



To: Mayor & Council

From: Mishelle Rutledge, Information Technology Director

Re: Mobile Data Terminals / Ruggedized Laptops **RFP 13-01 5-C**

Date: March 21, 2012

The City solicited proposals for mobile data services, which included 175 mobile data terminals / ruggedized laptops. A committee was established to develop the specifications, review the technical proposals and interview the proposers. The committee consisted of:

- Ricky Spencer,
- Keith Lee,
- Mishelle Rutledge,
- Ed Sweeney,
- Jimmy Yanulavich,
- Charise Glass (Facilitating the procurement process).

The sealed proposals were received on January 15, 2013, and the City received nine (9) submittals. The submittals consisted of technical and cost proposals. The review process for the submittals included scoring of the technical proposals, proposer demonstrations and field evaluation testing. The committee evaluated the technical proposals based on prior experience of the proposer, ruggedized laptop specifications as well as maintenance and warranty procedures specified by the manufacturer. The committee's review resulted in proposer demonstrations from the following vendors:

- Dell (Dell Ruggedized Laptops),
- Arlington Computer Group (Getac Ruggedized Laptops),
- G2 Digital Solutions (Getac Ruggedized Laptops), and
- CDW (Panasonic Ruggedized Laptops).

After the presentations, field evaluations were setup for the end users to evaluate the proposed ruggedized laptops. The end users evaluated Dell Ruggedized Laptops and Getac Ruggedized Laptops. The Panasonic Ruggedized Laptops were eliminated from the field testing as the field units were not provided to the City at the beginning of the field testing. The field evaluations asked the end users to evaluate keyboard feel, mouse response, weight, size, video quality and brightness as well as the overall preferred laptop.

Based on the review of the technical proposal, proposer demonstrations and field testing, the committee is recommending to award RFP 13-015-C to Dell. The summary Evaluation Sheet is attached for your review. The Dell Cost Proposal included per unit cost of \$3,697.82. Per unit cost includes two components, which are:

- Ruggedized Laptop: \$2900.82, and
- Docking Station / Power Supply: \$797.00.

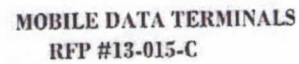
The funding for this project is in Project Number: 70003, Account: 542400 and has approved available funding of \$347,760. The Cost for this purchase is:

AnnualLeasePayment(4yearterm)	\$139,949.92
Docking Station/Power Supply (158):	<u>\$125,926.00</u>
Total	\$265,875.92

To facilitate the purchase of the Mobile Data Terminals, as with previous Mobile Data Terminal purchases, this purchase has a lease component. Dell Financial Services has provided a four (4) year lease proposal with an interest rate of -0.7%. The quote is for a Fair Market Value Lease and is designed to rotate equipment at the end of the term. This lease quote is designed similar to the City's Computer Replacement Lease and is for the same number of years.

As you review this information please let me know if you have questions or need additional information. Thank you for your time and consideration.

Cc: Kay Love, City Administrator  
Michael Fischer, Deputy City Administrator

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