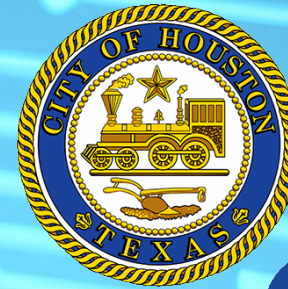


Computer and Equipment Services Contract Award Technology and Innovation Presentation (RFP-2025-0029)

Bert Quarfordt, Deputy CIO – Infrastructure
Sunny Coleman, Assistant Director – Infrastructure

September 17, 2026



it
SERVICES

Contract Scope and Citywide Impact

Current Contract Overview Computer and Equipment Services

Vendors	Dell Marketing L.P., HP Inc, and Summus Industries Inc.
Purpose	The completed Council action provides the following: • Spending authority and contractual agreement approval for the City’s Computer and Equipment Services Contract, through September 2029 for all City departments • Secures stable, predictable pricing in a highly volatile PC market driven by rising AI and data center hardware costs • Accelerate future PC deployment with benefits such as zero touch and connected provisioning, delivering a seamless onboarding experience and minimizing employee downtime • Alignment with the HITS Strategic Priorities and advancing City IT strategic goals by standardizing device procurement, enhancing security and reliability, and enabling modern, efficient technology operations across departments • Representing a shift toward modern end user computing - faster deployment, better support, improved user satisfaction, and more predictable budgeting. • Enabling the use of grant funding, expanding purchasing flexibility and access to improved pricing - no longer limited to only Capital and Operating funding.
Term	Initial 3 years (2026 – 2029), followed by two (2) one-year option periods
Max Contract Value	\$79,068,475.00
W/SBE Goal	3% per vendor
Department Users	HITS (on behalf of all other departments), HPW, and HAS



Max Value Allocation Overview

Vendor Proposed Max Value Expense Breakdown

Vendor	Allocation Percentage	Spending Allocation
Dell Marketing L.P.	40%	\$31,627,390.00
HP Inc.	40%	\$31,627,390.00
Summus Industries Inc	20%	\$15,813,695.00
TOTAL	100%	\$79,068,475.00

Projected Max Value Expense Breakdown by Department

Department	FY27	Out Years	Total
HITS (includes all department refreshes)	\$1,925,033.57	\$43,824,440.43	\$45,749,474.00
HPL	\$100,000.00	\$969,000.00	\$1,069,000.00
HPW	\$4,662,008.00	\$25,337,993.00	\$30,000,001.00
HAS	\$400,000.00	\$1,850,000.00	\$2,250,000.00
TOTAL	\$7,087,041.57	\$71,981,433.43	\$79,068,475.00



Navigating AI-Driven Market Volatility



Surging AI adoption is sharply raising hardware prices, impacting all major suppliers



Frequent price changes and volatile quotes are making technology procurement unpredictable



City purchasing teams face new challenges in budgeting and contract approvals due to market instability



Newly negotiated City contracts secure 90-day price protection with OEMs, reducing risk



Industry forecasts expect continued price volatility through late 2027, requiring ongoing vigilance



Elevating City Technology



Standardized, secure citywide PC configurations aligned to job personas, including ruggedized field options



Unified catalog of standardized peripherals that streamlines procurement and eliminate compatibility issues



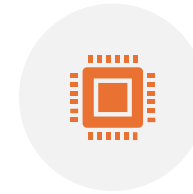
Contract supports future modern provisioning and enables a streamlined, “mobile-style” onboarding experience



Standardization reduces technician workload, accelerates deployments, and ensures long-term stability across departments



Alignment with City IT standards and security requirements to support consistent operational practices citywide



Addresses technical debt through scalable, right-sized solutions, supporting modernization and respecting budget constraints





Questions?

