

**APPROVAL OF A VOLUME PURCHASE AGREEMENT WITH DELL
MARKETING, L.P.**

RESOLUTION NUMBER 2011-16

WHEREAS, at the request of President Snyder, the Office of Technology has successfully renegotiated a volume purchase agreement (VPA) with Dell Marketing, L.P. for various computing and peripheral equipment, such as desktops and laptops, that meet the College's specifications, and

WHEREAS, under the agreement, which has a term of three years, the College will have the ability to purchase computing and peripheral equipment from Dell at a substantial discount, and

WHEREAS, based on their negotiations with Dell and benchmarking the results against other state and higher education entities, the Office of Technology has determined that Dell offered the lowest total cost to the College for computing and peripheral equipment that will meet the College's specifications, and

WHEREAS, under the agreement, the College will be able to purchase computing and peripheral equipment from Dell with discounts that are significantly better than those available to the College under any other quantity purchase agreements with Dell, and

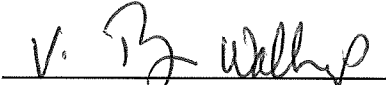
WHEREAS, the Budget and Finance Committee of the State Board of Trustees has considered the proposed agreement with Dell Marketing, L.P. and recommended that the Board authorize the College to enter into the agreement:

NOW THEREFORE BE IT RESOLVED, that the State Board of Trustees authorize and direct the College President, or his designee, to execute a contract after the contract has been approved by the College General Counsel.

**State Trustees
Ivy Tech Community College of Indiana**



Lee J. Marchant, Chairman



V. Bruce Walkup, Secretary

Dated April 14, 2011