

EWEB Board Consent Calendar Request

For Cooperative Contracts

The Board is being asked to authorize the use of a cooperative contract for **Computer Hardware, Software, and Support** from **Dell Marketing**.

Board Meeting Date: July 5, 2022
Project Name/Contract #: Dell Hardware/Software/Support / MHEC-04152022
Primary Contact: Travis Knabe Ext. 7770
Expected Spend: \$1.5 million (Over 5 years)

Narrative:

The Board is being asked to authorize the use of the Midwestern Higher Education Cooperative contract (MHEC-04152022) for the purchase of computer hardware, software, and support from Dell Marketing of Round Rock, Texas for the next five years. EWEB has purchased computer hardware, software, and support from Dell Marketing for the past five years under the 2017 MHEC Agreement, expiring in 2022. The total spend over the past five years was approximately \$1.8 million.

EWEB purchases hardware (laptops, monitors, etc.), warranty support, and software annually. Purchasing from Dell Marketing under the MHEC cooperative contract allows EWEB to receive discounts on Dell-branded and third-party products and services, as well as access to Dell representatives who obtain the best value for EWEB.

EWEB's use of MHEC-04152022 will allow EWEB to receive discount rates ranging from 1.5% - 18%, depending on the items purchased.

Operational Requirement and Alignment with Strategic Plan

Purchasing current technology (hardware and software) is necessary for EWEB to protect its systems against failures and security threats, as well as boost employee productivity. Replacing aging technology directly aligns with the Strategic Plan as well as 2022 Organization Goal #4, which is to prepare to replace changing and aging technology that supports both business continuity and strategic priorities.

ACTION REQUESTED:

Management requests that the Board approve the use of the MHEC-04152022 cooperative contract for purchasing computer hardware, software, and support from Dell Marketing for five years. Approximately \$300,000 was budgeted in 2022 for computer hardware, software and support, and similar amounts will be budgeted annually through the term of the proposed contract. Variances will be managed within the budget process and Board policy.