

EWEB Board Consent Calendar Request

For Cooperative Contracts

The Board is asked to approve additional funds for **Computer Hardware, Software, and Support** purchases from **Dell Marketing** under the Midwestern Higher Education Cooperative Contract.

Board Meeting Date: March 3, 2026
Project Name/Contract #: Dell Hardware/Software/Support / MHEC-04152022
Manager: Daniele McCallum Ext. 7891
Executive Officer: Travis Knabe Ext. 7770
Initial Approval Amount: \$1,500,000 (7/5/2022 - 7/4/2027)
Amount of this Request: \$1,500,000 (through 6/30/2029)
Expected Spend: \$3,000,000 over 7 years

Narrative:

The Board is asked to approve increased funding authorization for the Midwestern Higher Education Cooperative contract (MHEC-04152022) with Dell Marketing of Round Rock, Texas. The funds are already allocated within the approved IS Division's budget. EWEB has utilized Dell Marketing through MHEC cooperative contracts since 2017 to purchase computer hardware, software, and support services. Our original 2022 expenditure estimate was based on normal lifecycle replacements and staffing growth. However, Microsoft's decision to end Windows 10 support in October 2025 required EWEB to accelerate hardware replacements beyond our typical lifecycle schedule. While we have not yet exceeded the initially approved contract threshold, we anticipate doing so based on these unplanned replacements and ongoing needs.

EWEB requires ongoing access to this contract for annual purchases of hardware (laptops, monitors, etc.), warranty support, and software. The MHEC cooperative contract provides significant value through:

- Pre-negotiated discounts on Dell-branded and third-party products
- Dedicated Dell representatives who ensure optimal pricing for EWEB
- Streamlined procurement process through an established partnership

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

Ongoing replacement of end-user computing equipment is required to sustain a secure, resilient, and reliable technology environment and to mitigate risks associated with aging hardware and software. Purchasing current technology ensures compatibility with supported operating systems and security tools and supports operational resiliency and uninterrupted business operations.

Purchasing Process

Staff confirmed that MHEC meets EWEB's formal procurement practices and was negotiated favorably for the public sector members eligible to utilize the cooperative.

ACTION REQUESTED:

Management requests that the Board approve increased funding authorization for the use of the MHEC-04152022 cooperative contract for purchasing computer hardware, software, and support from Dell Marketing through June 30, 2029. Approximately \$440,000 was budgeted in 2026 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.

BUDGET CATEGORY: IS Division O&M Budget: Stores Materials & Supplies; Hardware & Software Purchases