

## City Council – Action Request Form

**Date:** February 8, 2021

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

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

**Council Action Requested:**  
Resolution Approving Contract with Applied Data Technologies for the Purchase of Endpoint Computers

**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 over seven years old, are no longer covered by manufacturer warranty, are showing signs of performance degradation that impacts staff efficiency, and are incompatible with current operating systems, security software, and business applications. The repair and maintenance costs to keep these older endpoint devices operational continue to increase. New endpoint computers and technology will enable staff to make more efficient use of existing applications and services and will provide enhanced functionality when designing and implementing new software solutions.

This request is to replace an estimated 240 of these existing endpoint computers in departments throughout the City, starting with the oldest computers and working forward chronologically. The City’s practice in the past had been to replace all endpoint 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 for the past several years; staff plans to address these needs during the current fiscal year.

**Committee Action:**

<b>Committee</b>	Finance 2/8/2021	<b>Action</b>	Approval
<b>For</b>	Unanimous	<b>Against</b>	
<b>Remarks:</b>			

Using specifications provided by Information Systems staff, the Purchasing Department released a Request for Bid (RFB) for the 240 desktop and laptop computers. The RFB included the option for vendors to respond with pricing for refurbished equipment. Three vendors responded with the following pricing quotes:

<b>Vendor</b>	<b>Desktop &amp; Laptop Computers</b>	<b>Office Location</b>	<b>M/WBE</b>
Applied Data Technologies	\$246,544.15	Charlotte, NC	Yes
Key Services	\$296,165.00	Winston-Salem, NC	Yes
Mvation	\$567,409.00	Glen Cove, NY	Yes

Approval is requested to purchase the new desktop and laptop endpoint computers from Applied Data Technologies for \$246,544.15. Applied Data Technologies is an M/WBE certified vendor with offices in Charlotte, NC. The Information Systems FY 20-21 operating budget includes funds allocated to cover the total cost for this purchase.

M/WBE comment: This bid opportunity was advertised on the City, State, and HUB websites. Notifications were also sent to all registered local M/WBE and regional HUB businesses.

See Exhibit A for the workforce demographics for Applied Data Technologies.