



MEMORANDUM
ADMINISTRATIVE SERVICES
PROCUREMENT DIVISION
County of Placer

TO: Board of Supervisors
FROM: Brett Wood, Purchasing Manager
SUBJECT: PC Purchases – Dell and Hewlett Packard Computers, CDW-G

ACTION REQUESTED

Authorize the purchase of personal computers and related peripherals for all County departments from CDW-G of Vernon Hills, IL utilizing competitively bid cooperative agreements awarded by the Western States Contracting Alliance – National Association of State Procurement Officials’ (WSCA-NASPO) Cooperative Purchasing Organization, throughout the term of those agreements. Funded by each department’s requested, proposed, or final budget for the fiscal year as of the date of purchase.

BACKGROUND

The Administrative Services’ Information Technology (IT) Division is tasked with managing and maintaining the County’s robust Countywide data network, on which resides a wide variety of database applications and files. The IT Division has established Dell and Hewlett-Packard brand equipment as the standard for PCs and laptops which require access to the Countywide network. Establishing technological standards assures compatibility and effective service and support for the County’s computer equipment.

The Western States Contracting Alliance – National Association of State Procurement Officials’ (WSCA-NASPO) Cooperative Purchasing Organization consists of state purchasing officials throughout the U.S. who have solicited and awarded competitive bids on behalf of the consortium. These awards typically garner the deepest discounts due to the pooled requirements of the member agencies. WSCA-NASPO recently solicited new competitive proposals for these products, and has awarded Contract No. MNWNC-108 to Dell and Contract No. MNWNC-115/MNNVP-133 to Dell and Hewlett-Packard. Both of the new agreements are effective through March 31, 2017 and may be extended or renewed for up to 36 months beyond that date, at the discretion of WSCA-NASPO.

CDW-G is an authorized reseller of both Dell and Hewlett Packard products. The added value they bring to Placer County is in enabling efficiencies in reducing shipping time and improving the deployment time for new or replacement computers throughout the County. Both Dell and Hewlett Packard have a reseller agreement with CDW-G enabling them to provide the WSCA-NASPO pricing in compliance with both of those contracts.

Section 1.3(i) of the Purchasing Policy Manual permits the use of contracts which are competitively awarded by other public agencies, without further competitive bidding by the County. The WSCA-NASPO contracts meet this criterion. Due to the County’s purchasing volume, both vendors have offered pricing for our typical equipment models which is lower than the County would receive by issuing a separate bid, and also lower than other available contracts. Using the WSCA-NASPO contracts also expedites the County’s purchases by eliminating the needs to solicit competitive bids for each transaction.

FISCAL IMPACT

There is no immediate fiscal impact resulting from this action. Departments are responsible for assuring funds are available in their current budgets prior to submitting a purchase request to Procurement for processing.

cc: Jarrett Theissen, Deputy Director of Information Technology
Melissa Spak, Administrative Services Fiscal Officer

