

## Request for Legislative Action

Res. #21052

Sponsor: Theresa Cass Galvin

Date: 9/26/2022

### Completed by County Counselor's Office

Action Requested:	Resolution	Res.Ord No.:	21052
Sponsor(s):	Theresa Galvin	Legislature Meeting Date:	9/26/2022

### Introduction

**Action Items:** ['Award']

#### Project/Title:

Awarding Twelve Month Term and Supply Contract with one 12 Month option for extension for the furnishing of Personal Computers, Miscellaneous Computer Hardware and Software, and Professional Services for use by Various County Departments to SHI International Corp. of Somerset, New Jersey, ConvergeOne of Overland Park, Kansas, and Dell Financial of Round Rock, Texas under the terms and conditions set forth in State of Missouri Contract Number CT 220337001; Midwestern Higher Education Commission Contract Number MHEC-04152022, and Cooperating School District of Greater Kansas City Contract Number CO62518, all existing government contracts.

### Request Summary

Awarding Twelve Month Term and Supply Contract with one 12 Month option for extension for the furnishing of Personal Computers, Miscellaneous Computer Hardware and Software, and Professional Services for use by Various County Departments to SHI International Corp. of Somerset, New Jersey, ConvergeOne of Overland Park, Kansas, and Dell Financial of Round Rock, Texas under the terms and conditions set forth in State of Missouri Contract Number CT 220337001; Midwestern Higher Education Commission Contract Number MHEC-04152022, and Cooperating School District of Greater Kansas City Contract Number CO62518, all existing government contracts. Various County Departments require a Term and Supply Contract for the purchase of Personal Computer and Miscellaneous Computer Hardware and Software to purchase new equipment and software as necessary while providing maintenance to existing equipment. IT also has a requirement of Professional Services on an "as needed" basis. Pursuant to Section 1030.4 of the Jackson County Code, the Director of Finance and Purchasing recommends the awards of term and supply contracts for the furnishing of Personal Computers, Miscellaneous Computer Software and Hardware, and Professional Services for use by Various County Departments from the following existing competitively bid other-government contracts:

#### RECOMMENDED VENDOR:

Dell Financial, Roudn Rock, TX  
Software House International (SHI), Somerset, NJ  
ConvergeOne, Overland Park, KS  
Greater KC

#### CONTRACT NUMBER:

MHEC-04152022  
State of Missouri CT 220337001  
Cooperating School Districts of  
CO62518

The Director of Finance and Purchasing recommends the approval of the contract due to a higher volume discount offered to larger entities and purchasing groups.

This award is made on an "as needed" basis and does not obligate Jackson County to pay any specific amount. The availability of funds for specific purchases is subject to annual appropriations.

The estimated annual use for this RLA is \$1,600,000.

<b>Department:</b>	Finance	<b>Submitted Date:</b>	8/24/2022
<b>Name:</b>	Craig A. Reich	<b>Email:</b>	CReich@jacksongov.org
<b>Title:</b>	Senior Buyer	<b>Phone:</b>	816-881-3265

Amount authorized by this legislation this fiscal year:			\$ 0
Amount previously authorized this fiscal year:			\$ 0
Total amount authorized after this legislative action:			\$
Is it transferring fund?			No
<b>Single Source Funding:</b>			
Fund:	Department:	Line Item Account:	Amount:
			<b>!Unexpected End of Formula</b>

Prior Ordinances	
Ordinance:	Ordinance date:
Prior Resolution	
Resolution:	Resolution date:
20746	August 30, 2021
20475	August 17, 2020
20255	September 16, 2019
19938	July 30, 2018
19593	October 2, 2017

Does this RLA include the purchase or lease of supplies, materials, equipment or services?	Yes
Chapter 10 Justification:	Fixed Price Contract
Core 4 Tax Clearance Completed:	Yes
Certificate of Foreign Corporation Received:	Not Applicable

## Request for Legislative Action

Have all required attachments been included in this RLA?	Yes
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<b>Compliance</b>	
<b>Certificate of Compliance</b>	
In Compliance	
<b>Minority, Women and Veteran Owned Business Program</b>	
Goals Not Applicable for following reason: Contract is with another government agency	
MBE:	.00%
WBE:	.00%
VBE:	.00%
<b>Prevailing Wage</b>	
Not Applicable	

<b>Fiscal Information</b>
<ul style="list-style-type: none"><li>This award is made on a need basis and does not obligate Jackson County to pay any specific amount. The availability of funds for specific purchases will, of necessity, be determined as each using agency places its order.</li></ul>

## Request for Legislative Action

Submitted by Finance requestor: Craig A. Reich on 8/24/2022. Comments:

Approved by Department Approver Bob Crutsinger on 8/24/2022 3:15:05 PM. Comments:

Returned for more information by Purchasing Office Approver Barbara J. Casamento on 8/26/2022 10:24:23 AM. Comments: Please attach Memo from IT

Submitted by Requestor Craig A. Reich on 8/29/2022 12:12:04 PM. Comments: Memo from IT attached.

Approved by Department Approver Bob Crutsinger on 8/29/2022 1:14:43 PM. Comments:

Approved by Purchasing Office Approver Barbara J. Casamento on 8/29/2022 1:43:35 PM. Comments:

Returned for more information by Compliance Office Approver Jaime Guillen on 9/1/2022 9:29:23 AM. Comments: Dell Finance Services is not in compliance, they will need to renew their Certificate of Compliance. Instructions will be emailed to Department.

Submitted by Requestor Craig A. Reich on 9/2/2022 8:16:05 AM. Comments: Dell Financial submitted the Certificate through the Compliance portal.

Approved by Department Approver Bob Crutsinger on 9/6/2022 8:24:24 AM. Comments:

Approved by Purchasing Office Approver Barbara J. Casamento on 9/6/2022 10:51:01 AM. Comments:

Returned for more information by Compliance Office Approver Katie M. Bartle on 9/6/2022 1:18:13 PM. Comments: Dell Financial Services is not in compliance.

Submitted by Requestor Craig A. Reich on 9/12/2022 2:48:18 PM. Comments: Notified that Certificate of Compliance was issued for Dell Financial.

Approved by Department Approver Bob Crutsinger on 9/12/2022 3:45:07 PM. Comments:

Approved by Purchasing Office Approver Craig A. Reich on 9/13/2022 11:06:04 AM. Comments: Approved, Barb Cassamento is out of office, so Craig Reich approved in her stead

Approved by Compliance Office Approver Katie M. Bartle on 9/13/2022 2:17:05 PM. Comments: Approved

Approved by Budget Office Approver Mark Lang on 9/14/2022 4:38:17 PM. Comments: No fiscal note is required on T&S contracts



Department of  
INFORMATION TECHNOLOGY

Jackson County, Missouri – 415 E. 12<sup>th</sup> Street, Room G-8, Kansas City, MO 64106  
816-881-3151-Phone 816-881-3949-Fax

MEMORANDUM

TO: CRAIG REICH, SENIOR BUYER

FROM: MICHAEL ERICKSON, DIRECTOR OF IT AND GIS

DATE: AUGUST 29, 2022

SUBJECT: RLA TO APPROVE TERM AND SUPPLY CONTRACTS TO PURCHASE COMPUTERS,  
HARDWARE AND SOFTWARE

PLEASE CREATE AN RLA TO AWARD TERM & SUPPLY CONTRACTS FOR MISCELLANEOUS COMPUTER HARDWARE, SOFTWARE AND PROFESSIONAL SERVICES FOR USE BY VARIOUS JACKSON COUNTY DEPARTMENTS. THE COMPANIES THAT WE USE ARE DELL, L.P. OF ROUND ROCK, TEXAS (NASPO VALUEPOINT CONTRACT NUMBER MHEC-04152022), SOFTWARE HOUSE INTERNATIONAL CORP (SHI) OF SOMERSET, NEW JERSEY (STATE OF MISSOURI CONTRACT NUMBER CT1220337001) AND CONVERGE ONE OF OVERLAND PARK, KANSAS (COOPERATING SCHOOL DISTRICT OF GREATER KANSAS CITY CONTRACT NUMBER (CO62518). ALL OF THESE ARE EXISTING GOVERNMENT CONTRACTS WHICH WERE PREVIOUSLY SENT OUT TO BID. JACKSON COUNTY, MISSOURI IS ELIGIBLE TO BUY FROM ALL OF THESE CONTRACTS. ESTIMATED PURCHASES FOR THE TWELVE-MONTH PERIOD IS \$1,600,000.00.



STATE OF MISSOURI  
OFFICE OF ADMINISTRATION  
DIVISION OF PURCHASING

## NOTIFICATION OF STATEWIDE CONTRACT

July 1, 2022

CONTRACT TITLE: PC PRIME VENDOR SERVICES

CURRENT CONTRACT PERIOD:	July 1, 2022 through June 30, 2024	
RENEWAL INFORMATION:	Original Contract Period:	July 1, 2022 through June 30, 2024
	Renewal Options Available:	Three (3) One-Year Periods
	Potential Final Expiration:	June 30, 2027
BUYER INFORMATION:	Christopher Lozuaway 573-751-1567 <a href="mailto:Christopher.Lozuaway@oa.mo.gov">Christopher.Lozuaway@oa.mo.gov</a>	

THE USE OF THIS CONTRACT IS **MANDATORY** FOR ALL EXECUTIVE BRANCH AGENCIES SUBJECT TO SECTION 34 RSMo.

Local Purchase Authority shall not be used to purchase hardware, software, supplies, and services identified as included in this contract unless specifically allowed by the contract terms.

The entire contract document may be viewed and printed from the Division of Purchasing's **Awarded Bid & Contract Document Search** located on the Internet at <https://purch.oa.mo.gov/>

*~ Instructions for use of the contract, specifications, requirements, and pricing are attached ~.*

CONTRACT NUMBER	VENDOR NUMBER / MissouriBUYS Number	VENDOR INFORMATION	Other Participating Organizations	COOP PROCUREMENT
CT220337001	MB00084470	SHI International Corp (SHI) P.O. Box 952121 Dallas, TX 75395-2121 Phone: (512) 517-4088 Web Address: <a href="http://www.shi.com">www.shi.com</a>	SHI (MBE/WBE)	Yes

## STATEWIDE CONTRACT HISTORY

The following summarizes actions related to this Notification of Statewide Contract since its initial issuance. Any and all revisions have been incorporated into the attached document.

Contract Period	Issue Date	Summary of Changes
7/1/2022 through 6/30/2024	7/1/2022	<ul style="list-style-type: none"><li>Statewide Notice established.</li></ul>

**NOTICE:** Determining what Cisco products can be ordered under the contract shall be determined by the following:

- PC Prime Vendor Services Contract:** Only Cisco servers not used for network purposes, as defined in paragraph 2.3.2 a. 1) of the contract, shall be purchased under the PC Prime Vendor Services contract (CT220337001). Additionally, pursuant to paragraph 2.2.6 c. of contract CT220337001, networking products shall not be purchased through this contract.
- Cisco Network, Related Products, Smartnet Maintenance, and Services Contract:** All products and services that have a Cisco SKU # and are a Cisco product or service shall be purchased off of the Cisco Network, Related Products, Smartnet Maintenance, and Services contract (CT160381001), with the exception of Cisco servers not used for network purposes.

**ADDITIONAL INFORMATION AND INSTRUCTIONS TO THE STATEWIDE NOTICE WILL BE  
FORTHCOMING. (Contract CT220337001 replaces CT160910001)**

Contractual Requirements should be reviewed in Attachment 1, CT220337001 – Contract Part 2 (mandatory requirements start on p. 30 of 169).

**1. PRICING INFORMATION**

**1.1 Acquisition Options/Pricing:** SHI will apply the following percentages over SHI's documented acquisition cost:

Description	Percentage Over Acquisition Cost
<b>Category 1:</b> Desktop Computers, Portable Computers, and Peripherals	4 %
<b>Category 2:</b> Data Center Technologies	5 %
<b>Category 3:</b> Software and Software Maintenance (Excluding Microsoft)	4 %
<b>Category 4:</b> Microsoft Software and Maintenance	2 %
<b>Category 5:</b> Manufacturer-Provided Value Added Services (Including but not limited to warranty, warranty upgrades, critical systems hardware maintenance, fixed asset tracking, hardware imaging, installation, implementation, technical support, equipment disposal, and software training)	7 %
<b>Category 6:</b> Contractor-Provided Value Added Services (Including but not limited to installation, hardware imaging, implementation, warranty/service plans, technical support, equipment disposal, software training, and solution testing and research services)	5 %



# Technology Contracts

The Midwestern Higher Education Compact is a legislatively established interstate compact with broad contracting authority serving as a lead public agency on behalf of its member states to save time and money while making it easier to purchase technology needs. Learn more about [MHEC's Technology contracts](#).

Vendors	Contract #	Terms	Contract Highlights	Contract Regions*	Eligible Entities
<b>Computers</b>					
<b>Dell</b>	<b>MHEC-04152022</b> Contract Code: Dell-C000000979569	April 15, 2022, through June 30, 2025, and may be renewed for four additional years.	Full catalog tiered discounts on end user computing, peripherals, device lifecycle management solutions, and associated services.	MHEC NEBHE SREB WICHE	Higher Education K-12 Districts and Schools Cities, Counties, and Local Subdivisions State Government
<b>Dell EMC</b>	<b>MHEC-01312021</b> Code Number: DELL/EMC C00000876018	February 15, 2021, through February 15, 2024, and may be renewed for four additional years.	Tiered discounts for on-premise and cloud enabled hardware, software, and as-a-services related to networks, wireless, server and storage.	MHEC NEBHE SREB WICHE	Higher Education K-12 Districts and Schools Cities, Counties, and Local Subdivisions State Government
<b>HP Enterprise</b>	<b>MHEC-12152020</b>	December 15, 2020, through January 31, 2024, and may be renewed for four additional years.	Tiered discounts for hardware, software, and as-a-services related to networks, wireless, server and storage.	MHEC NEBHE SREB WICHE	Higher Education K-12 Districts and Schools Cities, Counties, and Local Subdivisions State Government
<b>HP Inc.</b>	<b>MHEC-05162022</b>	May 16, 2022, through June 30, 2025, and may be renewed for four additional years.	Full catalog tiered discounts on end user computing and accessories, monitors, printing and imaging, PC lifecycle management, and implementation services.	MHEC NEBHE SREB WICHE	Higher Education K-12 Districts and Schools Cities, Counties, and Local Subdivisions State Government
<b>Lenovo (United States) Inc</b>	<b>MHEC-06302022</b>	July 1, 2022, through June 30, 2025, and may be renewed for four additional years.	Tiered discount guarantees off commercial pricing for end user devices and peripherals, device lifecycle management, associated services, and financing options.	MHEC NEBHE SREB WICHE	Higher Education K-12 Districts and Schools Cities, Counties, and Local Subdivisions State Government

# NOTIFICATION OF COOPERATING SCHOOL DISTRICTS OF GREATER KANSAS CITY IT CONTRACT

July 1, 2018

**CONTRACT TITLE:** Cooperating School Districts of Greater Kansas City IT Contract # C062518

**CURRENT CONTRACT PERIOD:** JULY 1, 2018 THROUGH JUNE 30, 2024

**BUYER INFORMATION:**

Name	DR. GAYDEN CARRUTH
Phone	816-753-7275
Email address	gcarruth@csdggkc.org

RENEWAL INFORMATION	Original Contract Period	Annually Renewable
	7/1/2018 through 6/30/2024	After 2024

ALL PURCHASES MADE UNDER THIS CONTRACT MUST BE FOR **PUBLIC SECTOR USE ONLY**.  
PURCHASES FOR PERSONAL USE ARE PROHIBITED.

THE USE OF THIS CONTRACT IS FOR SCHOOL DISTRICTS, UNIVERSITIES & ALL PUBLIC  
SECTOR.

CONVERGEONE AND COOPERATING SCHOOL DISTRICTS OF GREATER KANSAS CITY WILL  
HAVE A YEARLY REVIEW OF THE PRODUCTS AND SERVICES. PRODUCTS AND/OR SERVICES  
CAN BE ADDED or REMOVED IF BOTH PARTIES AGREE.

Instructions for use of this contract, specifications, requirements, and pricing are attached.

CONTRACT NUMBER	VENDOR NUMBER	VENDOR INFORMATION	COOP PROCUREMENT
CO62518	CONVERGEONE	ALEXANDER OPEN SYSTEMS, INC. <b>Overland Park</b> 12980 Foster St, Suite 300 Overland Park, KS 66213  <b>Columbia</b> 2415 Carter Lane Providence Point, Suite 1 Columbia, MO 65201  <b>Springfield</b> 636 West Republic Road, Unit F100 Springfield, MO 65807  <b>St. Louis</b> 1855 Bowles Ave, Suite 105 Fenton, MO 63026	YES