



# County of Fairfax, Virginia

## NOTICE OF AWARD

Date: **DEC 21 2015**

CONTRACT TITLE: IT HARDWARE, SOFTWARE & SERVICES

RFx NUMBER: RFP2000001273

CONTRACT NUMBERS: 4400006326

CONTRACT TYPE: Requirement (RQ)

NIGP CODES: 20453, 20454, 20491, 20625, 20687, 20811, 83885, 91828, 92045, 92047

CONTRACT PERIOD: Date of Award through December 4, 2020

RENEWALS: Five (5) One-Year Options

SUPERSEDES CONTRACTS: 4400000339

---

<u>CONTRACTOR:</u>	<u>SUPPLIER CODE:</u>
Dell Marketing L.P.	1000000118
One Dell Way	
Round Rock, TX 78682	

Contact: Greg Gehringer or Brad Whitlock  
Telephone: 703-543-7065 or 512-728-2704 (Office)  
Fax: 512-283-8399  
Email: [greg\\_gehringer@dell.com](mailto:greg_gehringer@dell.com) or [Bradley whitlock@dell.com](mailto:Bradley_whitlock@dell.com)

---

TERMS: Net 30 Days (ALL)

FOB: Destination

PRICES: See Attached Pricing Schedule

DPSM CONTACT: Lonnette Robinson, Contract Specialist Supervisor  
Telephone: (703) 324-3281  
Fax: (703) 324-3228  
E-mail: [lonnette.robinson@fairfaxcounty.gov](mailto:lonnette.robinson@fairfaxcounty.gov)

---

Department of Purchasing & Supply Management

12000 Government Center Parkway, Suite 427

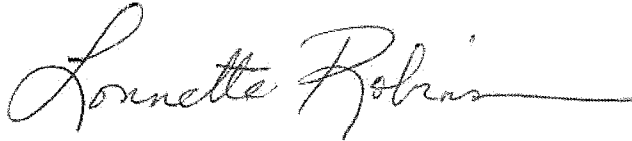
Fairfax, VA 22035-0013

Website: [www.fairfaxcounty.gov/dpsm](http://www.fairfaxcounty.gov/dpsm)

Phone (703) 324-3201, TTY: 1-800- 828-1140, Fax: (703) 324-3228

ORDERING INSTRUCTIONS:

The Departments of Fairfax County may enter into FOCUS (Fairfax County Unified Systems) a shopping cart indicating the item/service required, the quantity, the payment terms and the delivery date. The shopping cart must be annotated with the contract number. Requests exceeding the small purchase threshold (\$10k) will be routed to DPSM and a purchase order will be executed.

A handwritten signature in cursive script, reading "Lonnette Robinson", followed by a horizontal line.

Lonnette Robinson, CPPB  
Contract Specialist Supervisor

DISTRIBUTION:

Finance – Accounts Payable/e  
DIT – Tonya Mills/e  
DIT – Ron Shoram/e  
FCPS/IT – Jean Welsh/e  
DPSM, Supplier Diversity – Jason Im/e

Contract Specialist – Lonnette Robinson  
ACS, Team 1 – J. Waysome-Tomlin

## PRICING SCHEDULE

Part I: Hardware

### Part I: Hardware

#### Dell Discount Matrix

Category	Products Classifications	Discount
<b>A</b>	Most PowerEdge Servers, PowerEdge Racks; Most CloudEdge; PowerApp Appliance Servers; PowerVault Storage Products; Precision Workstations; OptiPlex Desktops; Most Customer Kits; Latitude Notebooks	10.5%
<b>F</b>	Selected Toner	0%
<b>H</b>	Value: Latitude, Optiplex, and Workstation; Future Products to be Determined	3.5%
<b>M</b>	Dell Software; 3rd Party Software & Peripherals - Mainstream Products	4.50%
<b>R</b>	Selected Services	0%
<b>S</b>	Selected Inspirons; Dell Compellent; Dell EqualLogic; Dell Kace; Selected Dell Printers; PowerConnect; Dell Projectors; Selected PowerEdge; Vostro Notebooks; XPS Notebooks; Alienware Notebooks; Most Dell Cisco switches; Mellanox switches; Dell Force10; Dell AppAssure, Dell SonicWALL; Dell Ocarina	1.50%
<b>U</b>	Spare Parts	0.50%
<b>V</b>	Peripherals and Services with discounts that vary based upon the system in which the item is installed	Same discount as system
<b>X</b>	Selected Dell Printers; Selected Dell Monitors; Selected CloudEdge; Selected PowerEdge; Sonic Data Center Solutions; Selected 3rd Party Software & Peripherals; Non-Discountable Products	0%
<b>Z</b>	Selected Inspirons; Vostro Desktops & Notebooks; XPS Desktops; Alienware Desktops; Dell Wyse; Dell Boomi; Non-Discountable Service (except where contractually required)	0%



## Dell Proposed Configurations: Fixed Pricing

Product Description	Cost
Desktop Standard - Dell OptiPlex 3020 SFF CTO	\$755.00
Desktop High End - Dell OptiPlex 7020 SFF CTO	\$1032.00
Desktop High End Touch Monitor Option - Dell P2314T	\$377.00
Laptop Standard - Dell Latitude 14 5000 Series	\$1000.00
Laptop High End - Dell Latitude 15 5000 Series	\$1166.00
Laptop Rugged - Dell Latitude 7404 XFR CTO	\$3394.00
Network Server Standard - PowerEdge R630	\$3783.00
Network Server High End - PowerEdge R730	\$4297.00
Network Thin Client Server Standard - PowerEdge R630	\$3796.00
Network Thin Client Server High End - PowerEdge R730	\$4850.00
Tablet Standard - Dell Venue Pro 11 5130 64 bit	\$795.00
Tablet - High End - Dell Venue Pro 11	\$1035.00
Storage Tier 1 - Dell Compellent SC8000	\$242,143.91
Storage Tier 2 - Dell Compellent SC8000	\$383,188.29
Storage Tier 3 - Dell Compellent SC8000	\$373,519.91
<u>Current End User Hardware Requirements:</u>	
Desktop - Dell OptiPlex 7020 SFF BTX	\$800.00
Laptop - Dell Latitude 14 5000	\$1035.00
Laptop Accessory Options	\$379.00
Tablet - Dell Venue 11 Pro	\$1100.00



**Listing Of Local Public Bodies**

REFERENCE PARAGRAPH 29 OF THE SPECIAL PROVISIONS,"USE OF CONTRACTS BY OTHER PUBLIC BODIES." You may select those public bodies that this contract may be extended to; a "blank" will signify a "NO" response: Please see note below.

	Alexandria Public Schools, VA		Manassas Park, Virginia
	Alexandria Sanitation Authority		Maryland-National Capital Park & Planning Commission
	Alexandria, Virginia		Maryland Transit Administration
	Arlington County, Virginia		Metropolitan Washington Airports Authority
	Arlington Public Schools, Virginia		Metropolitan Washington Council of Governments
	Bladensburg, Maryland		Montgomery College
	Bowie, Maryland		Montgomery County, Maryland
	Charles County Public Schools, MD		Montgomery County Public Schools
	College Park, Maryland		Northern Virginia Community College
	Culpeper County, Virginia		Omni Ride
	District of Columbia		Potomac & Rappahannock Trans. Commission
	District of Columbia Courts		Prince George's County, Maryland
	District of Columbia Public Schools		Prince George's County Public Schools
	DC Water and Sewer Authority		Prince William County, Virginia
	Fairfax County Water Authority		Prince William County Public Schools, VA
	Fairfax, Virginia (City)		Prince William County Service Authority
	Falls Church, Virginia		Rockville, Maryland
	Fauquier County Government and Schools, Virginia		Spotsylvania County Schools, Virginia
	Frederick, Maryland		Stafford County, Virginia
	Frederick County Maryland		Takoma Park, Maryland
	Gaithersburg, Maryland		Upper Occoquan Sewage Authority
	Greenbelt, Maryland		Vienna, Virginia
	Herndon, Virginia		Virginia Railway Express
	Leesburg, Virginia		Washington Metropolitan Area Transit Authority
	Loudoun County, Virginia		Washington Suburban Sanitary Commission
	Loudoun County Public Schools		Winchester, Virginia
	Loudoun County Sanitation Authority		Winchester Public Schools
	Manassas, Virginia		
	Manassas City Public Schools, Virginia		

**Complete and return this form with your proposal.**

Please see note below.

Vendor Name

\*Note: At this time, Dell is not specifying any particular public bodies, however Dell reserves the right to extend to other public bodies in the future.