



Office of the City Manager

CONSENT CALENDAR
September 10, 2024

To: Honorable Mayor and Members of the City Council
From: LaTanya Bellow, Interim City Manager
Submitted by: Kevin Fong, Information Technology Director
Subject: Dell Computers, Inc. Contract No. 31900270: Using County of Riverside Amendment No. 1 to the Licensing Solution Provider Agreement with Dell Marketing L.P. for Computer Hardware and Software Purchases

RECOMMENDATION

Adopt a Resolution authorizing the City Manager to increase spending authority with Dell Computers, Inc. for the purchase of computer and server hardware, software, and related services, utilizing pricing and contracts, amendments, and extensions from the County of Riverside Amendment No. 1 to the Licensing Solution Provider for the period beginning November 1, 2019 through October 31, 2025 for an additional amount of \$1,704,438 in Fiscal Year 2025 with a total Not-To-Exceed (NTE) contract amount of \$5,411,676.

FISCAL IMPACTS OF RECOMMENDATION

Council authority is requested for continued hardware and software purchases from Dell Computers, Inc. under County of Riverside Amendment No. 1 to the Licensing Solution Provider Agreement with Dell Marketing L.P. (a cooperative purchasing agreement) to support citywide desktop replacement, laptops, servers, storage, network equipment, and software licensing for desktops, servers, and line-of-business applications.

CURRENT SITUATION AND ITS EFFECTS

The City of Berkeley participates in a cooperative pricing agreement negotiated by County of Riverside with Dell Marketing L.P. to obtain hardware, software, and related services from Dell Computers, Inc. County of Riverside Amendment No. 1 to the Licensing Solution Provider Agreement with Dell Marketing L.P. was awarded to Dell Technologies, Inc. Currently, Dell provides the City of Berkeley with standardized hardware and software which facilitates efficient troubleshooting, quick turnaround times for equipment replacement, and standardized desktop imaging.

Hardware for the City of Berkeley's PC-Replacement and Server/Storage Replacement programs, as well as all corresponding supporting software, is purchased from Dell, Inc. The purpose of these programs is to maximize the value of the City's investment by adopting a citywide standard for desktops, desktop deployment, and centralized servers.

BACKGROUND

Formally, the City utilized a cooperative purchasing agreement known as WSCA, a cooperative purchasing arm of NASPO (a conglomeration of purchasing directors from fifteen western states formed to leverage their combined purchasing power to achieve competitive pricing discounts, and streamline the acquisition of quality products and services from industry-leading vendors). The WSCA NASPO cooperative agreement terminated effective July 31, 2023 and no extension is available.

As a result, the City changed its cooperative agreement to use the County of Riverside Amendment No. 1 to the Licensing Solution Provider Agreement with Dell Marketing L.P. This cooperative agreement is used by multiple cities and counties in the State of California, including the State itself. Leveraging this cooperative agreement provides the City the best pricing vs. all competitive bids and cost models.

ENVIRONMENTAL SUSTAINABILITY AND CLIMATE IMPACTS

The technology equipment purchased from Dell Technologies is energy efficient and meets the standards required by law. The purchase and subsequent disposal of equipment is done responsibly using e-waste vendors and community non-profit agencies that provide technology equipment back into local communities to address the digital divide.

Additionally, keeping the City's inventory updated helps achieve the purchase of most energy efficient hardware keeping up with changing standards and meets the City's goal of reducing energy consumption City buildings and maintaining an environmentally sound information technology infrastructure.

RATIONALE FOR RECOMMENDATION

Using cooperative purchasing agreements allows the City to gain greater efficiencies and economies of scale. County of Riverside Amendment No. 1 to the Licensing Solution Provider Agreement with Dell Marketing L.P. is used by multiple cities and counties in the State of California and including the State itself.

Dell continues to provide excellent hardware and software to support the City's network infrastructure, servers, and desktop computers. Dell also continues to provide exemplary customer service and response times. This contributes to overall employee productivity and addresses the cybersecurity requirements of the City.

ALTERNATIVE ACTIONS CONSIDERED

Staff considered issuing a specific bid for the City of Berkeley's computer hardware and software requirements, but at this time, doing so would not yield better pricing than that

which is currently established through the County of Riverside Amendment No. 1 to the Licensing Solution Provider Agreement with Dell Marketing L.P. purchasing agreement.

CONTACT PERSON

Kevin Fong, Director, Information Technology Department 510-981-6541

Attachments:

1: Resolution

RESOLUTION NO. ##,###-N.S.

DELL COMPUTERS, INC.: USING COUNTY OF RIVERSIDE AMENDMENT NO. 1 TO THE LICENSING SOLUTION PROVIDER AGREEMENT WITH DELL MARKETING L.P. FOR HARDWARE AND SOFTWARE PURCHASES

WHEREAS, the City of Berkeley relies upon a technically sound and efficient computer network; and

WHEREAS, by purchasing from cooperative purchasing agreements such as County of Riverside to No.1 Amendment to the licensing Solution Provider Agreement with Dell Marketing L.P., the City of Berkeley is able to take advantage of pre-negotiated prices, economies of scale, and increased efficiencies; and

WHEREAS, hardware for the City of Berkeley's PC-Replacement and Server Replacement programs, as well as all corresponding supporting software are purchased from Dell, Inc. The purpose of these programs is to maximize the value of the City's investment by adopting a citywide standard for desktops, desktop deployment, and centralized servers; and

WHEREAS, Dell Computers, Inc. continues to offer the best overall value, reliable hardware, and excellent customer service since 1994; and

WHEREAS, funding for the PC and Server Replacement Programs are funded by the Department of Information Technology's Internal Service Fund, and citywide purchases will be made as needed by Departments by multiple funds.

NOW THEREFORE, BE IT RESOLVED by the Council of the City of Berkeley that the City Manager is authorized to increase the spending authority for purchase orders for computer hardware, software, and related services from Dell Computer, Inc., utilizing pricing from the County of Riverside Amendment No. 1 to the Licensing Solution Provider for the period beginning November 1, 2019 through October 31, 2025 for an additional amount of \$1,704,438 in Fiscal Year 2025 with a total Not-To-Exceed (NTE) contract amount of \$5,411,676.