



Office of the City Manager

CONSENT CALENDAR
April 29, 2025

To: Honorable Mayor and Members of the City Council
From: Paul Buddenhagen, City Manager
Submitted by: Kevin Fong, Information Technology Director
Subject: Contract No. 31900270 Amendment: Dell Marketing LP (“Dell”)

RECOMMENDATION

Adopt a Resolution authorizing the City Manager to execute an amendment to Contract No. 31900270 with Dell Marketing LP (“Dell”) for the purchase of hardware, software, and related services utilizing the County of Riverside Agreement 8084445, for an additional \$2,786,057 for a total not to exceed value of \$8,197,733 for the period commencing on November 1, 2019 and through October 31, 2027.

FISCAL IMPACTS OF RECOMMENDATION

Council authority is requested to allow for continued hardware and software purchases from Dell under County of Riverside Agreement 8084445, a competitively bid cooperative purchasing agreement, to support citywide enterprise computing equipment (PC’s, laptops, servers, storage, network equipment, software, etc.). Funding is available through a combination of the Department of Information Technology’s Fiscal Year (FY) 2026 IT Cost Allocation Fund and various City Departments on an as-procured basis, as City Departments fund their cost for procured equipment.

CURRENT SITUATION AND ITS EFFECTS

The City of Berkeley participates in a competitively bid cooperative pricing agreement negotiated by the County of Riverside (Agreement No. 8084445) with Dell to obtain hardware, software, and related services. This agreement provides the City of Berkeley with standardized hardware and software at competitive prices and facilitates a consistent infrastructure and computing experience, as well as efficient troubleshooting and quick turnaround times for equipment replacement.

This agreement aligns with the City’s strategic priority to provide “state-of-the-art, well-maintained infrastructure, amenities, and facilities”.

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 Agreement. This competitively bid, 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 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 routinely updated allows the City to purchase the most energy efficient hardware to meet the City's goal of reducing energy consumption and maintaining an environmentally sound information technology infrastructure.

RATIONALE FOR RECOMMENDATION

Using competitively bid, cooperative purchasing agreements allows the City to gain greater efficiencies and economies of scale. The County of Riverside Agreement 8084445 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 enterprise computing needs, including network infrastructure, servers, and desktop computers. Dell also continues to provide exemplary customer service and response times that 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 Agreement 8084445.

CONTACT PERSON

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

Attachments:

1: Resolution

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

DELL MARKETING LP (“DELL”): USING COUNTY OF RIVERSIDE AGREEMENT
8084445 FOR HARDWARE AND SOFTWARE PURCHASES

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

WHEREAS, by purchasing from competitively bid, cooperative purchasing agreements such as County of Riverside to Agreement 8084445, the City of Berkeley is able to take advantage of pre-negotiated prices, economies of scale, and increased efficiencies; and

WHEREAS, hardware and software for various City-wide enterprise and infrastructure projects is purchased from Dell, and maximizes the value of the City’s investment by adopting a citywide standard for equipment, such as PC’s, laptops and servers; and

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

WHEREAS, enterprise funding is provided by Department of Information Technology’s Fiscal Year (FY) 2026 IT Cost Allocation Fund and various city department funds on an as-procured basis, as city departments fund their cost for procured equipment;

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 utilizing pricing from the County of Riverside Agreement 8084445 by an additional amount of \$2,786,057 for a total not to exceed value of \$8,197,733 for the period commencing on November 1, 2019 and through October 31, 2027.

