



500 West Big Beaver
Troy, MI 48084
troymi.gov

CITY COUNCIL AGENDA ITEM

Date: July 20, 2020

To: Mark F. Miller, City Manager

From: Robert J. Bruner, Assistant City Manager
Robert C. Maleszyk, Chief Financial Officer
Lisa Burnham, Accounting Manager
Frank A. Nastasi, Chief of Police
Chris Culbreth, Police IT Manager
MaryBeth Murz, Purchasing Manager

Subject: Standard Purchasing Resolution 4 – Cooperative Award MiDeal and Oakland County
– Mobile Data Computers – Police Department

History

The Police Department is responsible for the professional, progressive, and responsive police services in Troy Michigan. Within the Troy Police Department, the Research and Technology Section supports the electronic and technological logistics that the Police Department utilizes in pursuit of its mission statement. The Troy Police Department is updating the technology available in the police cars.

All marked Troy Police Cars contain a Mobile Data Computer (MDC). The MDC is the hub for all of the in-car technology that the Troy Police Department utilizes. These MDCs are over five years old and the MDC relies on back-end systems that exist in the Police Department data center to provide officers with a relevant, accurate, and reliable technological backbone in order to ensure officer safety and enhance job performance. Troy PD IT is looking to replace the MDC units within the cars, expand the back end storage, and update the auxiliary equipment that the officers use every day. This is the base unit for a Storage Area Network (SAN) system that will provide an additional 480TB of storage with the future potential and plan to add an additional unit as storage needs increase.

This purchase completes the multi-year MDC replacement capital project with the purchase of additional storage for the Troy Police Department back-end system. This storage is used to house official crime files, in-car videos, City of Troy street maps, the City of Troy Code and Charter, Police Department General Orders and Rules and Regulations, and many other pieces of information that the officers need and use on a daily basis. This system is needed largely to house the increasing amount of audio/video footage that the Police Department patrol cars generate on a daily basis. Additionally the new MDC units will allow officers to access crime data, runs, and mapping software more effectively and quickly.



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Purchasing

- The 55 sets of MDCs will be purchased from Dell, using the same pricing extended to CLEMIS/Oakland County as detailed in the attached detailed quotes. The pricing is extended to the City as a CLEMIS agency.
- For the accessories and storage expansion *CDW Government, LLC of Vernon Hills, IL* is the awarded bidder in the State of Michigan MiDeal Extended Purchasing Program.
- The Contract ID number is (Bid #071B660010) and the contract pricing is valid thru July 31, 2026.

55 MDC + Mounting Brackets	Dell	Clemis	\$158,964.85
55 sets of accessory hardware	CDW-G	MiDeal	\$51,698.90
Storage Expansion	CDW-G	MiDeal	<u>\$88,987.11</u>
Total			\$299,650.86

Financial

Funds are available in the Capital Projects Fund under the Police Department for the 2021 Fiscal Year. Expenditures will be charged to account number 401.301.12.315.7978.010.

Recommendation

In the best interest of the City, City management recommends waiving the bid process and requests authorization to purchase 55 sets of MDCs and mounting brackets for the Police Department from *Dell of Round Rock, TX* as per the CLEMIS/Oakland County pricing in the amount of \$158,964.85. Also, City management requests authorization to purchase 55 sets of accessory hardware and storage expansion from *CDW Government, LLC of Vernon Hills, IL* as per the State of Michigan MiDeal Extended Purchasing Program Bid #071B6600110 in the amount of \$140,686.01 as detailed in the attached quotes for an estimated grand total amount of \$299,650.86.



A quote for your consideration.

Based on your business needs, we put the following quote together to help with your purchase decision. Below is a detailed summary of the quote we've created to help you with your purchase decision.

To proceed with this quote, you may respond to this email, order online through your **Premier page**, or, if you do not have Premier, use this **Quote to Order**.

Quote No.	3000063075151.1	Sales Rep	Megan Bolen
Total	\$158,964.85	Phone	(800) 456-3355, 5139776
Customer #	6611723	Email	Megan_Bolen@Dell.com
Quoted On	Jun. 12, 2020	Billing To	MR ACCOUNTS PAYABLE
Expires by	Jul. 31, 2020		CITY OF TROY
Deal ID	14451693		500 W BIG BEAVER RD
			TROY, MI 48084-5254

Message from your Sales Rep

Please contact your Dell sales representative if you have any questions or when you're ready to place an order. Thank you for shopping with Dell!

Regards,
Megan Bolen

Additional Comments

This quote reflects the exact pricing and configuration of Oakland County CLEMIS, and as such will be supportable by the CLEMIS team.

Shipping Group

Shipping To	Shipping Method
MATTHEW HEASLEY CITY OF TROY 500 W BIG BEAVER RD TROY, MI 48084-5254 (248) 619-7279	Standard Delivery

Product	Unit Price	Qty	Subtotal
Dell Latitude 5424	\$2,284.04	55	\$125,622.20
Havis DS-DA-412 Laptop screen stiffener	\$49.79	55	\$2,738.45
Havis DS-DELL-412 - Docking station - VGA, HDMI - 10Mb LAN - 90-watt	\$556.44	55	\$30,604.20

Subtotal:	\$158,964.85
Shipping:	\$0.00
Non-Taxable Amount:	\$158,964.85
Taxable Amount:	\$0.00
Estimated Tax:	\$0.00

Total:	\$158,964.85
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Special lease pricing may be available for qualified customers. Please contact your DFS Sales Representative for details.

Shipping Group Details

Shipping To

MATTHEW HEASLEY
CITY OF TROY
500 W BIG BEAVER RD
TROY, MI 48084-5254
(248) 619-7279

Shipping Method

Standard Delivery

Dell Latitude 5424

Estimated delivery if purchased today:

Jul. 01, 2020

Contract # C000000181093

Customer Agreement # MHEC-07012015

		Qty	Subtotal
\$2,284.04	55		\$125,622.20

Description	SKU	Unit Price	Qty	Subtotal
Dell Latitude 5424 Rugged, CTO	210-AQPY	-	55	-
8th Gen Intel Core i7-8650U Processor (Quad Core, 8M Cache, 1.9GHz, 15W, vPro)	379-BDHD	-	55	-
Win 10 Pro 64 English, French, Spanish	619-AHKN	-	55	-
No AutoPilot	340-CKSZ	-	55	-
No Productivity Software	630-AAPK	-	55	-
Intel Core i7-8650U Processor Base with AMD Radeon RX540 Graphics 128 Bit	338-BPVF	-	55	-
No Out-of-Band Systems Management - vPro Disabled	631-ABWH	-	55	-
8GB, 2x4GB, 2666MHz DDR4 Non-ECC	370-AEVI	-	55	-
M.2 256GB PCIe NVMe Class 40 Solid State Drive	400-BBTW	-	55	-
No Additional Hard Drive	401-AADF	-	55	-
14" FHD WVA (1920 x 1080) Embedded Touch, Outdoor-Readable Screen	391-BDVP	-	55	-
Dell Top Case and Palmrest without Security	346-BEVG	-	55	-
Regulatory Label for Keyboard	389-DOPO	-	55	-
Sealed Internal RGB Backlit English Keyboard	580-ABYR	-	55	-
Intel Dual Band Wireless AC 8265 (802.11ac) 2x2 + Bluetooth 4.2 Driver	555-BEPE	-	55	-
Intel Dual Band Wireless AC 8265 (802.11ac) 2x2	555-BDGD	-	55	-
WLAN Bracket	575-BBYW	-	55	-
Qualcomm Snapdragon X20 (DW5821e) ATT	556-BBZI	-	55	-
WWAN Bracket	575-BBYX	-	55	-
3 Cell 51Whr ExpressCharge Capable Battery	451-BCHG	-	55	-
90 Watt AC Adapter	492-BCNQ	-	55	-
No Anti-Virus Software	650-AAAM	-	55	-
OS-Windows Media Not Included	620-AALW	-	55	-
E5 US Power Cord	537-BBBD	-	55	-
Setup and Features Guide	340-CHMZ	-	55	-
Factory Installed Rigid handle tied sku	540-BCIH	-	55	-
US Order	332-1286	-	55	-

2nd 3 Cell 51Whr ExpressCharge Capable Battery	451-BCHH	-	55	-
Safety/Environment and Regulatory Guide (English/Spanish)	340-AGIN	-	55	-
Regulatory Label included	389-BEYY	-	55	-
TPM Enabled	340-AJPV	-	55	-
System Driver, Dell Latitude 5424	640-BBRP	-	55	-
Dell Developed Recovery Environment	658-BCUV	-	55	-
Shuttle SHIP Material	328-BCXL	-	55	-
Directship Info Mod	340-CKTD	-	55	-
Intel(R) Core(TM) i7 Processor Label	389-BLST	-	55	-
No Option Included	340-ACQQ	-	55	-
CMS Software not included	632-BBBJ	-	55	-
No Resource DVD / USB	430-XXYG	-	55	-
No ENERGY STAR Qualified	387-BBCE	-	55	-
BTO Standard shipment Air	800-BBGF	-	55	-
No UPC Label	389-BDCE	-	55	-
No Additional IO Ports	590-TEYX	-	55	-
No Additional Hard Drive	401-AADF	-	55	-
Single Primary HD & ODD Brackets, 5424	590-TEYM	-	55	-
8X DVD+/-RW 9.5mm Optical Drive	429-ABHV	-	55	-
Dedicated u-blox NEO-MQN GPS Card	540-BCIG	-	55	-
No Camera or Microphone	319-BBGG	-	55	-
No PCMCIA Card or Express Card Reader	590-TEZB	-	55	-
ProSupport Plus: Next Business Day Onsite, 2 Years Extended	808-6796	-	55	-
ProSupport Plus: Next Business Day Onsite, 3 Years	808-6797	-	55	-
Dell Limited Hardware Warranty Initial Year	808-6805	-	55	-
ProSupport Plus: Accidental Damage Service, 5 Years	808-6826	-	55	-
ProSupport Plus: Keep Your Hard Drive, 5 Years	808-6827	-	55	-
ProSupport Plus: 7X24 Technical Support, 5 Years	808-6845	-	55	-
Dell Limited Hardware Warranty Extended Year(s)	975-3461	-	55	-
Thank you for choosing Dell ProSupport Plus. For tech support, visit www.dell.com/contactdell or call 1-866-516-3115	997-8367	-	55	-

			Qty	Subtotal
Havis DS-DA-412 Laptop screen stiffener		\$49.79	55	\$2,738.45

Estimated delivery if purchased today:

Jun. 23, 2020

Contract # C000000181093

Customer Agreement # MHEC-07012015

Description	SKU	Unit Price	Qty	Subtotal
Havis DS-DA-412 Laptop screen stiffener	A8007999	-	55	-
			Qty	Subtotal
Havis DS-DELL-412 - Docking station - VGA, HDMI - 10Mb LAN - 90-watt		\$556.44	55	\$30,604.20

Estimated delivery if purchased today:

Jun. 23, 2020

Contract # C000000181093

Customer Agreement # MHEC-07012015

Description	SKU	Unit Price	Qty	Subtotal
Havis DS-DELL-412 - Docking station - VGA, HDMI - 10Mb LAN - 90-watt	AA472902	-	55	-
				<hr/>
				Subtotal: \$158,964.85
				Shipping: \$0.00
				Estimated Tax: \$0.00
				<hr/>
				Total: \$158,964.85

Important Notes

Terms of Sale

This Quote will, if Customer issues a purchase order for the quoted items that is accepted by Supplier, constitute a contract between the entity issuing this Quote ("Supplier") and the entity to whom this Quote was issued ("Customer"). Unless otherwise stated herein, pricing is valid for thirty days from the date of this Quote. All product, pricing and other information is based on the latest information available and is subject to change. Supplier reserves the right to cancel this Quote and Customer purchase orders arising from pricing errors. Taxes and/or freight charges listed on this Quote are only estimates. The final amounts shall be stated on the relevant invoice. Additional freight charges will be applied if Customer requests expedited shipping. Please indicate any tax exemption status on your purchase order and send your tax exemption certificate to Tax_Department@dell.com or ARSalesTax@emc.com, as applicable.

Governing Terms: This Quote is subject to: (a) a separate written agreement between Customer or Customer's affiliate and Supplier or a Supplier's affiliate to the extent that it expressly applies to the products and/or services in this Quote or, to the extent there is no such agreement, to the applicable set of Dell's Terms of Sale (available at www.dell.com/terms or www.dell.com/oemterms), or for cloud/as-a-Service offerings, the applicable cloud terms of service (identified on the Offer Specific Terms referenced below); and (b) the terms referenced herein (collectively, the "Governing Terms"). Different Governing Terms may apply to different products and services on this Quote. The Governing Terms apply to the exclusion of all terms and conditions incorporated in or referred to in any documentation submitted by Customer to Supplier.

Supplier Software Licenses and Services Descriptions: Customer's use of any Supplier software is subject to the license terms accompanying the software, or in the absence of accompanying terms, the applicable terms posted on www.Dell.com/eula. Descriptions and terms for Supplier-branded standard services are stated at www.dell.com/servicecontracts/global or for certain infrastructure products at www.dell.com/en-us/customer-services/product-warranty-and-service-descriptions.htm

Offer-Specific, Third Party and Program Specific Terms: Customer's use of third-party software is subject to the license terms that accompany the software. Certain Supplier-branded and third-party products and services listed on this Quote are subject to additional, specific terms stated on www.dell.com/offeringspecificterms ("Offer Specific Terms").

In case of Resale only: Should Customer procure any products or services for resale, whether on standalone basis or as part of a solution, Customer shall include the applicable software license terms, services terms, and/or offer-specific terms in a written agreement with the end-user and provide written evidence of doing so upon receipt of request from Supplier.

In case of Financing only: If Customer intends to enter into a financing arrangement ("Financing Agreement") for the products and/or services on this Quote with Dell Financial Services LLC or other funding source pre-approved by Supplier ("FS"), Customer may issue its purchase order to Supplier or to FS. If issued to FS, Supplier will fulfill and invoice FS upon confirmation that: (a) FS intends to enter into a Financing Agreement with Customer for this order; and (b) FS agrees to procure these items from Supplier. Notwithstanding the Financing Agreement, Customer's use (and Customer's resale of and the end-user's use) of these items in the order is subject to the applicable governing agreement between Customer and Supplier, except that title shall transfer from Supplier to FS instead of to Customer. If FS notifies Supplier after shipment that Customer is no longer pursuing a Financing Agreement for these items, or if Customer fails to enter into such Financing Agreement within 120 days after shipment by Supplier, Customer shall promptly pay the Supplier invoice amounts directly to Supplier.

Customer represents that this transaction does not involve: (a) use of U.S. Government funds; (b) use by or resale to the U.S. Government; or (c) maintenance and support of the product(s) listed in this document within classified spaces. Customer further represents that this transaction does not require Supplier's compliance with any statute, regulation or information technology standard applicable to a U.S. Government procurement.

For certain products shipped to end users in California, a State Environmental Fee will be applied to Customer's invoice. Supplier encourages customers to dispose of electronic equipment properly.

Electronically linked terms and descriptions are available in hard copy upon request.

^Dell Business Credit (DBC):

OFFER VARIES BY CREDITWORTHINESS AS DETERMINED BY LENDER. Offered by WebBank to Small and Medium Business customers with approved credit. Taxes, shipping and other charges are extra and vary. Minimum monthly payments are the greater of \$15 or 3% of account balance. Dell Business Credit is not offered to government or public entities, or business entities located and organized outside of the United States.

QUOTE CONFIRMATION



DEAR CHRIS CULBRETH,

Thank you for considering CDW•G for your computing needs. The details of your quote are below. [Click here](#) to convert your quote to an order.

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
LMRB226	7/6/2020	BROTHER CLEMIS	3194628	\$51,698.90

QUOTE DETAILS				
ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
<u>Brother RuggedJet RJ-4230BL - label printer - monochrome - direct thermal</u> Mfg. Part#: RJ4230BL UNSPSC: 43212108 Contract: Michigan Master Computing-MIDEAL (071B6600110)	55	5105680	\$578.00	\$31,790.00
<u>Brother USB cable - 10 ft</u> Mfg. Part#: LB3603 UNSPSC: 26121604 Contract: Michigan Master Computing-MIDEAL (071B6600110)	55	1907598	\$10.17	\$559.35
<u>Brother LB3692 Car Adapter</u> Mfg. Part#: LB3692 UNSPSC: 39121006 Contract: Michigan Master Computing-MIDEAL (071B6600110)	55	1912881	\$20.32	\$1,117.60
<u>Brother Active Docking/Mounting Station with Power & USB Connectivity</u> Mfg. Part#: PA-CR-002A Contract: Michigan Master Computing-MIDEAL (071B6600110)	55	5901502	\$153.73	\$8,455.15
<u>BROTHER 3YR PREMIER SVC</u> Mfg. Part#: 207803-001 Electronic distribution - NO MEDIA Contract: Michigan Master Computing-MIDEAL (071B6600110)	55	4769302	\$128.49	\$7,066.95
<u>MagTek SureSwipe Reader USB HID Interface - magnetic card reader - USB</u> Mfg. Part#: 21040140 UNSPSC: 43211612 Contract: Michigan Master Computing-MIDEAL (071B6600110)	55	1279983	\$49.27	\$2,709.85

PURCHASER BILLING INFO		SUBTOTAL	\$51,698.90
Billing Address: CITY OF TROY ACCTS PAYABLE 500 W BIG BEAVER RD TROY, MI 48084-5285 Phone: (248) 524-3300 Payment Terms: Net 30 Days-Govt State/Local		SHIPPING	\$0.00
		SALES TAX	\$0.00
		GRAND TOTAL	\$51,698.90
		Please remit payments to:	
DELIVER TO			

Shipping Address:

CITY OF TROY
CHRIS CULBRETH
500 W BIG BEAVER RD
TROY, MI 48084-5285
Phone: (248) 524-3300

Shipping Method: UPS Ground (1- 2 day)

CDW Government
75 Remittance Drive
Suite 1515
Chicago, IL 60675-1515

Need Assistance? CDW•G SALES CONTACT INFORMATION

Jeff Jones

| (866) 668-9487

| jeffjon@cdw.com

This quote is subject to CDW's Terms and Conditions of Sales and Service Projects at
<http://www.cdw.com/content/terms-conditions/product-sales.aspx>
For more information, contact a CDW account manager

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QUOTE CONFIRMATION



DEAR CHRIS CULBRETH,

Thank you for considering CDW•G for your computing needs. The details of your quote are below. [Click here](#) to convert your quote to an order.

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
LMTS786	7/9/2020	LMTS786	3194628	\$88,987.11

QUOTE DETAILS				
ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
<u>Nexsan BT60X - hard drive array</u> Mfg. Part#: BT60XVR480Z/8 Contract: Sourcewell 081419-CDW Tech Catalog (081419#CDW)	1	5835137	\$36,659.00	\$36,659.00
<u>NEXSAN STORAGE ENHANCED NBD SVC</u> Mfg. Part#: OSE-HDS-M Electronic distribution - NO MEDIA Contract: Sourcewell 081419-CDW Tech Catalog (081419#CDW)	24	5835669	\$197.00	\$4,728.00
<u>Nexsan 3m Optical Cable with SFP+</u> Mfg. Part#: CTR-CKOPT-3M4 Contract: MARKET	1	3447803	\$185.00	\$185.00
<u>Nexsan BEAST BT60P 480TB 7200rpm Dual PERP Storage Platform</u> Mfg. Part#: BT60PF2G480Z/8 Contract: MARKET	1	5556246	\$42,687.11	\$42,687.11
<u>NEXSAN STORAGE ENHANCED NBD SVC</u> Mfg. Part#: OSE-HDS-M Electronic distribution - NO MEDIA Contract: Sourcewell 081419-CDW Tech Catalog (081419#CDW)	24	5835669	\$197.00	\$4,728.00

PURCHASER BILLING INFO		SUBTOTAL	\$88,987.11
Billing Address: CITY OF TROY ACCTS PAYABLE 500 W BIG BEAVER RD TROY, MI 48084-5285 Phone: (248) 524-3300 Payment Terms: Net 30 Days-Govt State/Local		SHIPPING	\$0.00
		SALES TAX	\$0.00
		GRAND TOTAL	\$88,987.11
DELIVER TO		Please remit payments to:	
Shipping Address: CITY OF TROY CHRIS CULBRETH 500 W BIG BEAVER RD TROY, MI 48084-5285 Phone: (248) 524-3300 Shipping Method: DROP SHIP-GROUND		CDW Government 75 Remittance Drive Suite 1515 Chicago, IL 60675-1515	



Jeff Jones

| (866) 668-9487

| jeffjon@cdw.com

This quote is subject to CDW's Terms and Conditions of Sales and Service Projects at
<http://www.cdw.com/content/terms-conditions/product-sales.aspx>
For more information, contact a CDW account manager

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