell Way Round Rock TX 78682 Contact: David Hall Phone: 520-273-5690 Email: David_Hall1@Dell.com Terms: 0.00 % Days: 30
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Shipping Method:	Vendor Method
Delivery Type:	
FOB:	FOB Dest, Freight Prepaid
Modification Reason	
This Amendment No. 07 extends the termination date to 07/31/2022 and adds the annual award amount of \$4,200,000.00 for a cumulative not-to-exceed contract amount of \$26,674,000.00.	

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: 16000000000000000101

MA Version: 24

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Line	Description					
1	DO NOT USE Discount 0.0000 %	UOM EA	Unit Price \$0.00	Stock Code 23193	VPN	MPN
2	DO NOT USE Discount 0.0000 %	UOM EA	Unit Price \$0.00	Stock Code 23366	VPN	MPN
3	DO NOT USE Discount 0.0000 %	UOM EA	Unit Price \$0.00	Stock Code 29518	VPN	MPN
4	DO NOT USE Discount 0.0000 %	UOM EA	Unit Price \$0.00	Stock Code 30275	VPN	MPN
5	FREE FORM LINE- Hardware Discount 0.0000 %	UOM	Unit Price \$0.00	Stock Code 23193	VPN	MPN
6	FREE FORM LINE- Software Discount 0.0000 %	UOM	Unit Price \$0.00	Stock Code 23366	VPN	MPN
7	FREE FORM LINE- Software Maintenance & Services Discount 0.0000 %	UOM	Unit Price \$0.00	Stock Code 29518	VPN	MPN
8	FREE FORM LINE- Hardware Maintenance & Services Discount 0.0000 %	UOM	Unit Price \$0.00	Stock Code 30275	VPN	MPN
9	Optiplex 7070 SFF,i5,16GB,256GB SSD,vPro (DISCONTINUED) Discount 0.0000 %	UOM EA	Unit Price \$899.00	Stock Code 33914	VPN	MPN
10	AiO 7470,i5,16g,256GB SSD, touchscreen,vPro (DISCONTINUED) Discount 0.0000 %	UOM EA	Unit Price \$1,157.00	Stock Code 33915	VPN	MPN
11	Precision 5820 Workstation,W-2133,32gb,512GB (DISCONTINUED) Discount 0.0000 %	UOM EA	Unit Price \$2,482.00	Stock Code 33916	VPN	MPN
12	Latitude 5300 WWAN, i5,16gb, 256ssd, vPro (DISCONTINUED) Discount 0.0000 %	UOM EA	Unit Price \$1,320.00	Stock Code 33917	VPN	MPN
13	Latitude 5500 + WWAN, i5,16gb, 256ssd,vPro (DISCONTINUED) Discount 0.0000 %	UOM EA	Unit Price \$1,302.00	Stock Code 33918	VPN	MPN
14	Latitude 7200 2-in-1, i5, 16gb, 256ssd, (DISCONTINUED) Discount 0.0000 %	UOM EA	Unit Price \$1,490.00	Stock Code 33919	VPN	MPN
15	Latitude 7400 2-in-1+ WWAN, i5, 16gb,256ssd,(DISCONTINUED) Discount 0.0000 %	UOM EA	Unit Price \$1,684.00	Stock Code 33920	VPN	MPN
16	Precision 5530,Xeon E-2176M, 32gb, 1TB (DISCONTINUED) Discount 0.0000 %	UOM EA	Unit Price \$2,987.00	Stock Code 33921	VPN	MPN
17	P2219H 22" (1920x1080) Discount 0.0000 %	UOM EA	Unit Price \$122.00	Stock Code 33922	VPN	MPN
18	P2419H 24" (1920x1080) Discount 0.0000 %	UOM EA	Unit Price \$148.00	Stock Code 33923	VPN	MPN
19	U2717D 27" UltraSharp (2560x1440) (DISCONTINUED) Discount 0.0000 %	UOM EA	Unit Price \$348.00	Stock Code 33924	VPN	MPN



MASTER AGREEMENT DETAILS

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Line	Description					
34	U2721DE 27" UltraSharp w/USB-C dock (2560x1440)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$350.00	33972		
35	U3219Q 32" UltraSharp 4K (3840x2160)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$750.00	33972		
36	Optiplex 7090 SFF,i5,16GB,256GB SSD,vPro					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$942.00	34172		
37	Precision 3450 SFF, i5,16GB,256GB SSD,vPro					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$880.00	34173		
38	Latitude 5320 + WWAN,i5,16gb,256ssd,vPro, Thunderbolt					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$1,363.00	34176		
39	Latitude 5520 + WWAN,i5,16gb,256ssd,vPro, Thunderbolt					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$1,461.00	34177		
40	Latitude 7320 2-in-1,i5,16gb,256ssd,detachable keyboard,acti					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$1,637.00	34178		
41	Latitude 7420 2-in-1 + WWAN,i5,16gb,256ssd,active pen,vPro					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$1,727.00	34179		
42	Latitude 9420 2in1 + WWAN,i5,16gb,256ssd,active pen,vPro					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$1,739.00	34180		
43	Precision 5550,Xeon E-2276M,32gb,1TB ssd+1TB hdd,4gb graphic					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$2,759.15	34181		
44	AiO 7480,i5,16g,256GB SSD,touchscreen,vPro					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$1,214.00	34174		
45	Precision 5820 Workstation,W-2255,32gb,512GB SSD+2TB hdd,4gb					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$2,657.00	34175		
46	P2219H 22" (1920x1080)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$122.00	34182		
47	P2419H 24" (1920x1080)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$148.00	34183		
48	U2719D 27" UltraSharp (2560x1140)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$348.00	34184		
49	U2721DE 27" UltraSharp w/USB-C dock (2560x1440)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$350.00	34185		
50	U3219Q 32" UltraSharp 4K (3840x2160)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$750.00	34186		
51	P2418HT 24" Touchscreen (1920x1080)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$240.00	34187		
52	Docking Station WD19 90W					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$155.00	34188		



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Line	Description					
53	Docking Station WD19TB					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$214.00	34189		