



Fulton County Board of Commissioners
Agenda Item Summary

BOC Meeting Date
3/18/2020

Requesting Agency

Information Technology

Commission Districts Affected

All Districts

Requested Action *(Identify appropriate Action or Motion, purpose, cost, timeframe, etc.)*

Request approval of statewide contract - Department of Information Technology, SWC 99999-SPD-SPD0000161-0009, End User Computing, in the amount of \$169,692.19 with Panasonic Corporation (Newark, NJ) for the purchase of Panasonic Toughbooks to outfit vehicles for the Sheriff's Office and Marshal. This is a one-time procurement.

Requirement for Board Action *(Cite specific Board policy, statute or code requirement)*

In accordance with Purchasing Code Section 102-461, request for approval of statewide contracts of more than \$49,999.99 shall be forwarded to the Board of Commissioners for approval.

Is this Item related to a Strategic Priority Area? *(If yes, note strategic priority area below)*

Yes

Is this a purchasing item?

Yes

Summary & Background

(First sentence includes Agency recommendation. Provide an executive summary of the action that gives an overview of the relevant details for the item.)

Scope of Work: The Department of Information Technology requests to utilize the Statewide Contract for the purchase of the Panasonic Toughbooks from ARC Acquisitions US, Inc. for outfitting vehicles in the Sheriff and Marshal Departments. The vehicle mounting brackets, cabling and installation services will be provided from another vendor at a later time. This utilization of the Toughbooks is part of the Justice of the Future Program which is to utilize state-of-the-art technology, to boost courtroom efficiencies, decrease case resolution times, improve justice life cycle processes, and improve collaboration among justice partners. The Panasonic payments for purchase orders are to be made directly to the reseller partner.

Community Impact: It will improve safety for county residents and its visitors.

Department Recommendation: Approval.

Project Implications: Future implications include standard lifecycle replacement of equipment and increased utilization of cellular services for each vehicle for wireless connectivity.

Community Issues/Concerns: None.

Agency Director Approval		County Manager's Approval
Typed Name and Title Felicia Strong-Whitaker, Director	Phone (404) 612-5800	
Signature	Date	

20-0220

Continued

Department Issues/Concerns: None.

History of BOC Agenda Item: This is a new procurement.

Contract & Compliance Information	<i>(Provide Contractor and Subcontractor details.)</i>
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Not Applicable

Solicitation Information	NON-MFBE	MBE	FBE	TOTAL
No. Bid Notices Sent:				
No. Bids Received:				
Total Contract Value	.			
Total M/FBE Values	.			
Total Prime Value	.			
Fiscal Impact / Funding Source <i>(Include projected cost, approved budget amount and account number, source of funds, and any future funding requirements.)</i> 500-220-2200-A158:Capital Improvements, Information Technology, Field Technology - \$169,692.19				
Exhibits Attached <i>(Provide copies of originals, number exhibits consecutively, and label all exhibits in the upper right corner.)</i> Exhibit 1: Cooperative Purchasing Statewide GSA Use Justification Form Exhibit 2: Statewide Contract Information Exhibit 3: ARC Quote Exhibit 4: Contractor Performance Memo				
Source of Additional Information <i>(Type Name, Title, Agency and Phone)</i> Glenn Melendez, Interim-CIO, FC Information Technology, (404) 612-0192				

Agency Director Approval		County Manager's Approval
Typed Name and Title Felicia Strong-Whitaker, Director	Phone (404) 612-5800	
Signature	Date	

Revised 03/12/09 (Previous versions are obsolete)

Procurement**Contract Attached:**
No**Previous Contracts:**
No**Solicitation Number:**
SWC 99999-SPD-
SPD0000161-0009**Submitting Agency:**
Information
Technology**Staff Contact:**
Sherri McNair**Contact Phone:**
404-612-5803**Description:** Purchase of Panasonic Toughbooks for Sheriff's and Marshal vehicles**FINANCIAL SUMMARY****Total Contract Value:**

Original Approved Amount: .

Previous Adjustments: .

This Request: \$169,692.19

TOTAL: \$169,692.19

MBE/FBE Participation:

Amount: . %: .

Amount: . %: .

Amount: . %: .

Amount: . %: .

Grant Information Summary:

Amount Requested: . ☐ Cash

Match Required: . ☐ In-Kind

Start Date: . ☐ Approval to Award

End Date: . ☐ Apply & Accept

Match Account \$: .

Funding Line 1:

500-220-2200-A158

Funding Line 2:

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Funding Line 3:

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Funding Line 4:

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KEY CONTRACT TERMS**Start Date:**

One-time procurement

End Date:

.

Cost Adjustment:

.

Renewal/Extension Terms:

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ROUTING & APPROVALS

(Do not edit below this line)

X	Originating Department:	Melendez, Glenn	Date: 2/21/2020
X	County Attorney:	Ringer, Cheryl	Date: 3/10/2020
X	Purchasing/Contract Compliance:	Strong-Whitaker, Felicia	Date: 3/10/2020
X	Finance/Budget Analyst/Grants Admin:	Jones, Monica	Date: 2/24/2020
.	Grants Management:	.	Date: .
X	County Manager:	Anderson, Dick	Date: 3/11/2020

State of Georgia Statewide Standard Contract Form

Solicitation Title End-User Computing	Solicitation Number 99999-SPD0000161	Contract Number 99999-SPD-SPD0000161-0009
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1. This Contract is entered into between the Agency and the Contractor named below:

Agency's Name Georgia Department of Administrative Services	(hereafter called Agency)
Contractor's Name Panasonic System Solutions Company of North America, Division of Panasonic Corporation of North America	(hereafter called Contractor)

2. Contract to Begin: _____ Date of Completion: **June 2, 2021** Renewals: **Five (5) One-Year Options to Renew**

3. Performance Bond, if any: **NONE** Other Bonds, if any: **NONE**

4. Authorized Person to Receive Contract Notices for Agency: **Dr. Carl Hall
Contract Management Manager
Georgia Department of Administrative Services
State Purchasing Division
200 Piedmont Avenue, SW, Suite 1308, West Tower
Atlanta, GA 30334**

Authorized Person to Receive Contract Notices for Contractor: **Amy Lee
Senior Government Acquisition Business Development
Manager- Public Sector & Education
Office: 201-325-1181
Amy.Lee@us.panasonic.com**


5. The parties agree to comply with the terms and conditions of the following attachments which are by this reference made a part of the Statewide Contract:

Attachment 1: Statewide Contract for Products and Ancillary Services
Exhibit 1A. Approved User Agency Leasing Agreement
Exhibit 1B. RESERVED
Attachment 2: Solicitation (referenced above)
Attachment 3: Contractor's Final Response

IN WITNESS WHEREOF, this Contract has been executed by the parties hereto.

6. **Contractor**

Contractor's Name (If other than an individual, state whether a corporation, partnership, etc.)
Panasonic System Solutions Company of North America, Division of Panasonic Corporation of North America


By (Authorized Signature)  <small>Magnus McDermid (Apr 26, 2019)</small>	Date Signed Apr 26, 2019
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Printed Name and Title of Person Signing
Magnus McDermid, Sr. Vice President

Address
Two Riverfront Plaza, Newark, NJ 07102

7. **Agency**

Agency Name
Georgia Department of Administrative Services

By (Authorized Signature)  <small>Lisa Eason (June 3, 2019)</small>	Date Signed June 3, 2019
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Printed Name and Title of Person Signing
Lisa Eason, Deputy Commissioner, State Purchasing Division



Statewide Contract Information Sheet

Statewide Contract Number	99999-SPD-SPD0000161-0009	NIGP Code	20410, 20442, 20448, 20453, 20454, 20455, 20460, 20468, 92007, 92031, 92047, 93921,
Name of Contract	End-User Computing		
Effective Date	June 3, 2019	Expiration Date	June 2, 2021
Contract Table of Contents			
Suppliers Awarded	8	Contract Information:	Convenience
Contract Information for Supplier			Page Number
<u>Panasonic Corporation</u>			2
Additional Contract Information			
<u>General Contract Information</u>			3-4
<u>Contract Renewals/ Extensions/ Changes</u>			5
<u>DOAS Contact Information</u>			6



Supplier Information Sheet

Contract Information	
Statewide Contract Number	99999-SPD-SPD0000161-0009
PeopleSoft Supplier Number	0000008326
Supplier Name & Address	
Panasonic Corp 2 Riverfront Plaza, 6 th Floor Newark, NJ 07102	
Contract Administrator	
Amy Lee Senior Gov Acquisition Business Development Manager Amy.lee@us.panasonic.com Phone: (201) 325-1181	
Contact Details	
Ordering Information	Jeff Orzech Senior Account Manager Georgia Jeff.orzech@us.panasonic.com Phone: (678) 554-9576
Remitting Information	Reseller certification in progress
Discounts	See Supplier Percentage Discount sheet
Payment Terms	Net 30 Days
Bid Offer includes	State and Local Government
Acceptable payment method	Supplier will accept Purchase Orders and the Purchasing Card under this contract as permitted by current



	policies governing the Purchasing Card program.
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General Contract Information

The purpose of this contract is to provide a Statewide source of supply and services for End-User Computing. The equipment and services pursuant to this contract have been awarded the following four Categories:

Category A	Desktops, Laptops, Tablets (including associated accessories and peripherals for each).
Category B	Ruggedized Computing Devices (including associated accessories and peripherals).
Category C	Thin Client (including associated accessories and peripherals)
Category E	PC Peripherals and Accessories (Printers are not within the scope of this contract award).

Please Note the following is not available:

Category D	Virtual Reality (was not awarded under this statewide contract).
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See the Percentage Discount Off List Price document for Category pricing. All discounts shown are minimum discounts, and Suppliers may provide additional or deeper discounts to State and Local agencies under the Statewide Contract.

State entities should ask for "Academic Pricing" if obtaining quotes for schools, colleges or administrative offices of educational organizations. The discounts available may differ depending on the type of academic organization. Academic organizations receive significantly lower prices or significantly deeper discounts from many hardware manufacturers.

State entities must place a purchase order prior to acquiring hardware or services.



Awarded Category:

Panasonic has been awarded the following Category:

Category B – Ruggedized Computing Devices

Ordering Instructions:

Statewide Contract Number: 99999-SPD-SPD0000161-0009 –
Panasonic Computers

How to Purchase

1. Review the Supplier's Percentage Discount (applicable to product and awarded category). For Percentage Discount Off List Price, see attachment. All percentage discounts shown are minimum discounts. Supplier may provide additional or increased discount % to State and Local agencies under the Statewide Contract.
2. Contact Supplier directly for possible bulk pricing/discounts.
3. You may view the Supplier products and pricing by accessing Team Georgia Marketplace.
4. You may order the Supplier products by accessing Team Georgia Marketplace. You may also order by contacting the Supplier directly, or if applicable, by contacting their approved Reseller.
5. Purchase Orders must reflect the Supplier and contract number.
6. Payments are to be remitted to the Supplier referencing the contract number.

How to Lease:

1. Complete the MANDATORY User Agency Lease Agreement, located on Team Georgia Marketplace **(This is the only approved Lease Agreement)**. Lease Options Available: 24 months, 36 months, 48 months, 60 months.
2. Contact the awarded statewide supplier.



Supplier Name	Awarded Category	TGM Catalog	Order Direct	Reseller as of 06/17/2019	Leasing
ByteSpeed Computers	Category A: Desktops and Laptops, Category E: PC Peripherals and Accessories	Information Only	Yes	No	Yes
CDW Government, LLC	Category E: PC Peripherals and Accessories	Information Only	Yes	No	No
Dell Marketing, L.P	Category A: Desktops and Laptops, Category B: Ruggedized Computing Devices Category C: Thin Client Category E: PC Peripherals and Accessories	Information Only	Yes	No*	No
GovConnection, Inc.	Category E: PC Peripherals and Accessories	Information Only	Yes	No	No
HP, Inc.	Category A: Desktops and Laptops, Category E: PC Peripherals and Accessories	Information Only	Yes	No*	No
Lenovo - United States, Inc.	Category A: Desktops and Laptops, Category E: PC Peripherals and Accessories	Information Only	Yes	No*	No
Panasonic Corporation of North America	Category B: Ruggedized Computing Devices	Information Only	Yes	No*	Yes
Howard Industries, Inc.	Category A: Laptops	Information Only	Yes	No	Yes
* Reseller certification in progress. Details will be provided.					

How to Pay:

The items on this contract should be purchased using either a Purchase Order or a Procurement Card (P-card). For more information regarding how to obtain or use a P-card, Contact the State Cards Program manager at cardprograms@doas.ga.gov.

For detailed P-card Information, visit the State's P-card web site at: <http://doas.ga.gov/state-purchasing/statewide-card-programs/purchasing-cards>



Changes/Renewals/Extensions

First Renewal to be executed and announced on or before June 2, 2021.

DOAS Contact Information:

Latrice Njee

Contract Management Specialist

Latrice.njee@doas.ga.gov

(404) 656-5452

For Team Georgia Marketplace questions

Procurement Help Desk

(404) 657-6000

procurementhelp@doas.ga.gov



607 E. Sonterra Blvd., Ste 250
 San Antonio, TX 78258
 United States
 P:(210)348-9876
 F:(210)348-9124

QUOTE # 20-0220	
QUOTE #	Q30-00000226
Date	02/20/2020
Page	1/1
Expires On	03/21/2020
Sales Contact	T MOSS
Quote For	FULTON COUNTY GOVERNMENT

Customer PO #	Customer ID	Ship Via	Sales Rep	Terms	FOB
TODD MOSS	GAFCSO00001	GROUND 1 - 6 DA	T MOSS	NET 30	DESTINATION
Quantity	Contract #	Item #	Description	Unit Price	Extended Price

43	GASTATE	FZ-G1U1-00VM	PUBLIC SECT SPEC W10P I57300 SYST 2.60G 10.1IN WUXGA 256GB 8GB BT	\$2,875.57	\$123,649.51
Pricing is based off the GA Statewide Contract 99999-SPD-SPD0000161-0009					
43	GASTATE	CF-LNDDC120	LIND PA1580-1642 - Car power adapter - 120 Watt - for Toughbook 19, 31, F9	\$110.23	\$4,739.89
Pricing is based off the GA Statewide Contract 99999-SPD-SPD0000161-0009					
43	GASTATE	HA-G1TDS2A	CUSTPEC NV ENERGY G1 DOCK HARDWARE KIT	\$489.56	\$21,051.08
Pricing is based off the GA Statewide Contract 99999-SPD-SPD0000161-0009					
43	GASTATE	IK-TR-911-RED-P	I-KEY KEYBOARD FOR CF-33	\$375.88	\$16,162.84
Pricing is based off the GA Statewide Contract 99999-SPD-SPD0000161-0009					
43		C-KBM-202	DEVMT,KYBRD,ADPTR,UNVMT	\$95.09	\$4,088.87
1		FREIGHT CHARGE	Freight Charge	\$0.00	\$0.00

Subtotal	\$169,692.19
Tax	\$0.00
Total	\$169,692.19

These prices do NOT include taxes, insurance, shipping, delivery, setup fees, or any cables or cabling services or material unless specifically listed above. All prices are subject to change without notice. Supply subject to availability.

COOPERATIVE PURCHASING/STATEWIDE/GSA

USE JUSTIFICATION FORM

Department Name: **Information Technology**

Contract # and Title: **99999-SPD-SPD0000161-0009, End-User Computing**

Date: February 11, 2020

In order to utilize the use of cooperative purchasing, statewide or a GSA contract the User Department is responsible for providing the following justification information:

1. Provide justification for the use of the cooperative purchasing/statewide/GSA contract your department would like to utilize:
This contract will provide outfitting of the vehicle fleet in the Sheriff's department with Panasonic Toughbooks and appropriate vehicle mounting brackets and cabling.
2. Attach a copy of the cooperative purchasing/statewide/GSA contract document or the contract information.
3. Provide an explanation regarding the cost analysis conducted and why utilizing this contract is best value. Costs must be analyzed to ensure that the use is best value for the County. (check all appropriate)
 - ☒ leveraging benefits of volume purchasing
 - ☒ volume discounts
 - ☒ service delivery requirement advantages
 - ☒ reduction of cycle times
 - ☒ enhanced service specification

Additional information:

Prior to making the decision to utilize a cooperative purchasing, statewide or GSA contract, the Purchasing Director is responsible for conducting the following due diligence:

The Purchasing Representative must complete the following information:

1. Reviewed the justification for use from the User Department and determined the use of the cooperative purchasing/statewide/GSA contract is justified.
☒ Yes ☐ No
2. Obtained a copy of the cooperative purchasing/ statewide contract and other related documents (i.e., solicitation document, award letter, etc.) and determined that the contract is current (not expired). ☒ Yes ☐ No
3. Reviewed the cost analysis provided by the User Department and determined the following:
 - ☒ leveraging benefits of volume purchasing
 - ☒ volume discounts
 - ☒ service delivery requirement advantages
 - ☒ reduction of cycle times
 - ☒ enhanced service specification
4. Are the need(s) of the User Department met/achieved with the cooperative purchasing/statewide/GSA contract? ☒ Yes ☐ No
5. Is the entity is authorized to conduct/transact business in the State of Georgia?
☒ Yes ☐ No
6. If applicable, is the entity in compliance with the Georgia Security and Immigration Act (E-Verify)? ☒ Yes ☐ No
7. When applicable, if the contract is for services or professional services is the entity capable of providing Certificate of Insurance? ☒ Yes ☐ No

INTEROFFICE MEMORANDUM



TO: Felicia Strong-Whitaker, Director
Department of Purchasing & Contract Compliance

FROM: Sherri McNair, Assistant Chief Information Officer
Information Technology

DATE: March 10, 2020

SUBJECT: Contractor Performance Memo

The Contractor listed below has never provided professional services as a Prime Contractor for Fulton County.

Project No: SWC 99999-SPD-SPD0000161-0009

Project Title: End User Computing

Contractor: Panasonic Corporation
2 Riverfront Plaza, 6th Floor
Newark, NJ 07102