




## INTEROFFICE MEMORANDUM

**TO:** Felicia Strong-Whitaker, Director, Purchasing and Contract Compliance

**FROM:** Kevin Kerrigan, CIO, FCIT   
Kevin Kerrigan (Mar 13, 2023 17:50 EDT)

**DATE:** March 13, 2023

**SUBJECT:** Recommendation Award – ITB #22ITBC1006B-PS,  
**Fulton County PC Refresh Enterprise Workstation - FY2023**

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**Recommendation:** We are recommending approval of the lowest bidder for Fulton County PC Refresh Enterprise Workstation in the total amount of \$1,431,319.61 to CDW to provide enterprise business class desktop personal computers (PCs), laptops, monitors and docking stations to the Fulton County Information Technology (FCIT) and Countywide agencies on an if/when needed basis. The contract will be effective from date of award until December 31, 2023, with three renewal options.

It is expected that during this time period Fulton County may be making an initial purchase up to the following quantities but may purchase more or less and does not commit to purchase any quantity whatsoever.

### **Initial Purchase (Year 1 of Contract)**

- 1,000 Desktops
- 1,500 Laptops
- 2,500 Monitors
- 1500 Docking Stations

**DISCUSSION:** The recommendation for the award was based on bidder response for providing enterprise business workstation hardware to include but not limited to personal computers, laptops, monitors docking station and peripherals for both standard and specialty equipment. Non-standard specialty equipment includes but not limited to Toughbook's, tablets, and specific business dependent devices such as MAC and Surface Pro's. The solicitation also includes and requires warranty support and imaging services from responsive bidder.

**Special Instructions:** Bidders were provided the option to bid on Standard and Specialty (non-standard) equipment and accessories that total separately in the bid form. It is the recommendation that Groups are awarded separately for Standard and Specialty (Non-standard) equipment.

The Department received and evaluated seven (7) bids to the solicitation. CDW has responded as the lowest bidder for Group I (Standard) and Group II (Specialty) devices to all areas of both Group I (Standard Devices) and Group II (Specialty) of the bid form.

<b>Vendor</b>	<b>Standard Device</b>	<b>Group I Initial Purchase</b>	<b>Total Group II Initial Purchase</b>	<b>Total for Group I and II</b>	<b>Responded to All Areas</b>
CDW	Lenovo	\$3,166,000.00	\$1,063,750.00	\$4,229,750.00	Yes
HPI International	HP	\$3,416,340.00	\$ 22,567.90	\$3,438,907.90	No
MBC Smarter Solutions	Lenovo	\$3,446,000.00	\$ -	\$3,446,000.00	No
Hypertax Systems	HP	\$5,422,500.00	\$ 9,100.00	\$5,431,600.00	No
Vprime	N/A	\$5,788,950.00	\$ 794,521.00	\$6,583,471.00	No
Stratix	N/A		\$ 143,291.00	\$ 143,291.00	No
Prologic	HP	\$6,792,855.00	\$1,149,800.00	\$7,942,655.00	No

The requested spending authority of \$1,431,319.61 includes Group I for standard and Group II specialized will cover a not to exceed for the initial year of the contract for FY 2023.

Funding for this recommendation is subject to availability of FY2023 Capital Fund (Technology Refresh) and Operating General funds (Department Budget).

If additional information is required, you may contact Sherri McNair, Financial Administrator of Fulton County Information Technology at (404) 612-5803.

- Cc. Lateef Ashekun, Deputy CIO, FCIT
- Sherri McNair, Financial Administrator, FCIT
- Chiquita Barnswell, Technical Operations Manager, FCIT
- Anne Wilson, Vendor Relation Manager, FCIT
- Phylliss Stewart, Purchasing Agenting, Purchasing