



# City Council Report

**Date:** July 1, 2024  
**To:** City Council  
**Through:** Mike Kennington, Deputy City Manager/Chief Financial Officer  
**From:** Edward Quedens, Business Services Director  
Kristy Garcia, Procurement Administrator  
**Subject:** Four-Year Term Contract with Six Years of Renewal Options for Information Technology Solutions and Services for Various City Departments as requested by the Department of Innovation and Technology **(Citywide)**

## Purpose and Recommendation

Council is requested to approve the contract amendment as recommended.

A committee representing the Department of Innovation and Technology, , and Procurement Services evaluated responses. The evaluation committee recommends awarding the contract to the highest scored proposals from CDW Government LLC; and SHI International Corp., at \$15,000,000 annually, based on estimated requirements, with an annual increase allowance of up to 5% or the adjusted Consumer Price Index.

## Background / Discussion

These contracts will provide critical software applications and hardware devices in use throughout the City, including but not limited to Microsoft software, Panasonic rugged devices, and much more. The scope of products and services available under these contracts include personal computer systems, standard business and high-end workstations, laptop and notebook computers, network equipment, computer and network products and peripherals, monitors, various cloud, consulting, and technical support services, financing (leasing and conditional sales for related products), various software products, and the contractor's comprehensive product offering. While no minimum volume is guaranteed to the suppliers, the estimated annual volume of IT Solutions purchased under this master agreement is approximately \$1.5 billion over the term of the contract. This projection is based on the current annual volumes of all the participating public agencies that are anticipated to utilize the resulting master agreement and volume growth into other public agencies through a coordinated marketing approach between the suppliers and OMNIA Partners. Throughout the term of this agreement, the City may look to make available through this contract additional products and services as requested by OMNIA Partners, its member agencies, and the City. The City will receive rebates annually for administering and awarding this contract.

Mesa, as the lead agency, partnered with Omnia Partners and led the solicitation that created this term contract for IT Solutions and Services. This contract will provide the City and participating agencies with a full range of information technology solution products and services to meet the varying requirements of governmental agencies. The contract will be

available to over 45,000 public agencies nationally, including state and local governmental entities, public and private primary, secondary, and higher education entities, non-profit entities, and other agencies for the public benefit through OMNIA Partners cooperative purchasing program.

Staff issued a Request for Proposal (RFP) to registered and known providers. Eleven (11) proposals were received, and all these responses met the minimum requirements to move forward in the evaluation process. The evaluation committee evaluated the proposal responses based on the evaluation criteria as stated in the solicitation. The two (2) highest-scored responses are being recommended for award.

### **Purchase Information**

Action: Award

Procurement Type: Request for Proposals

Contract Number: 2024056

Local Consideration: Policy did not apply to this procurement method

Initial Contract Term: Four years

Possible Renewals: Up to a maximum of six (6) years subject to Administrative review and approval

Funding Source: Individual City Department operating budget that is purchasing the IT products and services

### **Bid or Proposal Responses**

Aspire HR, LLC – Dallas, TX

Axelliant, LLC - Torrance, CA

Carahsoft Technology Corporation – Reston, VA

CDW Government LLC – Vernon Hills, VA (Recommended)

Conquest Technology Services, LLC - Nashville, TN

DiscountCell LLC – Provo, UT

FreeAlliance.com, LLC – Reston, VA

Quality and Assurance Technology Corp, DBA QnA Tech - Ridge, NY

SHI International Corp. – Somerset, NJ (Recommended)

World Wide Technology, LLC – St. Louis, MO

Zones, LLC – Auburn, WA

## Proposal Scoring Results

<b>Evaluation Criteria – Possible Points</b>	Aspire HR	Axelliant	Carahsoft Technology Corporation	CDW Government (Recommended)	Conquest Technology Services	Discount-Cell
Proposer Experience and Qualifications - 200	49.52	120.00	134.29	198.10	147.62	114.29
Proposed Method and Approach - 400	156.43	196.19	255.00	379.52	153.57	228.10
Conformance to RFP/Acceptance City's Terms and Conditions - 25	20.83	0.00	0.00	20.83	25.00	25.00
Proposed Cost – 125	0.00	0.00	0.00	111.91	0.00	0.00
<b>Evaluation Score - 750</b>	<b>226.79</b>	<b>316.19</b>	<b>389.29</b>	<b>710.36</b>	<b>326.19</b>	<b>367.39</b>

<b>Evaluation Criteria – Possible Points</b>	Free-Alliance.com	QnA Tech	SHI International Corp. (Recommended)	World Wide Technology	Zones
Proposer Experience and Qualifications - 200	122.86	95.24	184.76	198.10	198.10
Proposed Method and Approach - 400	130.24	236.90	346.90	318.33	340.48
Conformance to RFP/Acceptance City's Terms and Conditions - 25	25.00	25.00	20.83	20.83	20.83
Proposed Cost – 125	0.00	0.00	125.00	0.00	105.23
<b>Evaluation Score</b>	<b>278.10</b>	<b>357.14</b>	<b>677.50</b>	<b>537.26</b>	<b>664.63</b>