



Legislation Text

File #: 18-1389, Version: 1

Contract Request Template (Contracts; IGAs; Leases)

Date Submitted: 11-20-18

Requesting Agency: Technology Services
Division:

Subject Matter Expert Name:

Name: Joe Saporito
Email: joseph.saporito@denvergov.org

Item Title & Description:

(Do not delete the following instructions)

*These appear on the Council meeting agenda. Initially, the requesting agency will enter a 2-3 sentence description. Upon bill filling, the City Attorney's Office should enter the title above the description (the title should be in **bold** font).*

*Both the title and description must be entered between the red "title" and "body" below. Do **not** at any time delete the red "title" or "body" markers from this template.*

A resolution approving a proposed Third Amendatory Agreement by and between the City and County of Denver and Dell Marketing, L.P. to amend the term, increase the compensation and add on-call services relating to the implementation of the Active Directory and Office 365 solutions.

Amends a contract with Dell Marketing, L.P. by adding \$500,000 for a new total of \$948,244.76 and amending the terms by adding the ability to purchase technology related professional services through the National Association of State Procurement Officers (NASPO) Cooperative Agreement. No change to contract duration (TECHS-201520942-03). The last regularly scheduled Council meeting within the 30-day review period is on 1-2-19. The Committee approved filing this item at its meeting on 11-27-18.

Affected Council District(s) or citywide? citywide

Contract Control Number: TECHS-201520942-03

Vendor/Contractor Name (including any "DBA"): Dell Marketing L.P.

Type and Scope of services to be performed:

The State of Minnesota conducted an RFP process for the purchase of Computer Equipment, Peripherals and Related Services on behalf of the National Association of State Procurement Officers (NASPO). Dell was awarded a contract based off of this RFP. Dell's contract through the NASPO program will offer the City a cost effective way to purchase different types of technology from multiple providers without compromising on quality, service or ongoing support. Dell will also provide a dedicated program account team that includes:

- An Account Manager to ensure overall account satisfaction
- System Consultants to provide a seamless deployment experience
- Technical Sales Representatives to facilitate order management
- Customer Service Representatives to provide post-sale support

In order for the City to use the NASPO program, a legal agreement needs to be in place. This contract amendment will add the ability for the City to purchase services via the NASPO program.

Throughout the duration of this contract, the City will be able to purchase a variety of services from multiple providers via the NASPO program. Some services Technology Services will have access to revolve around Support Services (for both hardware and software), Deployment Services (Asset Resale & Recycling, End User and Enterprise Configuration and Logistics), Managed Services (remotely delivered monitoring, alerting and patching services for networking devices, desktops and laptops and smart devices), Cloud Services and Information Security Services.

Background on this contract:

The original contract was initiated for the implementation of Office 365 at a total contract amount of \$390,000. The first amendment was to amend the Statement of Work and increase the total contract amount to \$423,499.76. The second amendment increased the total contract amount to \$448,244.76. The original contract and first and second amendment were centered around the Office 365 implementation. This third amendment is to add the ability to purchase from the NASPO agreement. As the City and Dell have already negotiated legal terms, it is much more efficient to amend the contract as opposed to starting a new contract.

Location (if applicable):

WBE/MBE/DBE goals that were applied, if applicable (construction, design, Airport concession contracts):

Are WBE/MBE/DBE goals met (if applicable)?

Is the contract new/a renewal/extension or amendment?

Was this contractor selected by competitive process or sole source?

For New contracts

Term of initial contract:

Options for Renewal:

How many renewals (i.e. up to 2 renewals)?

Term of any renewals (i.e. 1 year each):

Cost of initial contract term:

Cost of any renewals:

Total contract value council is approving if all renewals exercised:

For Amendments/Renewals Extensions:

Is this a change to cost/pricing; length of term; terms unrelated to time or price (List all that apply)?

If length changing

What was the length of the term of the original contract?

What is the length of the extension/renewal?

What is the revised total term of the contract?

If cost changing

What was the original value of the entire contract prior to this proposed change?

\$448,244.76

What is the value of the proposed change?

\$500,000

What is the new/revised total value including change?

\$948,244.76

If terms changing

Describe the change and the reason for it (i.e. compliance with state law, different way of doing business etc.)