

CITY OF SANTA ROSA
CITY COUNCIL

TO: MAYOR AND CITY COUNCIL
FROM: ARI PIOTRKOWSKI, DEPUTY DIRECTOR
INFORMATION TECHNOLOGY DEPARTMENT
SUBJECT: AUTHORIZATION FOR CONTINUED COOPERATIVE
PURCHASE OF COMPUTER AND SERVER EQUIPMENT FROM
DELL MARKETING L.P.

AGENDA ACTION: RESOLUTION

RECOMMENDATION

It is recommended by the Information Technology Department that the Council, by resolution: 1) approve Amendment No. 2 to NASPO Master Agreement 23026 for continued cooperative purchase of computer, monitors and server equipment from Dell Marketing L.P., Tustin, Texas, under the Minnesota National Association of State Procurement Officials; and 2) approve and authorize the Purchasing Agent to continue to utilize NASPO Agreement No. 23026 expiring June 30, 2026, which may be extended for up to an additional 24 months through June 30, 2028, in increments as determined by the Lead State, through a duly executed amendment and any successor California Participating Addendum, in an amount not to exceed \$2,100,000 for 3 years beginning July 1, 2025 through June 30, 2028.

EXECUTIVE SUMMARY

The current Council approval and NASPO agreement to Purchase equipment from Dell, expires June 30, 2025. Staff recommends that the Council approve and authorize an Amendment No. 2 for continued purchase of computers (PCs, laptops, tablets), monitors and servers from Dell Marketing, L.P. over the next 3 years, in an amount not-to-exceed \$2,100,000.00 under the existing and updated NASPO Agreement and California Participating Addenda utilizing the City's cooperative purchasing authority. The City has designed a selection, purchasing and deployment process, called the "PC Replacement (PCR) Program," optimized for efficiency and cost management for the ongoing replacement of approximately 2,000 PCs, laptops, tablets and servers for city staff use.

BACKGROUND

Annually, the IT Department budgets funds for the PCR Program, which is designed to capture the cost of future replacement of computers on a 6-year basis for PCs and a 5-

AUTHORIZATION FOR CONTINUED COOPERATIVE PURCHASE OF COMPUTER
AND SERVER EQUIPMENT FROM DELL MARKETING L.P.
PAGE 2 OF 3

year basis for laptops/tablets. The IT Department also purchases equipment from Dell for other departments which is not part of the PC Replacement Program.

ANALYSIS

The City currently spends roughly \$500,000-\$700,000 per year on Dell equipment which represents a small increase from prior years. The costs of computer and server hardware have increased due to inflation and are expected to continue to increase over the next 3 years. In order to do our best to offset these increases and reduce the fiscal impact to the City, the IT Department has extended the lifecycle of our PCs, laptops and tablets by an extra year which will offset some of these increases and reduce costs. Further, the IT Department has issued a directive to all staff who possess multiple computers to reduce their usage to a single laptop or tablet which allows for effective hybrid use both in the office and working remotely. Lastly, the IT Department continues to see strong demand for technological solutions that drive growth within our datacenters as well as at the department level.

PRIOR CITY COUNCIL REVIEW

On June 20, 2017, the Council, by Resolution No. RES-2017-120, approved the purchase of Dell hardware through the NASPO cooperative purchase agreement and the California Participating Addendum, for the amount of \$1,500,000 for a 5-year period.

On November 5, 2019, the Council, by Resolution No. RES-2019-161, approved continued expenditures in the amount of \$965,000, for a new total of \$2,465,000.

On January 25, 2022, the Council, by Resolution No. RES-2022-011, approved continued expenditures in the amount of \$451,358.79, for a new total of \$3,016,358.79.

On August 8, 2023, the Council, by Resolution No. RES-2023-139, approved continued expenditures in the amount of \$2,000,000, for a new total of \$5,016,358.79.

FISCAL IMPACT

The funds needed for the current fiscal year for PCR purchases from Dell are included in the Information Technology department Fiscal Year 2024-2025 adopted budget as a regular expenditure and will be included in subsequent years budget requests when presented to Council. Other departmental projects requiring additional PCs, servers, monitors and Dell equipment are budgeted through the departments' operating budgets as needed.

ENVIRONMENTAL IMPACT

The Council finds that pursuant to CEQA Guidelines Section 15378, the proposed action is not a "project" subject to the California Environmental Quality Act (CEQA) because it does not have a potential for resulting in either a direct physical change in

AUTHORIZATION FOR CONTINUED COOPERATIVE PURCHASE OF COMPUTER
AND SERVER EQUIPMENT FROM DELL MARKETING L.P.
PAGE 3 OF 3

the environment or a reasonably foreseeable indirect physical change in the environment. In the alternative, the proposed action is exempt from CEQA pursuant to CEQA Guidelines Section 15061(b)(3) because it can be seen with certainty that there is no possibility that the project may have a significant effect on the environment.

BOARD/COMMISSION/COMMITTEE REVIEW AND RECOMMENDATIONS

Not applicable.

NOTIFICATION

Not applicable.

ATTACHMENTS

- Attachment 1 - NASPO ValuePoint Master Agreement No. 23004 / 23026
- Resolution / Exhibit A - Amendment No. 2 to Master Agreement No. 23026

PRESENTER

Ari Piotrkowski, Deputy Director Information Technology