

GOVERNMENT OF THE DISTRICT OF COLUMBIA
DEPARTMENT OF GENERAL SERVICES



Contracts and Procurement

**DETERMINATION & FINDINGS
FOR
SOLE SOURCE PROCUREMENT**

Purchasing Agency: Department of General Services
User Division: Information Technology / Office of the Director
Caption: Dell Equipment Refresh
Proposed Contractor: Dell Corporation and Dell Financial Services

FINDINGS

1. AUTHORIZATION:

D.C. Official Code §2-354.04 Sole Source Procurement; 27 DCMR 4718 | Chapter 47, Title 27 DCMR – Section 4718.

2. MINIMUM NEED:

The Department of General Services (DGS) Information Technology (IT) Division has an immediate need and a responsibility to remain current with government regulations regarding its use and workforce devices providing interconnected, innovative devices for remote and in-office use, enabling collaboration regardless of an employee's physical location. Thus, preparing employees for changes in workplace culture, allowing DGS to remain on the cutting edge of technology with Dell Corporation providing information technology equipment and software services with all-inclusive Office of the Chief Technology Office (OCTO) approved agency imaged equipment, operational warranty, break fix/replace, Laptop Tracking & Recovery Services and Remote Data Deletion Services, including stand-by technical support packages fulfilling the Agencies requirement to me OCTO security protocols and District-wide compliance requirements.

LANDESK REPORTED	444 Noncompliant
LANDESK REPORTED	121 End of Life
(DGS WORKSTATION):	Total Number of Workstations Here: 565

LANDesk is an asset management software system used to remotely inventory and manage desktop computers. It has the ability to report on installed software and hardware, allow remote assistance, and install operating system security patches. This tool is used by OCTO to manage compliance of all PC's that traverse the Districts network.

3. ESTIMATED FAIR AND REASONABLE PRICE:

The estimated fair and reasonable priced for the required equipment and service for the base year period and up to two (2), one (1) year periods is as follows:

Base Year Period (BY):	\$130,000.87
Option Year One (OY1):	\$443,617.28
Option Year Two (OY2):	\$443,617.28

4. FACTS WHICH JUSTIFY THE CONTRACTOR RESPONSIBLE:

Since its inception in 2011 the Department of General Services (DGS) has utilized Dell branded technology equipment. In the effort to maintain and continue uninterrupted continuity of data sharing, the Department must continue to utilize Dell PC equipment and the service solutions, software and PC lifecycle services, deployment, management, security, support and asset recovery. The use of Dell equipment (laptops, tablets, PC's chassis and monitors) will maintain a homogeneous workstation/workgroup environment. This enables DGS to provide the same level of information technology support by focusing on a single manufacturer, better coordinate hardware warranty support with one manufacturer instead of several/many. Dell computers are currently approved by the Office of the Chief Technology Officer (OCTO) for use on the District of Columbia's backhaul (network). In addition, exclusive Dell technology and tools automate, troubleshoot and resolve system issues must fasters minimizing disruption to the workforce users. Dell's broad range of systems are a good fit for the DGS's workforce, providing the needed increase of flexibility to tailor the technology for the vast array of DGS individual staffing requirements. These services and equipment environments including but are not limited to, powerful workstations, ultra-light laptops, accessories and an unlimited number of multiple variations /configurations.

- Dell OptiPlex business systems meet OCTO secure protocol requirements and manageability of desktops built with the highest quality.
- Dell Latitude business laptops and tablets are reliable, durable, serviceable, secure and easy to manage.
- Dell's Laptop Tracking & Recovery Service and Remote Data Delete Service provides complete security and tracking of devices with and electronic serial number that uniquely identifies the device preventing a security breach if the device is lost or stolen.
- Dell can manage DGS's entire deployment, from the physical logistics and warehousing to software installation, data migration, training and implementation of your hardware.
- Dell's comprehensive 24X7 support and managed services provides DGS with a turn-key solution with best-in-class support offering round-the-clock experts and

automated proactive and predictive tools to keep DGS productive with less downtime. The managed service solutions can be customized to help assure the DGS technology hardware runs smoothly with minimized downtime.

- OCTO has partnered with Dell to provide a single source Agency Image for devices for the WIN10 Office 2016 workforce no other provider has this exclusive partnership.
- At the end of a PC's life, the equipment is transition to the latest technology. All data recording components (i.e. equipment hard-drives) are removed and retained as DGS property to mitigate potential security breaches and or threats associated with accidental mishandling of sensitive data.

5. CERTIFICATION BY CHIEF INFORMATION TECHNOLOGY OFFICER:

I have reviewed the above findings and certify the findings are true, correct and complete to the best of my knowledge. It is in DGS's best interest to pursue this brand name action to maintain the integrity of the overall system, prevent potential hardware failures and to ensure that an adequate system support is available from the manufacturer.

Date

Wm. Gregory Cotten
Chief Information Technology Office
Office of the Director

6. CERTIFICATION BY CONTRACTING OFFICER:

I have reviewed the above findings and certify that they are sufficient to justify the use of the single available source method of procurement under the cited authority. I certify that the notice of intent to award a sole source procurement action was published in accordance with 27 DCMR 4718 and that no response was received. I recommend that the Department of General Services, Associate Director/ Chief Contracting Officer approve the use of the sole source procurement method for this proposed procurement action.

Date

Franklin Austin,
Contracting Officer
Contracts & Procurement Division

DETERMINATION

Based on the above findings and in accordance with the cited authority, I hereby determine that it is not feasible or practical to invoke the competitive solicitation process under either Section 402 or 403 of the District of Columbia Procurement Practices Reform Act of 2010 (D.C. Law 18-371; D.C. Official Code § 2-354.02 or 2-354.03). Accordingly, I determine that the District is justified in using the sole source method of procurement.

Date

George G. Lewis, CPPO
Chief Contracting Officer
Associate Director, Contracts & Procurement Division