

January 16, 2024

Honorable Mayor and City Council
City of Long Beach
California

RECOMMENDATION:

Recommendation to adopt a Resolution authorizing the City Manager, or designee, to execute a contract including authorization to transfer title for buy back equipment, and any necessary documents including any necessary subsequent amendments, with Dell Marketing, L.P., of Round Rock, TX, for Technology Solutions, Products and Services, on the same terms and conditions afforded to Region XIV Education Service Center, through OMNIA Partners, in a total annual amount not to exceed \$6,187,000, until the OMNIA Partners contract expires on November 30, 2025, with the option to renew for as long as the OMNIA Partners contract is in effect, at the discretion of the City Manager. (Citywide)

DISCUSSION

City Council approval is requested to enter into contract with Dell Marketing L.P., (Dell) for the purchase of technology solutions, products, services, IT security and data protection services. This resolution allows the City of Long Beach (City) to continue to use Dell products and services.

The City currently leverages two existing contracts for Dell products and various technology services. They have a narrow product offering of personal computers and equipment, and the technology solutions Dell is now equipped to provide have grown. Approval of the new contract will allow the Technology and Innovation Department (TID) to purchase personal computers as well as software and service offerings that are not currently available under the original Master Purchase Agreement.

The Finance Division within TID researched procurement options for Dell computers, software, systems equipment, and IT security products and discovered other agencies had completed an open, fair, transparent, and competitive procurement process. The City reviewed the cooperative agreement options and determined that the contract between OMNIA Partners and Dell provides the best value to the City.

Dell was selected based on their competitive pricing, service level, and breadth of product offerings. The OMNIA Partners contract for Dell will allow TID to access the same products and services it has been afforded under the two previous contracts, as well as access a wider range of necessary products and services that were not available when the Master Purchase Agreement was created.

City Charter Section 1802 provides an alternative procurement method by permitting the City to purchase or otherwise obtain services, supplies, materials, equipment, and labor with other governmental agencies. This alternative procurement method can save time and reduce costs through economies of scale by purchasing under existing contracts from other government agencies on a voluntary and selective basis, when authorized by a Resolution adopted by the City Council.

This matter was reviewed by Deputy City Attorney Erin Weesner-McKinley on December 11, 2023, Acting Labor Compliance Office Tommy Ryan on December 20, 2023, and by Budget Analysis Officer Greg Sorensen on December 27, 2023.

TIMING CONSIDERATIONS

City Council action to adopt a Resolution and award a contract concurrently is requested on January 16, 2024, to ensure the contract is in place expeditiously.

FISCAL IMPACT

The total annual amount of the contract will not exceed \$6,187,000. The requested action will allow the Technology and Innovation Department (TID) to enter into a contract for products and services on the same terms and conditions afforded to Region XIV Education Service Center, through OMNIA Partners currently procured through the existing Dell Master Services Agreement and the sunseting EMC Corporation contract after the Dell acquisition. Sufficient appropriation is budgeted in the General Services Fund Group in TID to support this contract. The contract will be included in the annual Technology and Innovation Memorandum of Understanding (MOU).

This recommendation has no staffing impact beyond the normal budgeted scope of duties and is consistent with existing City Council Priorities. There is no local job impact associated with this recommendation.

SUGGESTED ACTION:

Approve recommendation.

Respectfully submitted,



Lea Eriksen
Director
Technology and Innovation

APPROVED:



THOMAS B. MODICA
CITY MANAGER