

**CITY OF EL PASO, TEXAS  
AGENDA ITEM  
DEPARTMENT HEAD'S SUMMARY FORM**

**DEPARTMENT:** Information Technology

**AGENDA DATE:** February 8, 2011

**CONTACT PERSON NAME/PHONE:** Art Armas, CIO and IT Director at 915-541-4288  
Bruce D. Collins, Purchasing Manager at 915-541-4308

**DISTRICT(S) AFFECTED:** ALL

**SUBJECT:**

Request that the Purchasing Manager, Financial Services, Purchasing Division, be authorized to issue a Purchase Order to Dell Marketing LP, a State Department of Information Resources (DIR) contractor under DIR Contract DIR-SDD-1014, for a three-year Microsoft software license agreement.

**BACKGROUND / DISCUSSION:**

Participation by in the DIR Program the City was originally approved on April 29, 2003 and reaffirmed by the Mayor and City Council on February 27, 2007. The City adopted the Microsoft Enterprise Agreement beginning in fiscal years 2004 thru 2007 and again in 2008 thru 2010. It is now time to renew this contract for another three-year period. The Microsoft Software License agreement covers all Microsoft licenses utilized by the City of El Paso.

**PRIOR COUNCIL ACTION:**

**Has the Council previously considered this item or a closely related one?**

Yes, January 2, 2008 Item 8D

**AMOUNT AND SOURCE OF FUNDING:**

\$538,232.82 – Data Process Services/General Funds: 39010351-01101-502202

**BOARD / COMMISSION ACTION:**

Enter appropriate comments or N/A

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\*\*\*\*\*REQUIRED AUTHORIZATION\*\*\*\*\*

**DEPARTMENT HEAD:**

(If Department Head Summary Form is initiated by Purchasing, client department should sign also)

*Information copy to appropriate Deputy City Manager*

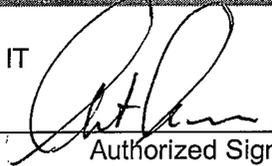
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To: Terrence Freiburg, Procurement Analyst, IT

From: Art Armas, Director,  
Information Technology Department

  
Authorized Signature

Date: January 6, 2011

Re: Texas Department of Information Resources, Contract DIR-SDD-1014

The Information Technology Department recommends authorizing the Purchase Order for the annual Microsoft software license payment for Microsoft licenses utilized by the City of El Paso.

1. *Is there an urgent need for the product/service? In other words, is time of the essence?*

This is the annual payment for Microsoft licenses used throughout the City.

2. *Does the purchase through the Program promote the standardization of equipment?*

Yes, the City of El Paso is standardized on Microsoft software.

3. *Does the purchase through the Program support local business? If not, is there a comparable product/service available locally?*

No, Microsoft software licenses are contracted through Dell Marketing LP through the DIR Program as specified.

4. *Do the available vendors have prior work experience and/or familiarity with the City?*

Yes. Dell has long been a vendor we've used for technology and support services.

5. *Is the pricing reasonable as compared to other similar products/work performed for the City of El Paso in the past or as quoted from other companies?*

Yes. Price reasonableness has been established because the cooperative purchasing agency used a competitive bidding process in the awarding of this bid.

The participation by the City of El Paso in the Texas Department of Information Resources was approved by Mayor and City Council on February 27, 2007. The standard factors used to determine the use of a Cooperative Purchasing program were approved by City Council on June 24,

Mayor  
John F. Cook

City Council

District 1  
Ann Morgan Lilly

District 2  
Susie Byrd

District 3  
Emma Acosta

District 4  
Carl L. Robinson

District 5  
Rachel Quintana

District 6  
Eddie Helguin Jr.

District 7  
Steve Ortega

District 8  
Bejo O'Rourke

City Manager  
Joyce A. Wilson



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El Paso, TX 79901  
(915) 541-0000

All

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**Dell Marketing LP**

URL [Vendor Website](#)  
 Vendor ID 1742616805400  
 HUB Type Non HUB

DIR Contract Number DIR-SDD-1014  
 Contract Term End Date 6/1/2011  
 Contract Exp Date 6/1/2013

**Dell Marketing LP**  
 Contact [Douglas Galloway](#)  
 Phone (512) 284-4417  
 Fax 512-283-9092

**DIR**  
 Contact [Alko Morales](#)  
 Phone (512) 475-0515  
 Fax (512) 475-4759

**How to Order**

1. For product and pricing information, visit the Dell Marketing LP website or contact Douglas Galloway at (512) 284-4417. Reseller Vendors are also available through this Contract. Select from any Reseller Vendor contact listed below to also obtain product and pricing information.
2. Generate a purchase order, made payable to Dell Marketing LP or any Reseller Vendor listed below. You must reference the DIR Contract Number DIR-SDD-1014 on your purchase order.
3. E-mail or Fax your purchase order and quote form to your designated vendor or reseller sales representative.

**Contract Overview**

For a complete listing of your specialized Dell Account Team, visit the [Dell website](#).

Under this contract eligible customers have the following ordering options:

Customers may place purchase orders directly with Dell. Customers buying directly from Dell will generate a purchase order payable to **Dell Marketing**.

Customers may place their purchase orders directly with the Dell Participating Reseller, Summus Industries (Summus). Customers buying directly from Participating Resellers will generate a purchase order payable to the Participating Reseller. Customers placing orders with Summus, a certified State Historically Underutilized Business (HUB) will capture 100% HUB credit for the procurement.

Please note that Summus cannot currently quote Microsoft Select software; they are only authorized to sell Microsoft Enterprise Agreements under the TX DIR-SDD-1014 contract. Pricing through Summus and Dell Direct should be the same.

**Note:** All customer purchase orders must reference contract number **DIR-SDD-1014** and contract code **#58ABW** when submitted to Dell or a Participating Reseller.

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Contract: [DIR-SDD-1014](#)

**Standard Terms and Conditions PDF - 163 KB**

This appendix contains the standard DIR Terms and Conditions for the contract as of the date identified. Any initial exceptions to these Terms will be contained in the original contract. All subsequent changes or updates to the Terms and Conditions will be reflected in contract amendments.

**HUB Subcontracting Plan (HSP) PDF - 87 KB | Updated 10/05/2010**

The purpose of the HUB Program is to promote full and equal business opportunities for all businesses in State contracting in accordance with the goals specified in the State of Texas Disparity Study. The HSP identifies all authorized resellers and/or all subcontractors performing services.

**Pricing PDF - 298 KB | Updated 10/05/2010**

Pricing for available products and/or services under this contract are limited to those identified in the appendix.

**Available Brands**

3COM  
 A.D.A.M.  
 Abbyy  
 Absolute Software  
 Accordent  
 ACS Software

**Available Products & Services**

Software

**Additional Contract Information**

[Amendment 1 \(34 KB\)](#)  
[Amendment 2 \(116 KB\)](#)

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**Reseller Vendor Contacts**

Vendor Name	Vendor ID	HUB Type	Contact Name	Phone/Fax	Address
Summus Industries, Inc	1760533392500	Black/Male	Rodney Craig	Phone: (281) 640-1765 Fax: (281) 640-1766	245 Commerce Green Blvd. Ste. 155 Sugarland, TX 77478

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**Dept. of Information Resources**  
 300 W. 15th St. Ste. 1300  
 Austin, TX 78701 MAP  
 512.475.4700

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