



TO: Board of Contracts and Awards
FROM: Kipling Morris, IT Manager, Information Technology Department
Jack Kelanic, Director, Information Technology Department
COPY: City Council, City Manager, City Clerk, SBE Coordinator, LEAP Coordinator, and
Joe Parris, Finance/Purchasing
SUBJECT: Dell/EMC Hardware and Software Support and Maintenance
NASPO Master Agreement No: MNWNC-109. State of Washington Participating
Addendum number 05815-004 – October 31, 2017
DATE: October 17, 2017

SUMMARY:

The Information Technology Department recommends approval for a contract to be awarded to Right! Systems, Inc., Tumwater WA, for \$395,606, plus applicable tax, for the purchase of hardware and software maintenance services for the City of Tacoma’s private cloud infrastructure through December 31, 2018.

STRATEGIC POLICY PRIORITY:

- Encourage and promote an efficient and effective government, which is fiscally sustainable and guided by engaged residents.

This contract allows the City of Tacoma to continue the hardware and software maintenance on the City’s server and data storage infrastructure.

BACKGROUND:

In 2014 the City issued RFP No.: IT14-0402F to consolidate and standardize its server and data storage infrastructure, replacing end-of-life data storage, server and backup systems with a new system.

ISSUE: The City’s current support services expire on November 2, 2017. This contract will allow the City of Tacoma to continue maintenance and support services on the City’s private cloud storage purchased from RFP No.: IT14-0402F. This contract provides online and over-the-phone support and replacement for all the hardware and software covered.

ALTERNATIVES: Forgoing hardware and software maintenance coverage on the private cloud storage would pose considerable risk to business operations and therefore is not recommended.

COMPETITIVE SOLICITATION: The NASPO Master Agreement No: MNWNC-109 contract, State of Washington Participating Addendum number 05815-004 established October 1, 2015 and expires on March 31, 2020, has Right! Systems, Inc., as an authorized reseller for Desktops, Laptops, Tablets, Servers, and Storage including related Peripherals for the EMC Corporation. Using this previously competitively bid contract, Right! Systems, Inc., provided a quote in which the City receives a 17.5% discount off the list price and an average discount of 12% off the NASPO price list.

CONTRACT HISTORY: New contract.

SUSTAINABILITY: “Right! Systems Inc. (RSI) cares about how our activities can impact the Earth’s ability to continue providing these essential ecological services to future generations. Sustainability involves using resources more efficiently and in ways which benefit the environment, customers,



business and local communities. Operating our business more sustainably means considering the environmental impacts of operations at RSI offices and the lifecycle impact of the products and services used and sold. To operate more sustainably, RSI will strive to:

- Provide customers with environmentally-responsible products, packaging and services;
- Educate and engage RSI employees on the importance of conserving resources, reducing waste and recycling;
- Use resources – energy, fuel, water and materials – more efficiently and responsibly to minimize our environmental footprint.
- Work with manufacturer and distribution partners who embrace our environmental initiatives
- Strive to design and implement environmentally responsible business solutions for our customers

To become a more sustainable organization, RSI will work with its suppliers to improve the environmental aspects of the products sold and services provided. Our goal is to operate more sustainably, while maintaining a safe and comfortable working environment.”

SBE/LEAP COMPLIANCE: Not applicable.

RECOMMENDATION:

The Information Technology Department recommends approval for a contract to be awarded to Right! Systems, Inc., Tumwater WA, for \$395,606, plus applicable tax, for the purchase of hardware and software maintenance services for the City of Tacoma’s private cloud infrastructure through December 31, 2018.

FISCAL IMPACT:

EXPENDITURES:

FUND NUMBER & FUND NAME *	COST OBJECT (CC/WBS/ORDER)	COST ELEMENT	TOTAL AMOUNT
5800 Information Systems	80008766	5412190	\$333,548.22
5800 Information Systems	80008765	5412170	\$62,057.17
TOTAL			\$395,605.39

* General Fund: Include Department

REVENUES:

FUNDING SOURCE	COST OBJECT (CC/WBS/ORDER)	COST ELEMENT	TOTAL AMOUNT
5800 Information Systems	593100	Internal Assessments	\$333,548.22
TOTAL			\$395,605.39

FISCAL IMPACT TO CURRENT BIENNIAL BUDGET: \$395,605.39 plus applicable sales tax was budgeted for in the current biennium within fund 5800.

ARE THE EXPENDITURES AND REVENUES PLANNED AND BUDGETED? Yes.