MEMORANDUM

To: University of California Staff

Re: New UC-wide Purchasing Agreement with Dell for End User Device and IT Infrastructure Products

From: Bala Balakumar, Senior Commodity Manager, IT Strategic Sourcing, UC Procurement Services

Overview

UC Procurement Services is pleased to announce a new UC-wide agreement with Dell, for both direct purchases of Dell products and for Dell to serve as UC’s value added reseller (VAR) for Fortinet products, effective June 1, 2018. The agreement (#2018.000068 - Please access CalUSource for a copy of the agreement and additional details) is an outcome of the recent UC-wide End User Device and IT Infrastructure RFP projects, and is available to all UC locations. Covered products include Dell desktop, laptop, server and storage products, as well as Fortinet firewall products, and related products and services. These RFP projects and this agreement are the result of the ongoing successful partnership between UC Procurement Services and the UC IT Strategic Sourcing Committee (ITSC).

Benefits to UC:

- Minimum Discounts:
  - Dell Desktops: 45%-50% for common configurations; 35% -39% for custom configurations
  - Dell Laptops: 38-45% for common configurations; 35% - 39% for customer configurations
  - Dell Servers – Hardware, Services and Support: 48%
  - Dell Storage – Hardware and Support: 30-68%
  - Fortinet Firewall - Hardware: 45-55%; 3 Yr. Support: 40%
- Common configurations for laptops and desktop plus custom options for memory and storage allows for maximum flexibility for UC location specific configurations
- Fixed pricing for the initial 5 year term.
- Other Incentives: Patronage Incentive 2%; E-Commerce Incentive 3%.
- Over $1.39M per year in UC-wide projected financial benefit

The Team
These benefits are the result of the hard work and dedicated efforts of a team of subject matter experts and procurement specialists that participated in these RFPs: Jesse Anderson, Lily Dimitrova, Anthony Drown, Britany Duyanovich, Ty Haubrich, Curtis Hendrick, Bryan Hurley, Jeff Khoury, Michael Kilpatrick, Neil Kronenthal, Kazuto Okayasu, Jeremy Page, Steve Pease, Joanne Petersen, Fred Poulsen, Anthony Riles, Sam Robbin, Kevin Talbot, Meagan Torres, Michael Wegmann, Scott Wilzbach, and Dave Zavatson.

Questions?
For questions, please contact: Bala Balakumar (bala.balakumar@ucop.edu) or your local Strategic Sourcing team member.

We look forward to working with each of you to ensure effective implementation and that cost savings are realized. Through collaboration with our suppliers, the UC Procurement Services, IT Strategic Sourcing team continues to benefit the University of California by improving process and pricing.