



**City of Santa Ana**  
**20 Civic Center Plaza, Santa Ana, CA 92701**  
**Staff Report**  
**July 19, 2022**

---

**TOPIC:** Amend the Blanket Order Contract Award for Desktop Computers, Laptops, Mobile Devices & Related Equipment

---

**AGENDA TITLE:**

Amend the Blanket Order Contract Award for Desktop Computers, Laptops, Mobile Devices & Related Equipment in an Annual Aggregate Amount Not to Exceed \$1,200,000 (Specification No. 18-074)

**RECOMMENDED ACTION**

Amend the contracts for desktop computers, laptops, mobile devices, and related equipment to increase the annual agreement amount by an additional \$600,000, for a revised annual aggregate amount not to exceed \$1,200,000, for the remainder of the current one-year period and the remaining optional one-year renewal, if exercised, subject to non-substantive changes approved by the City Manager and City Attorney, with the following vendors:

<u>Vendor</u>	<u>Location</u>
2 <sup>nd</sup> Gear, LLC	Costa Mesa, CA
Dell Computer Corp.	Austin, TX

**DISCUSSION**

On November 20, 2018, at the conclusion of a competitive bidding process, the City entered into one-year aggregate agreements with 2<sup>nd</sup> Gear, LLC and Dell Computer Corp. (Dell), with provisions for four one-year renewal options. The purpose of these agreements was to provide Dell desktop computers, laptops, mobile tablets, and related equipment to the City. These original contracts were awarded in an annual aggregate amount not to exceed \$400,000 and the first renewal option has been exercised.

On May 5, 2020, the City Council approved an amendment to increase the annual amount of the blanket orders contract by \$200,000 to an annual amount of \$600,000 in order to accommodate planned upgrades and additional orders due to COVID-19 needs.

On August 18, 2020, the City Council approved a second amendment to increase the annual amount of the blanket orders contract by \$600,000 to an annual amount of \$1,200,000 for two (2) of the four (4) remaining years in order to accommodate the additional demand for computing equipment. However, the annual remained at the \$600,000 for last two optional years remaining in the agreement. However, the demand to purchase new technology to support a variety of initiatives, including ARPA purchases, has caused this year's not-to-exceed amount to be reached much faster than anticipated. To meet this increased demand and still allow for new technology purchases, staff requests an increase to the not-to-exceed amount for the current contract year as well as for the one remaining year's optional renewal.

Dell computers have been the standard for desktop and laptop computers for the City since 2007 when they were selected after comparing their offerings to other competitors. Standardizing equipment provides the benefits for next-generation office environments while simplifying technical support issues, so it is essential to maintain staff computer equipment. Computers, laptops, and mobile devices are purchased and deployed on an as-needed basis by the Information Technology Department, preventing a proliferation of aging, obsolete, out-of-warranty, unsupported, and incompatible systems.

Santa Ana Ordinance No. NS -2312 authorizes the City to purchase against contracts from any public agency utilizing a competitive bid process. The Western States Contracting Alliance (WSCA) establishes California Multi-State Cooperative Agreements for Commodities, IT Goods and Services, and Telecommunication Goods and Services. WSCA agreements are available to all State of California governmental entities that expend public funds for the acquisition of goods and services. Dell is a manufacturer that offers WSCA pricing.

#### **ENVIRONMENTAL IMPACT**

There is no environmental impact associated with this action.

#### **FISCAL IMPACT**

Funds for the duration of the contract period will be included in the Miscellaneous Operating Expense account (no. 63001) of various departments.

Not-to-exceed amounts for each remaining year of the blanket agreements would be as follows:

<b>Agreement Term</b>	<b>Not-To-Exceed Amount</b>
November 2021 – November 2022	\$1,200,000
November 2022 – November 2023 (Optional)	\$1,200,000

Submitted By: Jack Ciulla, Chief Technology Innovations Officer

Amend the Blanket Order Contract Award for Desktop Computers, Laptops, Mobile  
Devices & Related Equipment  
July 19, 2022  
Page 3

Approved By: Kristine Ridge, City Manager