



Dell Inc.  
One Dell Way  
Round Rock, TX 78634  
tel +1 512 751-7551  
[www.dell.com](http://www.dell.com)

Dear Stephen:

Per our conversation today, we would like to add the following diversity spend commitment and articulation of additional good faith effort to the pending hardware and deployment business between Dell and the City of Austin (COA).

Dell can commit to:

1. 100% of outsourced services spend on this engagement will go to COA certified MBWBs which will equate to an estimated 5% of total deal price. (It is critical to note that based on the deal particulars, only 9% of total price is deployment services (\$327.5k/\$3.6M). The rest is hardware).
2. Training/mentoring the chosen partners on the Dell technology and process involved in this deployment as well as for readiness for potential future deployments.
3. Executing a full or half day COA partner information session onsite at City of Austin to debrief City certified partners on Dell Supplier requirements, processes, policies as well as overview of our deployment services and what we look for in deployment partners.
4. Soliciting all of our existing U.S. Dell Preferred Deployment Partners as to whether they meet the COA requirements that are incremental to Dell's partner diversity definitions:
  - a. Office in Texas
  - b. Majority owner net worth <\$1m

We are also open to other COA requests that show Dell's commitment to City of Austin diversity spend program goals including running the HW order thru a MBWB reseller. However, per our conversation, we understand that the City views this more as "pass thru" rather than value add diversity spend.

Please let me know if there is anything more you need on our end or if there are additional areas we can focus on to strengthen this aspect of our proposal to the City.

Sincerely,

Joe Strathmann  
Dell Public Services Delivery  
512-751-7551