...Title

a. Authorize the Chief Information Officer or his designee to execute a non-standard Agreement with Dell Technologies, a reseller through OMNIA Partners, incorporating the terms of Region 14 Education Service Center (ESC) public sector's existing National Cooperative Purchasing Alliance ("NCPA") Master Agreement 01-143, Technology Solutions, Products and Services Contract up to an amount of $350,000 upon execution through November 30, 2030; and
b. Authorize the Chief Information Officer, or his designee, to execute order forms and such documents as are necessary to implement the agreement with Dell Technologies for the County's purchase of technology solutions, services, and support, including subscription renewals on an as-needed basis; and
c. Accept non-standard contract provisions as recommended by the Chief Information Officer; and
d. Authorize the Chief Information Officer to amend or sign up to three (3) renewals of one (1) year each to the Agreement, where the cost of each amendment or renewal does not increase by more than ten percent (10%) of the prior year, with an aggregate Not to Exceed amount of $562,392 subject to County Counsel review and provided the terms of the agreement remain substantially the same.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

a. Authorize the Chief Information Officer or his designee to execute a non-standard Agreement with Dell Technologies, a reseller through OMNIA Partners, incorporating the terms of Region 14 Education Service Center (ESC) public sector's existing National Cooperative Purchasing Alliance ("NCPA") Master Agreement 01-143, Technology Solutions, Products and Services Contract up to an amount of $350,000 upon execution through November 30, 2030; and
b. Authorize the Chief Information Officer, or his designee, to execute order forms and such documents as are necessary to implement the agreement with Dell Technologies for the County's purchase of technology solutions, services, and support, including subscription renewals on an as-needed basis; and
c. Accept non-standard contract provisions as recommended by the Chief Information Officer; and
d. Authorize the Chief Information Officer to amend or sign up to three (3) renewals of one (1) year each to the Agreement, where the cost of each amendment or renewal does not increase by more than ten percent (10%) of the prior year, with an aggregate Not to Exceed amount of $562,392 subject to County Counsel review and provided the terms of the agreement remain substantially the same.

SUMMARY:

It is requested that the Board of Supervisors authorize the Chief Information Officer of the Information Technology Department (ITD) to sign order forms with Dell Technology Solutions (Dell), an OMNIA Partner, through the National Cooperative Purchasing Alliance (NCPA)

Company, a wholly owned subsidiary of OMNIA Partners, Public Sector for subscription renewals for recurring hardware and software maintenance, additional hardware, software, and cloud services, and to purchase additional licenses on an as-needed basis to for recurring technical support, maintenance, and services.

DISCUSSION:
Region 14 Education Service Center for Advanced Technology Solutions Aggregator on behalf of itself and other government agencies was the lead agency issuing Request For Proposal (RFP), solicitation 45-22 to establish a national cooperative contract for information technology solutions and services in partnership with the NCPA.

The NCPA assists public agencies to increase efficiency and reduce costs when procuring goods and services by awarding competitively solicited contracts that are leveraged nationally by combining the volumes and purchasing power of entities nationwide.

The NCPA selected specified companies, including Dell to provide technology solutions, products, and services on favorable terms and discounted prices.

This Master Agreement (#01-143) allows government agencies to purchase on an as-needed basis from a competitively awarded contract and covers all vendor product lines available at Dell with discounted prices for various technologies.

The NCPA Master Agreement, which will govern the County's purchase of Dell products through Region 14 Education Service Center, contains terms which are non-standard to the County, but which are common in the information technology industry. This cooperative agreement will allow the County to procure essential hardware, software, technical support, professional services, and extended warranties necessary for ongoing support of the data center, network, and applications on an as-needed basis.

The Chief Information Officer recommends approval to procure from Dell. Approval will give ITD the ability to extend the term on an annual basis based on the extension of terms allowed by the Master Agreement.

OTHER AGENCY INVOLVEMENT:
County Counsel has reviewed the NCPA Master Agreement and does not approve continuation of non-standard provisions. The Auditor-Controller's Office reviewed the contract but does not agree to the non-standard payment provisions.

FINANCING:
The funds for payment of the costs of this Agreement are included in the FY 2025-26 Recommended Budget for the Information Technology Department, ITD 1930, Appropriations Unit INF002. Future year budget requirements will be included with each respective fiscal year budget submission.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:
The Board's approval of the recommended agreement will allow staff to procure technology services and products at discounted rates.

X Economic Development
X Administration
X Health & Human Services
X Infrastructure
X Public Safety

Prepared by: Sandra Shaffer, Management Analyst III, 759-6957
Approved by: Eric A. Chatham, Chief Information Officer, 759-6920

Attachments:
Dell Technology Agreement
Dell Technology Pricing
Dell | OMNIA Partners | Contract Documents