

**BOARD OF EDUCATION OF HARFORD COUNTY**

**INFORMATIONAL REPORT**

**DECISION ON**

**DELL COMPUTER PURCHASE CONTRACT**

**NOVEMBER 17, 2014**

Background Information:

The Purchasing Department, on behalf of the Office of Technology, is requesting a decision by the Board of Education on a contract awarded to Dell Marketing, L.P., a systems contractor for Dell brand systems. Dell Marketing, L.P. is located at One Dell Way, Round Rock, TX, 78682. A decision is requested for this purchase, in the amount of \$265,589.00, and future purchases for Dell equipment and deployment services, as required.

The procurement process was managed by The University of Baltimore for the University System of Maryland (USM) on behalf of the Maryland Education Enterprise Consortium (MEEC) resulting in Contract UB-12-B-19-D-6, awarded to Dell Marketing, L.P. This contract expires on March 15, 2015, and has provisions for an additional two (2) twelve month renewal option periods at the unilateral option of the USM. The pricing model for this agreement reflects discounts extended to Maryland school districts and other public education agencies.

Discussion:

Since the creation of the MEEC consortium, HCPS has benefitted from the discounts afforded to the members. Dell computer products are a standard technology device for HCPS. The current purchase recommendation is for Dell Latitude laptop computers: 153 at Edgewood High in the amount of \$116,433.00; 110 at Bel Air High in the amount of \$83,710.00; 42 at Joppatowne Elementary in the amount of \$31,962.00; and 44 units for various locations in the amount of \$33,484, for a total of \$265,589.00. These specific purchases are for equipment only and are funded by the recent capital transfer into the FY15 Capital budget.

It is recommended that future Dell purchases, for FY15 and future fiscal periods as applicable, funded by the HCPS Budget, and approved by Administration, use this contract until it has reached its final expiration, anticipated to be March 15, 2017. This will allow for expedited deployment of Dell technology products to meet time-sensitive needs for schools and offices.

Superintendent's Recommendation:

The Superintendent of Schools recommends that the Board of Education approve a contract for a current purchase, in the amount of \$265,589.00, and future purchases of Dell Marketing L.P. computer hardware and related deployment services as needed.