

**APPROVAL OF CONTRACT WITH DELL MARKETING, L.P.  
SYSTEMS OFFICE**

**RESOLUTION NUMBER 2023-28**

**WHEREAS**, the College administration recommends entering into a three (3)-year agreement with Dell Marketing, L.P., to provide computing and peripheral equipment for the various labs and offices at all campuses, and;

**WHEREAS**, the College sought proposals from bidders to provide the College with Dell computing and peripheral equipment that best meets the College's functional and technical requirements at a competitive price in a prior Request for Proposals (RFP) process, and;

**WHEREAS**, based on evaluations and negotiations with Dell Marketing, L.P., and other RFP respondents, the College determined that Dell Marketing, L.P. offered the lowest total cost to the College for computing and peripheral equipment, and;

**WHEREAS**, standardizing on Dell products continues to reduce desktop support complexity leading to lower costs for maintenance and training, and;

**WHEREAS**, the College is seeking to exercise a renewal clause from the existing agreement to extend the existing agreement for three (3) additional years, and;

**WHEREAS**, the term of this renewal Agreement would be for three (3) years commencing on September 8, 2023, and continuing through September 7, 2026, and;

**WHEREAS**, the renewal Agreement establishes models and pricing negotiated by the College but does not require specific purchasing amounts and is not an exclusive agreement that requires the College to purchase only from Dell or only Dell products, and;

**WHEREAS**, the College Office of Information Technology maintains equipment refresh and replacement policy schedules that establish regular cycles for replacement of technology for staff, and these associated costs are built into its annual budget, and;

**WHEREAS**, the refresh and replacement of equipment purchased through this Agreement will cause the College to spend greater than \$500,000 on Dell products over the term of the Agreement, and;

**WHEREAS**, the State Board of Trustees of Ivy Tech Community College must approve any contract by the College exceeding \$500,000 unless the obligation was previously approved by the Board through the allocation of funds.

**NOW THEREFORE BE IT RESOLVED**, that the State Board of Trustees authorize and direct the College President or other appropriate designated College employee to enter into a three (3) year agreement with Dell Marketing, L.P. to provide the College with computing and peripheral equipment after the contract has been approved by the College Counsel.

**STATE BOARD OF TRUSTEES  
IVY TECH COMMUNITY COLLEGE  
OF INDIANA**



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**Stephanie Bibbs, Chair**



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**Kim Emmert O'Dell, Secretary**

**Dated August 3, 2023**