

**Lee County Board Of County Commissioners
Agenda Item Summary**

Blue Sheet No. 20061032

1. ACTION REQUESTED/PURPOSE: Approve the award of Project # EX060637 the purchase of Cisco networking hardware and maintenance in the amount of \$103,857.90 via the Florida State Contract from Kent Technologies, Inc.; along with the purchase of servers and related hardware from Dell in the amount of \$40,818.19 via a piggyback of the Western States Contracting Alliance agreement (PB040670 – approved by the Board on 9/28/04) for Public Safety. Grand total cost: \$144,676.09. Permission is also requested to purchase the annual maintenance for the useful life of this hardware after expiration of the initial 1 year warranty. Board approval is also requested to expend a not-to-exceed amount of \$30,000 for miscellaneous and incidental items that may be required, including, but not limited to – cables, cards, installation, training, etc. If needed these items/services would be purchased via the most economical and expedient methodology available.

2. WHAT ACTION ACCOMPLISHES: Allows for the purchase of the IT hardware necessary to support the EOC network redesign. This redesigned network will provide: higher speed communication between the ambulances and the EOC; self-sufficiency should the EOC site lose connectivity with the County network; increased security; and improved data retrieval and delivery to and from ambulances and the Mobile Response Unit.

3. MANAGEMENT RECOMMENDATION: Approve as stated.

| | | |
|--|---|---|
| 4. Departmental Category: C7A | | 5. Meeting Date: 8-22-06 |
| 6. Agenda: | 7. Requirement/Purpose: (specify) | 8. Request Initiated: |
| <input checked="" type="checkbox"/> Consent | <input type="checkbox"/> Statute | Commissioner _____ |
| <input type="checkbox"/> Administrative | <input type="checkbox"/> Ordinance | Department _____ |
| <input type="checkbox"/> Appeals | <input checked="" type="checkbox"/> Admin. Code <u>AC-4-1</u> | Division <u>Public Safety</u> |
| <input type="checkbox"/> Public | <input type="checkbox"/> Other | By: <u>John Wilson, Director</u> <i>JW</i> |
| <input type="checkbox"/> Walk-On | | |

9. Background: On July 31, 2006 the Division of Purchasing received a request from Public Safety to purchase the IT hardware required to redesign the EOC network.

Funding is available: KF5290500100

Attachments:

- (1) Department Request for Purchase
- (2) Kent Technologies Quote/Florida State Contract No. 250-000-03-1
- (3) Dell Quote/Blue Sheet No. 20041160 (Board Approval of Piggyback # PB040670)

10. Review for Scheduling:

| Department Director | Purchasing or Contracts | Human Resources | Other | County Attorney | Budget Services | | | | County Manager/P.W. Director |
|---------------------|-------------------------|-----------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|------------------------------|
| | | | | | Analyst | Risk | Grants | Mgr. | |
| <i>JW</i> | <i>[Signature]</i> | | <i>[Signature]</i> | <i>[Signature]</i> | <i>[Signature]</i> | <i>[Signature]</i> | <i>[Signature]</i> | <i>[Signature]</i> | <i>[Signature]</i> |
| <i>8/14/06</i> | | | | | <i>8/14/06</i> | <i>8/14/06</i> | <i>8/14/06</i> | | <i>8/14/06</i> |

11. Commission Action:

- Approved
- Deferred
- Denied
- Other

| |
|---------------------------------|
| Rec. by CoAtty |
| Date: <i>8/14/06</i> |
| Time: <i>2:45</i> |
| Forwarded To: <i>Admin 8/16</i> |

| |
|-------------------------------|
| RECEIVED BY COUNTY ADMIN |
| |
| COUNTY ADMIN FORWARDED TO: |
| <i>8/14/06</i> |

Franceschini, Robert D.

From: Filla, Paul T.
Sent: Monday, July 31, 2006 4:33 PM
To: Norton, John V.; Franceschini, Robert D.; Sheehan, Janet K.
Cc: Hansen, Hans C.; Kainrad, David G.; Saniter, David J.; Woolverton, Thomas W.; Dickerson, Kim; Moraes, Dalton D.; Wilson, John; Bridges, Michael C.; Ramanand Jr., Prem ; Dean, Clint G.
Subject: FW: EOC final redesign and quotes
Attachments: EOC INTERNET DESIGN.vsd; EOC Network Redesign Quotes.xls; dell.pdf

Below I believe are the answers to the questions. I have cc'ed Public Safety administration (Wilson, Bridges, Hansen - as well as others) that are aware of the project and approve the purchase.

Purchasing friends,

Below is the information that you will need. If there is anything else, let me know or contact Dalton Moraes for the IT specific information.

Funds are available and John Norton will be able to supply information on the specifics.

1. ACTION REQUESTED/PURPOSE
 - a. Approval of purchase for IT equipment to support the EOC network redesign.
2. WHAT ACTION ACCOMPLISHES
 - a. Provide the capability for the EOC to have a direct internet connection to their site. This project will include new firewalls, routers and updates to existing routers and switches. The objective of this project is to create the capacity for higher speed of communications between the ambulances and EOC.
 - b. The EOC site will be self-sufficient in case it loses connectivity with County's network.
 - c. Infrastructure costs will provide for a secure network environment.
 - d. These upgrades will serve as the foundation for improving data retrieval and delivery to and from Lee County EMS ambulances, Lee County Mobile Response Unit, and other public safety mobile information needs.
 - e. Provide for an adequate and centralized location of the E-Team server as well as the public safety web servers.
3. MANAGEMENT RECOMMENDATION:
 - a. Approve purchase

Attached are the:

::Design in Visio

::Kent Technologies Quotes: The EOC Network Redesign Quotes (each tab has a quote)
 @\$102K

::Dell Quotes: PDF
 @\$40K

What this redesign provides is the infrastructure for feeding broadband connectivity to the ambulances and elsewhere throughout the county. In addition, it will allow the EOC to serve as a core county site on the IT backbone. This redesign also includes the consolidation of the Emergency Management website and EMS intranet site at this EOC where it can 'ride on the core'.

This is only the infrastructure, hardware costs to allow users to connect to the Lee County network. There will still be additional costs as noted in the Kent Technology quotes from @\$6K-\$150K to provide for the wireless/mobile connectivity. These additional costs were budgeted for in Information Resources 2006-2007 budget proposal.

8/1/2006

[Rate this Contract](#)
[View Survey Results](#)

Contract Name: IT Hardware

Contract Number: 250-000-03-1

Effective Dates: 08/01/2002 through 12/31/2007

When issuing a purchase order use **commodity class: 250**

Contract Summary

RFQ

[RFQ Information and Form Instructions](#)

Price Sheets

[Personal Computers](#)

[Servers](#)

[Connectivity Devices](#)

[Uninterruptible Power Supplies and Surge Suppressors](#)

[Storage Devices](#)

[Printers](#)

[Videoconferencing Systems and Video Bridging Equipment](#)

[Firewalls](#)

Contractors

Amendments

Complete Contract

[Microsoft Word](#)

[PDF](#)

MyFloridaMarketPlace Users

Contract Administrator(s):

For further information please contact a contract administrator:

Jeff Rackley

- **Telephone:**850-487-4196
- **Email:**Jeff.Rackley@dms.myflorida.com
- **Suncom:**277-4196

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250-000-03-1, Information Technology Hardware State Term Contract Renewal

Posted: 07/20/2006

Edited: 07/20/2006

Message

The Information Technology Hardware State Term Contract, No. 250-000-03-1 has been renewed with all Contract except the following:

- **Alcatel Internetworking, Inc.**
- **Minuteman UPS / Para Systems, Inc.**
- **SonicWall, Inc.**
- **Sony Electronics. Inc.**
- **Tripp Lite Power Protection**
- **Wyse Technology, Inc.**

Link:

http://dms.myflorida.com/dms2/state_purchasing/state_contracts_agreements_and_price_lists/state_term_eZ_publish™_copyright_©_1999-2005_eZ_systems_as

DELL

QUOTATION

QUOTE #: 309623298

Customer #: 1935449

Contract #: N3005

Customer Agreement #: NASPO|WSCA # A63307

Quote Date: 8/3/06

Date: 8/3/06 1:14:36 PM

Customer Name: LEE COUNTY FINANCE DIV

| | | | |
|---------------------------------|--------------------|---------------------------------------|----------|
| TOTAL QUOTE AMOUNT: | \$34,907.34 | | |
| Product Subtotal: | \$34,907.34 | | |
| Tax: | \$0.00 | | |
| Shipping & Handling: | \$0.00 | | |
| Shipping Method: | Ground | Total Number of System Groups: | 1 |

| GROUP: 1 | QUANTITY: 3 | SYSTEM PRICE: \$7,905.40 | GROUP TOTAL: \$23,716.20 |
|-------------------------------------|---|--------------------------|--------------------------|
| Base Unit: | Dual Core Xeon Processor 5160 4MB Cache, 3.00GHz, 1333MHz FSB, PE 2950 (222-3390) | | |
| Processor: | Dual Core Xeon 2nd Processor 5160, 4MB Cache, 3.00GHz 1333MHz FSB, PE 2950 (311-6222) | | |
| Memory: | 4GB 533MHz (8x512MB), Single Ranked DIMMs (311-5728) | | |
| Keyboard: | No Keyboard Selected (310-5017) | | |
| Monitor: | NO MONITOR OPTION (320-2968) | | |
| Video Card: | Broadcom TCP/IP Offload Engine Not Enabled (430-1765) | | |
| Video Memory: | Riser with 2 PCI-X Slots (3 Volts) and 1 PCIe Slot for PowerEdge 2950 (320-4608) | | |
| Hard Drive: | 73GB, SAS, 3.5-inch 15K RPM Hard Drive (341-3029) | | |
| Hard Drive Controller: | PERC 5/i, x6 Backplane Integrated Controller Card (341-3066) | | |
| Floppy Disk Drive: | No Floppy Drive for x6 Backplane (341-3685) | | |
| Operating System: | Windows Server 2003 R2 Standard Edition, Includes 5 CALs (420-5796) | | |
| Mouse: | Mouse Option None (310-0024) | | |
| NIC: | Dual Embedded Broadcom NetXtreme II 5708 Gigabit Ethernet NIC (430-1764) | | |
| CD-ROM or DVD-ROM Drive: | 24X IDE CD-RW/DVD ROM Drive for PowerEdge 2950 (313-3934) | | |
| Sound Card: | Bezel for PE 2950 (313-3920) | | |
| Speakers: | 1x6 Backplane for 3.5-Inch Hard Drives (311-5747) | | |
| Documentation Diskette: | Electronic Documentation and OpenManage CD Kit, PE2950 (310-7415) | | |
| Additional Storage Products: | 73GB, SAS, 3.5-Inch 15K RPM Hard Drive (341-3029) | | |
| Controller Option: | PERC 5/E SAS RAID Adapter PCI-Express, 2x4 Connectors External (341-3023) | | |
| Feature | Integrated SAS/SATA RAID 5 PERC 5/i Integrated (341-3060) | | |
| Feature | Rack Chassis w/Sliding Rapid/Versa Rails and Cable Management Arm, Universal (310-7412) | | |
| Service: | Premier Enterprise Support Service Gold Welcome Letter (310-3785) | | |
| Service: | GOLD Enterprise Support: 4 Hour 7x24 Onsite Service with Emergency Dispatch, 2 YR Ext (960-8322) | | |
| Service: | GOLD Enterprise Support: 7x24 Escalation Manager, Hw/Sw Tech Phone Support, Enterprise Command Center, 3Yr (960-8572) | | |
| Service: | GOLD Enterprise Support: 4 Hour 7x24 Onsite Service with Emergency Dispatch, Init YR (970-4190) | | |
| Service: | Dell Hardware Warranty Plus Onsite Service Initial YR (984-1399) | | |
| Service: | Dell Hardware Warranty, Extended YR (984-1417) | | |

| | |
|----------------------|--|
| Dirline: | Type 14 Keep Your Hard Drive, 3 Year (960-8812) |
| Installation: | On-Site Installation Declined (900-9997) |
| Misc: | Redundant Power Supply with Y-Cord for PowerEdge 2950 (310-7421) |
| Misc: | 73GB, SAS, 3.5-Inch 16K RPM Hard Drive (341-3029) |
| Misc: | 73GB, SAS, 3.5-Inch 16K RPM Hard Drive (341-3029) |
| Misc: | 73GB, SAS, 3.5-Inch 15K RPM Hard Drive (341-3029) |
| Misc: | 73GB, SAS, 3.5-Inch 16K RPM Hard Drive (341-3029) |
| Misc: | Cable, USB-PS2 Converter (310-6690) |
| Misc: | SAS 5/I and SAS 5/E English Documentation (310-7967) |
| | |

| SOFTWARE & ACCESSORIES | | | |
|--|----------|-------------------------------|------------|
| Product | Quantity | Unit Price | Total |
| SMARTUPS RT 8000 XLT 208V-OL (A0672660) | 2 | \$3,807.47 | \$7,614.94 |
| 192 V Battery Pack for APC Smart-UPS RT Systems (A0368954) | 4 | \$719.96 | \$2,879.84 |
| APC SMART-UPS RT 19IN KIT FOR (A0236013) | 6 | \$116.06 | \$696.36 |
| Number of S & A Items: 3 | | S&A Total Amount: \$11,191.14 | |

| | | | |
|-----------------------|------------------------|-------------------|---------------|
| SALES REP: | michael petty | PHONE: | 1800-981-3355 |
| Email Address: | michael_petty@dell.com | Phone Ext: | 7244721 |

For your convenience, your sales representative, quote number and customer number have been included to provide you with faster service when you are ready to place your order. You may also place your order online at www.dell.com/quote

Unless you have a separate agreement with Dell, the terms and conditions found at <http://ftpbox.us.dell.com/slg/resellers/resellertcs.htm> shall govern the sale and resale of the Products and Services referenced in this quotation.

Prices and tax rates are valid in the U.S. only and are subject to change.

****Sales/use tax is a destination charge, i.e. based on the "ship to" address on your purchase order. Please indicate your taxability status on your PO. If exempt, please fax exemption certificate to Dell Tax Department at 512-283-9276, referencing your customer number. If you have any questions regarding tax please call 800-433-9019 or email Tax_Department@dell.com. ****

All product and pricing information is based on latest information available. Subject to change without notice or obligation.

LCD panels in Dell products contain mercury, please dispose properly. Please contact Dell Financial Services' Asset Recovery Services group for EPA compliant disposal options at US_Dell_ARS_Requests@dell.com. Minimum quantities may apply.

Shipments to California: For certain products, a State Environmental Fee Of Up to \$10 per item may be applied to your invoice as early as Jan 1, 2005. Prices in your cart do not reflect this fee. More Info: or refer to URL www.dell.com/environmentalfee

DELL**QUOTATION****QUOTE #: 309351281****Customer #: 1935449****Contract #: N3005****Customer Agreement #: NASPO|WSCA # A63307****Quote Date: 8/2/06****Date: 8/2/06 1:33:05 PM****Customer Name: LEE COUNTY FINANCE DIV**

| | | | |
|---------------------------------|-------------------|---------------------------------------|----------|
| TOTAL QUOTE AMOUNT: | \$5,910.85 | | |
| Product Subtotal: | \$5,910.85 | | |
| Tax: | \$0.00 | | |
| Shipping & Handling: | \$0.00 | | |
| Shipping Method: | Ground | Total Number of System Groups: | 3 |

| | | | |
|---|--------------------|---------------------------------|--------------------------------|
| GROUP: 1 | QUANTITY: 1 | SYSTEM PRICE: \$2,112.76 | GROUP TOTAL: \$2,112.76 |
| Base Unit: | | | |
| PowerEdge 4210,Frame,Doors, Side Panel,Ground,42U,PS (220-4494) | | | |
| Type 6 Contract - Next Business Day Parts Delivery Initial Year (900-3270) | | | |
| Type 6 Contract - Next Business Day Parts Delivery 2YR Extended (900-3272) | | | |
| Thank You for buying Dell (983-2207) | | | |
| Please visit WWW.Dell.COM (983-2217) | | | |
| On-Site Installation Declined (900-9997) | | | |
| Inside Delivery Service for Dell PowerEdge Rack System (460-0566) | | | |
| 16Amp, Power Distribution Unit208V, w/ IEC to IEC cords (310-1873) - Quantity 2 | | | |
| 15FP, 1U Rack Console with RapidRails, 15" TFT LCD, 63 key mini-kybd, U.S. (310-4226) | | | |
| 42U Rack,Cost Red,Side Stabilizer (310-1791) | | | |

| | | | |
|---|--------------------|---------------------------------|--------------------------------|
| GROUP: 2 | QUANTITY: 1 | SYSTEM PRICE: \$1,168.39 | GROUP TOTAL: \$1,168.39 |
| Base Unit: | | | |
| PowerEdge 4210,Frame,Doors, Side Panel,Ground,42U,PS (220-4494) | | | |
| Type 6 Contract - Next Business Day Parts Delivery Initial Year (900-3270) | | | |
| Type 6 Contract - Next Business Day Parts Delivery 2YR Extended (900-3272) | | | |
| Thank You for buying Dell (983-2207) | | | |
| Please visit WWW.Dell.COM (983-2217) | | | |
| On-Site Installation Declined (900-9997) | | | |
| Inside Delivery Service for Dell PowerEdge Rack System (460-0566) | | | |
| 16Amp, Power Distribution Unit208V, w/ IEC to IEC cords (310-1873) - Quantity 2 | | | |
| 42U Rack,Cost Red,Side Stabilizer (310-1791) | | | |

| | | | |
|--|--------------------|---------------------------------|--------------------------------|
| GROUP: 3 | QUANTITY: 1 | SYSTEM PRICE: \$2,629.70 | GROUP TOTAL: \$2,629.70 |
| Base Unit: | | | |
| 16 Port Keyboard/Video/Mouse Digital Switch, 2161DS/2 PowerEdge (222-1659) | | | |

| | |
|--|--|
| | 8 x USB connection Server Interface Pod, Includes CAT5 cable (310-8126) |
| | Type 3 Contract - Next Business Day Parts and Labor On-Site Response, Initial Year (960-4860) |
| | Type 3 Contract - Next Business Day Parts and Labor On-Site Response, 2YR Extended (960-0332) |
| | DECLINED CRITICAL BUSINESS CRITICAL SERVER OR STORAGE SUPPORT PACKAGE-CALL YOUR DELLSALES REP IF UPGRADE NEED (960-1305) |
| | Thank You for buying Dell (983-2207) |
| | Please visit WWW.Dell.COM (983-2217) |
| | |

| | | | |
|-----------------------|------------------------|-------------------|---------------|
| SALES REP: | michael petty | PHONE: | 1800-981-3355 |
| Email Address: | michael_petty@dell.com | Phone Ext: | 7244721 |

For your convenience, your sales representative, quote number and customer number have been included to provide you with faster service when you are ready to place your order. You may also place your order online at www.dell.com/quote

Unless you have a separate agreement with Dell, the terms and conditions found at <http://ftpbox.us.dell.com/slg/resellers/resellertcs.htm> shall govern the sale and resale of the Products and Services referenced in this quotation.

Prices and tax rates are valid in the U.S. only and are subject to change.

****Sales/use tax is a destination charge, i.e. based on the "ship to" address on your purchase order. Please indicate your taxability status on your PO. If exempt, please fax exemption certificate to Dell Tax Department at 512-283-9276, referencing your customer number. If you have any questions regarding tax please call 800-433-9019 or email Tax_Department@dell.com. ****

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Shipments to California: For certain products, a State Environmental Fee Of Up to \$10 per item may be applied to your invoice as early as Jan 1, 2005. Prices in your cart do not reflect this fee. More Info: or refer to URL www.dell.com/environmentalfee

**Lee County Board Of County Commissioners
Agenda Item Summary**

Blue Sheet No. 20041160

1. REQUESTED MOTION:

ACTION REQUESTED: Approve Project # PB040670, the utilization (piggyback) of the Western States Contracting Alliance's (WSCA) agreement, which has gone through their competitive negotiation process, for the annual purchase of Dell personal computers, servers, and related peripherals for use County-wide from Dell Marketing LP; and authorize the Board Chairman on behalf of the BOCC to execute and sign the accompanying contracts. The County presently expends approximately \$1.5 million dollars annually for Dell hardware. Contract pricing represents a 10% discount off of the Dell retail price list (vs. 6.58% achieved on the Florida State Contract). Authority is requested to expend the funds necessary to purchase this equipment on an as-needed basis using this agreement through its full term (through August 31, 2007 - with the option to renew for two additional one year terms which, if exercised, would extend the contract through August 31, 2009).

WHY ACTION IS NECESSARY: Purchases over \$50,000 must be approved by the Board.

WHAT ACTION ACCOMPLISHES: Allows Lee County departments and divisions to obtain Dell hardware in a cost effective, efficient, and timely manner. Savings to taxpayers: Approximately \$55,000 annually (WSCA vs. State Contract).

**2. DEPARTMENTAL CATEGORY:
COMMISSION DISTRICT #**

C6A

3. MEETING DATE:

09-28-2004

4. AGENDA:

- CONSENT
- ADMINISTRATIVE
- APPEALS
- PUBLIC
- WALK ON
- TIME REQUIRED:

**5. REQUIREMENT/PURPOSE:
(Specify)**

- STATUTE
- ORDINANCE
- ADMIN. CODE AC-4-1
- OTHER

6. REQUESTOR OF INFORMATION:

- A. COMMISSIONER _____
- B. DEPARTMENT _____
- C. DIVISION Independent (ITG)

BY: Jim Desjarlais

BACKGROUND: On September 2, 2004, the new WSCA contract for Dell hardware was made available for use by governmental entities. Analysis of available procurement methodologies for Dell product revealed that the use of this contract is the most advantageous for Lee County.

Funding will be made available through individual department/division accounts on an as-needed basis.

Please see attachments:

- (1) Western States Contracting Alliance Master Price Agreement
- (2) Western States Contracting Alliance Participating Addendum

8. MANAGEMENT RECOMMENDATIONS:

9. RECOMMENDED APPROVAL:

| A Department Director | B Purchasing or Contracts | C Human Resources | D Other | E County Attorney | F Budget Services | | | G County Manager |
|----------------------------------|---------------------------------|----------------------|------------|-----------------------|----------------------|------------------------|----------------------|------------------------|
| <i>Jim Desjarlais</i> 9-15-04 | <i>Janet Sheehan</i> 9-14-04 | n/a | | <i>PLB</i> 9/16/04 | <i>OM</i> 9/17/04 | <i>Risk</i> 9/16/04 | <i>GC</i> 9/16/04 | <i>with</i> 9-16-04 |

10. COMMISSION ACTION:

- APPROVED
- DENIED
- DEFERRED
- OTHER

Rec. by CoAtty
Date: *9/16/04*
Time: *8:40*
Forwarded To:
CO. CLERK
9/16/04

RECEIVED BY
COUNTY ADMIN
9/16/04
3:25 PM 567
COUNTY ADMIN
FORWARDED TO:
9/16/04
4:30