

MEMORANDUM

TO: Board of Trustees

THROUGH: Indra Winqest
District General Manager

FROM: Mike Gove
Director of Information Systems & Technology

SUBJECT: Approve Staff to execute Dell quote # 3000113905461.3 for the one time purchase of 6 Dell Network Devices to be charged to the budgeted and approved Fiscal Year 2021/2022 CIP Project# 1213CE2102 for the not to exceed amount of \$70,472.06.

DISTRICT STRATEGIC PLAN: Long Range Principle #5 – Assets and Infrastructure

DATE: March 21, 2022

I. RECOMMENDATION

Approve Staff to execute Dell quote # 3000113905461.3 for the one time purchase of 6 Dell Network Devices to be charged to the budgeted and approved Fiscal Year 2021/2022 CIP Project# 1213CE2102 for the not to exceed amount of \$70,472.06.

II. BACKGROUND

This purchase is for the replacement of current end of life network devices that operate the core backbone of the District's local and wide area networks. The devices currently in place were purchased and placed in service in October of 2014. The recommended useful life of a critical network component such as these is between 5 and 8 years. The current hardware's operating software is "version locked" and is 4 release cycles behind the currently supported and implemented operating software.

The estimated arrival date in the quote for this hardware is October of 2022. At that time, Staff will work with Dell Network Engineers to transition and translate the configuration files from the current hardware to the new hardware.

Approve Staff to execute Dell quote # 3000113905461.3 -2-
for the one-time purchase of 6 Dell Network Devices to be
charged to the budgeted and approved Fiscal Year 2021/
2022 CIP Project# 1213CE2102 for the not to exceed amount of \$70,472.06.

March 21, 2022

In accordance with Board Policy 3.1.0., 0.15 Consent Calendar, this item is included on the Consent Calendar as it is routine business of the District and within the currently approved District Budget.

III. BID RESULTS

This item is not subject to competitive bidding within the meaning of Nevada Revised Statute 332.115.

IV. FINANCIAL IMPACT AND BUDGET

This purchase is outlined in the approved Fiscal Year 2021/2022 CIP budget Project# 1213CE2102. The data sheet for the project is attached to this memo. These devices are critical to the District's digital processes and operations. Any downtime from these devices would heavily impact the District's financial and business operations.

V. ALTERNATIVES

Continue to use the in-place end of life hardware, putting District wide systems and operations at risk of extended down time. The current expected ship time of these devices is 7-9 months.

VIII. BUSINESS IMPACT

This item is not a "rule" within the meaning of Nevada Revised Statutes, Chapter 237, and does not require a Business Impact Statement.

Attachments:

- A – Dell Quote 3000113905461.3
- B – CIP Data Sheet



A quote for your consideration

Based on your business needs, we put the following quote together to help with your purchase decision. Below is a detailed summary of the quote we've created to help you with your purchase decision.

To proceed with this quote, you may respond to this email, order online through your [Premier page](#), or, if you do not have Premier, use this [Quote to Order](#).

Quote No.	3000113905461.3	Sales Rep	VALERIE ALLEN
Total	\$70,472.06	Phone	(800) 456-3355, 18009993355
Customer #	667635	Email	Valerie_Allen@Dell.com
Quoted On	Mar. 21, 2022	Billing To	MIKE GOVE
Expires by	Apr. 20, 2022		INCLINE VILLAGE
Contract Name	Dell Standard Terms and Conditions		893 SOUTHWOOD BLVD
Contract Code	C000000006563		INCLINE VILLAGE, NV 89451
Customer Agreement #	Dell Standard Terms and Conditions		
Solution ID	15740011.3		

Message from your Sales Rep

Please contact your Dell sales representative if you have any questions or when you're ready to place an order. Thank you for shopping with Dell!

Regards,
VALERIE ALLEN

Shipping Group

Shipping To	Shipping Method
JON STOCKUS INCLINE VILLAGE 893 SOUTHWOOD BLVD INCLINE VILLAGE, NV 89451-7425 (775) 832-1373	Standard Delivery

Product	Unit Price	Quantity	Subtotal
PowerSwitch S5224-ON	\$12,936.71	4	\$51,746.84
PowerSwitch N3248-ON	\$9,324.14	2	\$18,648.28

Subtotal:	\$70,395.12
Shipping:	\$76.94
Environmental Fee:	\$0.00
Non-Taxable Amount:	\$70,472.06
Taxable Amount:	\$0.00
Estimated Tax:	\$0.00
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Total:	\$70,472.06

Shipping Group Details

Shipping To

JON STOCKUS
 INCLINE VILLAGE
 893 SOUTHWOOD BLVD
 INCLINE VILLAGE, NV 89451-7425
 (775) 832-1373

Shipping Method

Standard Delivery

PowerSwitch S5224-ON	\$12,936.71	Quantity 4	Subtotal \$51,746.84
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Estimated delivery if purchased today:

Oct. 06, 2022

Contract # C000000006563

Customer Agreement # Dell Standard Terms and Conditions

Description	SKU	Unit Price	Quantity	Subtotal
Dell EMC S5224F-ON Switch, 24x 25GbE SFP28, 4x 100GbE QSFP28 ports, PSU to IO air, 2x PSU	210-APHT	-	4	-
Dell EMC S52XX-ON Series User Guide	343-BBLP	-	4	-
OS10 Enterprise, S5224F-ON	634-BRWJ	-	4	-
Dell Hardware Limited Warranty 1 Year	818-4983	-	4	-
ProSupport Plus:Next Business Day Onsite Service After Problem Diagnosis, 1 Year	818-5040	-	4	-
ProSupport Plus:Next Business Day Onsite Service After Problem Diagnosis, 4 Years Extended	818-5048	-	4	-
ProSupport Plus:7x24 HW/SW Technical Support and Assistance, 5 Years	818-5049	-	4	-
Thank you for choosing Dell ProSupport Plus. For tech support, visit //www.dell.com/contactdell	951-2015	-	4	-
Dell Limited Hardware Warranty Extended Year(s)	975-3461	-	4	-
Info 3rd Party Software Warranty provided by Vendor	997-6306	-	4	-
ProDeploy Plus Dell Networking S Series 5XXX Switch - Deployment	804-2152	-	4	-
ProDeploy Plus Dell Networking S Series 5XXX Switch - Deployment Verification	804-2153	-	4	-
ProDeploy Plus No Charge Training 500	812-4037	-	4	-
5 Years ProSupport Plus OS10 Enterprise Software Support-Maintenance	848-8542	-	4	-
Dell Networking Cable, 100GbE QSFP28 to QSFP28, Passive Copper Direct Attach Cable, 0.5 Meter	470-ABOU	-	4	-
Power Cord, 125V, 15A, 10 Feet, NEMA 5-15/C13	450-AAFH	-	4	-
Power Cord, 125V, 15A, 10 Feet, NEMA 5-15/C13	450-AAFH	-	4	-

PowerSwitch N3248-ON	\$9,324.14	Quantity 2	Subtotal \$18,648.28
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Estimated delivery if purchased today:

Nov. 28, 2022

Contract # C000000006563

Customer Agreement # Dell Standard Terms and Conditions

Description	SKU	Unit Price	Quantity	Subtotal
N3248P-ON, 48x1G, 4x10G SFP+, 2x100G QSFP28, PoE 30W, 1xAC PSU, IO/PS, OS6	210-ASPR	-	2	-
Dell EMC N3200 User guide	343-BBNX	-	2	-

Dell Hardware Limited Warranty 1 Year	828-9522	-	2	-
Lifetime Limited Hardware Warranty with Basic Hardware Service Next Business Day Parts Only on Your Network Switch	828-9523	-	2	-
ProSupport Plus Next Business Day Onsite Service After Problem Diagnosis, 5 Years	828-9566	-	2	-
ProSupport Plus 7x24 HW-SW Technical Support, 5 Years	828-9571	-	2	-
Thank you for choosing Dell ProSupport Plus. For tech support, visit //www.dell.com/contactdell	951-2015	-	2	-
ProDeploy Plus Dell Networking N Series 3XXX Switch - Deployment	805-2392	-	2	-
ProDeploy Plus Dell Networking L3 N Series 3XXX Switch - Deployment Verification	805-2395	-	2	-
ProDeploy Plus No Charge Training 400	812-4008	-	2	-
Dell Networking Cable, 100GbE QSFP28 to QSFP28, Passive Copper Direct Attach Cable, 0.5 Meter	470-ABOU	-	2	-
Power Supply, 1050W AC, Hot Swap, for N2224PX, N3224P, N3248P, MPS-1S Shelf, MPS-3S Shelf	450-AJIK	-	2	-
Power Cord, 125V, 15A, 10 Feet, NEMA 5-15/C13	450-AAFH	-	4	-

Subtotal:	\$70,395.12
Shipping:	\$76.94
Environmental Fee:	\$0.00
Estimated Tax:	\$0.00

Total:	\$70,472.06
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Important Notes

Terms of Sale

This Quote will, if Customer issues a purchase order for the quoted items that is accepted by Supplier, constitute a contract between the entity issuing this Quote ("Supplier") and the entity to whom this Quote was issued ("Customer"). Unless otherwise stated herein, pricing is valid for thirty days from the date of this Quote. All product, pricing and other information is based on the latest information available and is subject to change. Supplier reserves the right to cancel this Quote and Customer purchase orders arising from pricing errors. Taxes and/or freight charges listed on this Quote are only estimates. The final amounts shall be stated on the relevant invoice. Additional freight charges will be applied if Customer requests expedited shipping. Please indicate any tax exemption status on your purchase order and send your tax exemption certificate to Tax_Department@dell.com or ARSalesTax@emc.com, as applicable.

Governing Terms: This Quote is subject to: (a) a separate written agreement between Customer or Customer's affiliate and Supplier or a Supplier's affiliate to the extent that it expressly applies to the products and/or services in this Quote or, to the extent there is no such agreement, to the applicable set of Dell's Terms of Sale (available at www.dell.com/terms or www.dell.com/oemterms), or for cloud/as-a-Service offerings, the applicable cloud terms of service (identified on the Offer Specific Terms referenced below); and (b) the terms referenced herein (collectively, the "Governing Terms"). Different Governing Terms may apply to different products and services on this Quote. The Governing Terms apply to the exclusion of all terms and conditions incorporated in or referred to in any documentation submitted by Customer to Supplier.

Supplier Software Licenses and Services Descriptions: Customer's use of any Supplier software is subject to the license terms accompanying the software, or in the absence of accompanying terms, the applicable terms posted on www.Dell.com/eula. Descriptions and terms for Supplier-branded standard services are stated at www.dell.com/servicecontracts/global or for certain infrastructure products at www.dellemc.com/en-us/customer-services/product-warranty-and-service-descriptions.htm.

Offer-Specific, Third Party and Program Specific Terms: Customer's use of third-party software is subject to the license terms that accompany the software. Certain Supplier-branded and third-party products and services listed on this Quote are subject to additional, specific terms stated on www.dell.com/offeringspecificterms ("Offer Specific Terms").

In case of Resale only: Should Customer procure any products or services for resale, whether on standalone basis or as part of a solution, Customer shall include the applicable software license terms, services terms, and/or offer-specific terms in a written agreement with the end-user and provide written evidence of doing so upon receipt of request from Supplier.

In case of Financing only: If Customer intends to enter into a financing arrangement ("Financing Agreement") for the products and/or services on this Quote with Dell Financial Services LLC or other funding source pre-approved by Supplier ("FS"), Customer may issue its purchase order to Supplier or to FS. If issued to FS, Supplier will fulfill and invoice FS upon confirmation that: (a) FS intends to enter into a Financing Agreement with Customer for this order; and (b) FS agrees to procure these items from Supplier. Notwithstanding the Financing Agreement, Customer's use (and Customer's resale of and the end-user's use) of these items in the order is subject to the applicable governing agreement between Customer and Supplier, except that title shall transfer from Supplier to FS instead of to Customer. If FS notifies Supplier after shipment that Customer is no longer pursuing a Financing Agreement for these items, or if Customer fails to enter into such Financing Agreement within 120 days after shipment by Supplier, Customer shall promptly pay the Supplier invoice amounts directly to Supplier.

Customer represents that this transaction does not involve: (a) use of U.S. Government funds; (b) use by or resale to the U.S. Government; or (c) maintenance and support of the product(s) listed in this document within classified spaces. Customer further represents that this transaction does not require Supplier's compliance with any statute, regulation or information technology standard applicable to a U.S. Government procurement.

For certain products shipped to end users in California, a State Environmental Fee will be applied to Customer's invoice. Supplier encourages customers to dispose of electronic equipment properly.

Electronically linked terms and descriptions are available in hard copy upon request.

^Dell Business Credit (DBC):

OFFER VARIES BY CREDITWORTHINESS AS DETERMINED BY LENDER. Offered by WebBank to Small and Medium Business customers with approved credit. Taxes, shipping and other charges are extra and vary. Minimum monthly payments are the greater of \$15 or 3% of account balance. Dell Business Credit is not offered to government or public entities, or business entities located and organized outside of the United States.



Project Summary

Project Number:	1213CE2102
Title:	Network Upgrades - Switches, Controllers, WAP
Project Type:	G - Equipment & Software
Division:	13 - Information Services
Budget Year:	2022
Finance Option:	
Asset Type:	CE - Communications Equipment
Active:	Yes

Project Description	Ongoing replacements of end of life network hardware and associated support contracts
Project Internal Staff	Director of IT
Project Justification	The district operates several Local Area, Wide Area, and Wireless networks. This project allows the replacement and or upgrade of end of life network hardware that operate these networks as well as any associated support contracts.

Forecast			
Budget Year	Total Expense	Total Revenue	Difference
2022			
4 Core Switches Admin & PW Datacenters	75,000	0	75,000
Year Total	75,000	0	75,000
2023			
14 Outdoor WAPs	40,000	0	40,000
Edge Switches - Satellite locations - 36 Copper Interface Layer 3 switches	65,000	0	65,000
Firewalls/VPN's/Email Gateways/Security Consulting Services	20,000	0	20,000
Year Total	125,000	0	125,000
2024			
49 Indoor WAPs	30,000	0	30,000
Edge Switches - Satellite locations - 36 Copper Interface Layer 3 switches	65,000	0	65,000
Year Total	95,000	0	95,000
2025			
49 Indoor WAPs	30,000	0	30,000
Firewalls/VPN's/Email Gateways/Security Consulting Services	20,000	0	20,000
Year Total	50,000	0	50,000
2027			
4 Core Switches Admin & PW Datacenters	75,000	0	75,000
Firewalls/VPN's/Email Gateways/Security Consulting Services	20,000	0	20,000
Year Total	95,000	0	95,000
2029			
Firewalls/VPN's/Email Gateways/Security Consulting Services	20,000	0	20,000
Year Total	20,000	0	20,000
2031			
Edge Switches - Satellite locations - 36 Copper Interface Layer 3 switches	75,000	0	75,000
Firewalls/VPN's/Email Gateways/Security Consulting Services	20,000	0	20,000
Year Total	95,000	0	95,000
	555,000	0	555,000

Year Identified	Start Date	Est. Completion Date	Manager	Project Partner
2021			Director of IT	

