

**NOTICE OF AWARD**

October 04 2021

CONTRACT TITLE: Computer Device & Parts

CONTRACT NUMBER: **4400010765**, 4400010766, 4400010768

NIGP CODE(S): 20454,20460,20482,20491,20714,92047,93921, 20811

CONTRACT PERIOD: Date of award through June 30, 2026

RENEWALS: Three (3) one-year options

SOLICITATION NUMBER: RFP2000003290

SUPERCEDES CONTRACT(S): 4400003956, 4400003957

CONTRACTOR:

**Dell Marketing LP**  
One Dell Way  
Round Rock, TX 78682

SUPPLIER ID:**1000000118**

Contact: Sandra Giakomatos  
Mobile: 240-444-6687  
Fax: 512-283-3586  
E-mail: [sandra.giakoumatos@Dell.com](mailto:sandra.giakoumatos@Dell.com)

Sales Contact: Brad Whitlock, Inside Sales Rep.  
Telephone: 512-513-1367  
Emails: [Bradley.whitlock@Dell.com](mailto:Bradley.whitlock@Dell.com)

TERMS: Net 30

FOB: Destination

PRICES: See Pricing Schedule

OPS CONTACT:

Reginald Taylor  
Contract Specialist  
Phone: (571) 423-3584  
Fax: (571) 423-3587  
E-Mail: [rtaylor@fcps.edu](mailto:rtaylor@fcps.edu)

ORDERING INSTRUCTIONS:

Any county department may create a shopping cart into FOCUS (Fairfax County Unified System) 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 will be routed to OPS and a purchase order will be executed.

A handwritten signature in cursive script that reads "Reginald Taylor".

Reginald Taylor  
Contract Specialist

DISTRIBUTION:

FCPS – Information Technology - Jean Welsh  
FCPS– OPS

**PRICING SCHEDULE  
Dell**

**1. HARDWARE**

PERCENTAGE DISCOUNT:	% Discount
Dell Products: Price Assurance from Dell for standard computing configurations = Latitude, Precision, Optiplex	45% minimum discount

PERCENTAGE DISCOUNT:	% Discount
Dell Products: Price Assurance from Dell for standard computing configurations = Chromebook	38% minimum discount

**2. MONITORS**

Item Description	Discount
Dell	5%__TBD

**3. OPTIONAL PACKAGING AND PREPARATION SERVICES:** services described in Special Provisions 10.22 A through I.

Item Description	Unit Price
Optional Packaging and Preparation Services	\$26.60

**4. VALUE-ADDED & RELATED SERVICES:**

*(Services as described in Special Provisions, Paragraph 10.)*

Item Description	Unit Price
Basic Installation Service (Client System and Monitor)	\$51.07
De-installation of Legacy System (Client System and Monitor)	\$28.10
Warehouse and Redeliver New Equipment per system	\$19.40
Attended Imaging & BIOS Setting Configurations	\$14.55
Asset Tagging and Reporting	\$3.70
All Services Bundle: <ul style="list-style-type: none"> <li>Asset Tagging &amp; Reporting</li> <li>Warehouse and Redeliver New Equipment per system</li> <li>Basic Installation &amp; Service (Client System and Monitor)</li> <li>Attended Imaging &amp; BIOS Setting Configuration</li> <li>De-Installation of Legacy (Client System and Monitor)</li> </ul>	\$87.77
Additional 30 Days of Warehousing - per unit	\$0.42

Training	0%, included from Microsoft
Professional Learning	\$1.40/device
Rebates/ Credits	2%

#### 5. STUDENT LAPTOP WARRANTY- ADP

Dell for Worth (WAG)

Below are 1 battery and 2 battery replacements.

Item	Quantity	Currency	Price	Extended	Denominational SKU Number
1 year Tier 4 \$401-\$500 Replacement Value (UIAD/OneStep) WAG 1 Battery (25%)	0	USD	\$7.32	0	850-0255
1 year Tier 4 \$401-\$500 Replacement Value (UIAD/OneStep) WAG 1 Battery /Arrears)	0	USD	\$21.96	0	850-0267
2 year Tier 4 \$401-\$500 Replacement Value (UIAD/OneStep) WAG 1 Battery 125%)	0	USD	\$14.65	0	850-0261
2 year Tier 4 \$401-\$500 Replacement Value (UIAD/OneStep) WAG 1 Battery (Arrears)	0	USD	\$43.92	0	850-0286
3 year Tier 4 \$401-\$500 Replacement Value (UIAD/OneStep) WAG 1 Battery (25%)	0	USD	\$21.96	0	850-0267
3 year Tier 4 \$401-\$500 Replacement Value (UIAD/OneStep) WAG 1 Battery (Arrears)	0	USD	\$65.88	0	850-0304
4 year Tier 4 \$401-\$500 Replacement Value (UIAD/OneStep) WAG 1 Battery (25%)	250,000	USD	\$27.83	\$6,957,500	850-0272
4 year Tier 4 \$401-\$500 Replacement Value (UIAD/OneStep) WAG 1 Battery (Arrears)	250,000	USD	\$83.49	\$20,872,500	850-0319
1 year Tier 4 \$401-\$500 Replacement Value (UIAD/OneStep) WAG 2 Battery (25%)	0	USD	\$8.44	0	850-0256
1 year Tier 4 \$401-\$500 Replacement Value (UIAD/OneStep) WAG 2 Battery (Arrears)	0	USD	\$25.13	0	850-0270
2 year Tier 4 \$401-\$500 Replacement Value (UIAD/OneStep) WAG 2 Battery (25%)	0	USD	\$16.74	0	850-0263
2 year Tier 4 \$401-\$500 Replacement Value (UIAD/OneStep) WAG 2 Battery (Arrears)	0	USD	\$50.19	0	850-0291
3 year Tier 4 \$401-\$500 Replacement Value (UIAD/OneStep) WAG 2 Battery (25%)	0	USD	\$25.25	0	850-0270
3 year Tier 4 \$401-\$500 Replacement Value (UIAD/OneStep) WAG 2 Battery (Arrears)	0	USD	\$ 75.75	0	850-0313
4 year Tier 4 \$401-\$500 Replacement Value (UIAD/OneStep) WAG 2 Battery (25%)	250,000	USD	\$32.06	8,015,000	850-0276
4 year Tier 4 \$401-\$500 Replacement Value (UIAD/OneStep) WAG 2 Battery (Arrears)	250,000	USD	\$96.18	24,045,000	850-0330

**6. , PARTS**

<b>PERCENTAGE DISCOUNT:</b>	<b>Discount</b>
<b>NEW Dell Replacement Parts</b>  <b><u>DELIVERY:</u></b> a. Stocked items 5 days after receipt of order b. Non-Stocked/Out of Stock Items 20 days after receipt of order  Please note that these estimated lead times may be extended, or delays can occur for: (1) large un-forecasted orders, (2) force majeure event, (3) delay caused by Customer or its affiliates; and/or (4) industry shortages and other events outside Dell's reasonable control. • Please note that the estimated lead times do not apply to the following situations: (1) Rack and Stack projects, (2) Customer requested change after order entry, and (3) Employee purchase plan or non-revenue generating orders.	35% minimum  Price reflects the 35% discount, but Dell may sell to FCPS at a reduced price.
<b>NEW General/Multi-Platform Replacement Parts</b>  <b><u>DELIVERY:</u></b> a. Stocked items N/A days after receipt of order b. Non-Stocked/Out of Stock Items N/A days after receipt of order.	8% Only available for specific parts
<b>Remanufactured/Refurbished Replacement Parts</b>  <b><u>DELIVERY:</u></b> a. Stocked items 5 days after receipt of order b. Non-Stocked/Out of Stock Items 20 days after receipt of order  Please note that these estimated lead times may be extended, or delays can occur for: (1) large un-forecasted orders, (2) force majeure event, (3) delay caused by Customer or its affiliates; and/or (4) industry shortages and other events outside Dell's reasonable control. • Please note that the estimated lead times do not apply to the following situations: (1) Rack and Stack projects, (2) Customer requested change after order entry, and (3) Employee purchase plan or non-revenue generating orders.	35% minimum  Price reflects the 35% discount, but Dell may sell to FCPS at a reduced price.
<b>APC Parts</b>  <b><u>DELIVERY:</u></b> a. Stocked items 5 days after receipt of order b. Non-Stocked/Out of Stock Items 20 days after receipt of order  Please note that these estimated lead times may be extended, or delays can occur for: (1) large un-forecasted orders, (2) force majeure event, (3) delay caused by Customer or its affiliates; and/or (4) industry shortages and other events outside Dell's reasonable control. • Please note that the estimated lead times do not apply to the following situations: (1) Rack and Stack projects, (2) Customer requested change after order entry, and (3) Employee purchase plan or non-revenue generating orders.	17% Minimum discount from List  *Where ESI can achieve deeper discounts, we will quote higher discounts to FCPS.
<b>Percentage Discount for Products Not Listed in previous tables.</b> <b>The discount(s) will be applied to prices at the time of any applicable orders for items not listed above.</b>	
<b>Manufacturer &amp; Brand Name % Discount</b> Dell Compact USB-C Charging Cart 31% Dell Compact CT36U18 Charging Cart 31% Latitude 3120 – 4-year Warranty 63% Latitude 3190 – 4-year Warranty 63%	