MEMORANDUM

To: University of California Staff

Re: Recommended channel for UC purchase of Lenovo Products

From: Michael Wegmann, Senior Commodity Manager, IT Strategic Sourcing, UC Procurement Services

Overview
UC Procurement Services is pleased to recommend the NASPO ValuePoint agreement with Lenovo Global Technology Inc. as the best channel for UC purchases of Lenovo server equipment, effective immediately. As a result of the UC-wide IT Infrastructure (ITI) RFP project, UC’s server subject matter experts determined Lenovo to be among the top server equipment solutions in terms of quality. UC IT Strategic Sourcing subsequently compared and analyzed the RFP responses and other available options for UC purchases of Lenovo server products and identified the NASPO ValuePoint agreement as the most cost-effective option.

The ITI RFP project was the result of the ongoing successful partnership between UC Procurement Services and the UC IT Sourcing Committee (ITSC). This recommendation for Lenovo is the seventh and final OEM purchase vehicle resulting from this project.

Benefits to UC:
- The NASPO agreement with Lenovo provides for the following minimum discounts
  - Server Category: 36% some exclusions apply
  - Warranties: 21%
  - Accessories: 21%

The Team
This agreement is the result of the hard work and dedicated efforts of a team of subject matter experts and procurement specialists that participated in the RFP process, comprised of: Dave Zavatson (UCD), Kevin Talbot (UCDH), Kazuto Okayasu (UCI), Fred Paulsen (UCSD), Neil Kronenthal (UCOP), Meagan Torres (UCOP/UCM).
Questions?
Instructions regarding how to purchase under the NASPO ValuePoint agreement are provided below. For additional questions, please contact: Michael Wegmann (michael.wegmann@ucop.edu) or your local Strategic Sourcing team member.

We look forward to working with each of you to ensure effective implementation and that any 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.

**Lenovo Server Products – How to Purchase Under the NASPO Agreement**

University of California departments should proceed as described below to purchase Lenovo Server products under the NASPO agreement:

- UC Purchase Orders must be issued directly to Lenovo Global Technology, Inc. and emailed to the UC Lenovo Contact (see below).
- UC Purchase Orders must state: “Terms & Conditions of the State of California Participating Addendum No. 7-15-70-34-024 are applicable”. NOTE: There is no separate UC-wide agreement number for Lenovo purchases.
- The Master Agreement provides for minimum discounts and lists exclusions. It is strongly recommended that UC Locations making large volume purchases attempt to negotiate better discounts.
- State of California terms and conditions incorporated into the agreement can be found at: [https://www.documents.dgs.ca.gov/pd/poliproc/gspd401it14_0905.pdf](https://www.documents.dgs.ca.gov/pd/poliproc/gspd401it14_0905.pdf).

**UC Lenovo Contact:**

Jeremy Sweeney
Inside Technical Sales
North America Data Center Group,

Public Sector West
For questions and additional information, please contact:

Michael Wegmann, michael.wegmann@ucop.edu, 510.987.0428.