



**MEMORANDUM**  
**COUNTY EXECUTIVE OFFICE**  
**Procurement Services Division**  
County of Placer

TO: Board of Supervisors  
FROM: Todd Leopold, County Executive Officer  
By: Brett Wood, Purchasing Manager  
SUBJECT: Dell Network Servers – Dell Marketing Inc.

DATE: April 27, 2021

---

**ACTION REQUESTED**

Approve the purchase of Dell brand network servers from Dell Marketing Inc. using a State of California Contract, in the total amount of \$113,781.

Authorize the Purchasing Manager to sign all required documents.

**BACKGROUND**

The Placer County Clerk-Recorder-Elections office (County Clerk) provides direct services to the public that facilitate business and personal transactions through recording and maintenance of real property transactions, vital, and other records. The County Clerk also conducts transparent and accurate federal, state, county, municipal, school district and special district elections and related services. To assure the best service to the citizens of Placer County, the County Clerk maintains automated systems for the highest degree of efficiency. These systems reside on network servers which have outlived their useful life. The County Clerk has budgeted for replacement servers in the current Fiscal Year 2020-21 budget.

Several years ago, the Information Technology Department established Dell and Hewlett-Packard systems as the County standards for network servers that are installed within, and used in conjunction with, the County's data networks. Although many of the County Clerk's systems operate separately from the County's network, they support IT's standards for network servers.

The National Association of State Procurement Officials' (NASPO) has established a cooperative purchasing consortium (Value Point) which consists of state purchasing officials throughout the U.S. which solicits and awards competitive bids on behalf of the consortium. These awards typically provide the deepest discounts available, due to the pooled requirements of the member agencies. NASPO ValuePoint has awarded Contract No. WB03AGW to Dell Marketing Inc. of Round Rock, TX for the purchase of a wide variety of computer products, including network servers. In order to extend these discounts to its local government agencies (cities and counties), the State of California established Contract No. 7-15-70-34-003 which extends the same pricing and terms as the NASPO ValuePoint contract.

The County Clerk has obtained a quote from Dell Marketing Inc. for the purchase of the required replacement network servers in the total amount of \$113,781 including applicable sales tax. Dell's pricing is offered under the NASPO and State of California contracts. Section 3.5A of the Placer County Procurement Policy permits the use of contracts which are competitively awarded by other public agencies, without further competitive bidding by the County. The NASPO and State of California contracts meet this criterion.

This purchase exceeds the Purchasing Manager's authority and requires your Board's approval.

**FISCAL IMPACT**

This network server replacement project is included in the County Clerk Recorder Elections' final budget for FY 2020-21 and included in the FY 2020-21 Master Fixed Asset List.

