



Recommendation for Action

File #: 22-2038, **Agenda Item #:** 29.

6/9/2022

Posting Language

Authorize negotiation and execution of a cooperative contract with Dell Marketing LP for Dell products and services, for a term of five years in an amount not to exceed \$111,500,000.

(Note: This procurement was reviewed for subcontracting opportunities in accordance with City Code Chapter 2-9C Minority Owned and Women Owned Business Enterprise Procurement Program. For the goods and services required for this procurement, there were no subcontracting opportunities; therefore, no subcontracting goals were established).

Lead Department

Financial Services Department.

Client Department(s)

All City Departments.

Fiscal Note

Funding in the amount of \$5,420,000 is available in the Fiscal Year 2021-2022 Operating Budgets of various City departments. Funding for the remaining contract term is contingent upon available funding in future budgets.

Purchasing Language:

Multiple contractors within this cooperative purchasing program were reviewed for these goods and services. The Financial Services Department has determined this contractor best meets the needs of the departments to provide the goods and services required at the best value for the City.

For More Information:

Inquiries should be directed to Gil Zilkha, at 512-974-2696 or Gil.Zilkha@austintexas.gov or [<mailto:Gil.Zilkha@austintexas.gov>](mailto:Gil.Zilkha@austintexas.gov).

Additional Backup Information:

The contract is for the purchase of Dell hardware and software products and services including maintenance and support. The contract will facilitate the upgrade, renewal and consolidation of each department's Dell hardware and software portfolio including related maintenance and support services. It also includes the purchase of new technology software, hardware and related maintenance and support services on an as-needed basis. Dell hardware and software are used to conduct daily operations throughout the City. The contract will provide device-level support including access to specialized experts as well as self-help support through Dell Marketing LP's online knowledge-based community, resources, and tools. Dell Marketing LP will also provide proactive diagnostics and immediate security alerts.

The contract will also provide lease purchase of Dell personal computers (PCs), workstations, and laptops to replace the City's aging equipment. This contract will provide replacement of the PCs, workstations, and

laptops for the general fund and support services departments that are five years old or older. The need to invest in the replacement of the City's PCs, workstations, and laptops became increasingly evident as demand rises for support services to maintain these older systems. Industry research indicates that as PCs, workstations, and laptops reach the five-year point, organizations can expect to lose worker productivity and face rapidly increasing support costs for each additional years of operation. To mitigate these concerns, the Communications and Technology Management Department has developed a PC lifecycle program based on best practice policy to modernize and refresh the City's PCs and laptops more systematically.

The State of Texas Department of Information Resources cooperative establishes competitively bid contracts that can be utilized by the State and other government agencies through a cooperative agreement. Cooperative agreements save taxpayer dollars by leveraging the State's volume-buying power to drive down costs on hundreds of contracts through a streamlined cooperative purchasing program.

Strategic Outcome(s):

Government that Works for All.