

City Council – Action Request Form

Date: September 9, 2019

To: Mayor, Mayor Pro Tempore, and Members of the City Council

From: Ben Rowe, Assistant City Manager
Thomas Kureczka, Chief Information Officer

Council Action Requested:
Resolution Approving the Purchase of Endpoint Computers from Applied Data Technologies

Strategic Focus Area: Service Excellence
Strategic Objective: Ensure Service Delivery Efficiency and Effectiveness
Strategic Plan Action Item: No
Key Work Item: Yes



Summary of Information:

Many of the desktop and laptop computers used by City employees are old, out of warranty, showing signs of speed degradation that impacts staff efficiency, and are becoming incompatible with security upgrades and newer business applications. The repair costs required to maintain these devices continue to increase. New computers and technology will enable staff to make better use of existing and new applications and services.

Currently, the City has over 400 desktop and laptop computers that are over six years of age and out of warranty. This request is to replace 155 of these existing computers, starting with the oldest computers and working forward chronologically. The City’s practice in the past had been to replace all desktop computers over a three-year refresh cycle, replacing approximately one-third of the computers each year over the three-year period. Due to funding restrictions, this practice was not followed the past few years; staff plans to address these needs this year.

Committee Action:

Committee	Finance 9/9/2019	Action	Approval
For	Unanimous	Against	

Remarks:

Using specifications by the Information Systems staff, the Purchasing Department released a Request for Bid for the 155 desktop and laptop computers. Three vendors responded with pricing quotes. The quoted prices from these vendors, as well as North Carolina State Contract pricing, are as follows:

Vendor	Desktop & Laptop Computers Quoted Price	Laptop Docking Stations Quoted Price	Total Quoted Price	Office Location	M/WBE
Applied Data Technologies	\$199,410.10	\$3,453	\$202,863.10	Charlotte, NC	Yes
New Technology Solutions	\$218,642.65	Not Provided	\$218,642.65	Fremont, CA	Yes
SaiTech, Inc.	\$204,605.00	\$3,750	\$208,355.00	Bethesda, MD	Yes
North Carolina State Contract	\$352,219.90	\$6,831	\$359,050.90	-	-

Approval is requested to purchase the new desktop and laptop computers and 30 laptop-docking stations from Applied Data Technologies for \$202,863.10. Applied Data Technologies is an M/WBE certified vendor with offices in Charlotte. The Information Systems FY19-20 operating budget includes funds allocated to cover the total \$202,863.10 for this purchase.

M/WBE comment: Notifications were sent to all local M/WBE and area HUB businesses on a weekly basis. The bid opportunity was advertised on the City and State of NC Purchasing websites. See Exhibit A for the workforce demographics of Applied Data Technologies.