



**COMMISSIONERS COURT  
COMMUNICATION**

COURT ORDER NUMBER \_\_\_\_\_

PAGE 1 OF 10

DATE: 11/19/2024

**SUBJECT: CONSIDERATION OF COOPERATIVE FOR INFORMATION TECHNOLOGY SOLUTIONS, PRODUCTS AND SERVICES - OMNIA PARTNERS #R2024056-02 - COUNTYWIDE - SHI GOVERNMENT SOLUTIONS, INC. - DISCOUNT FROM LIST PRICE AND HOURLY RATES**

**\*\*\* CONSENT AGENDA \*\*\***

**COMMISSIONERS COURT ACTION REQUESTED**

It is requested that the Commissioners Court consider use of Cooperative for Information Technology Solutions, Products and Services, utilizing OMNIA Partners Contract #R2024056-02, Countywide, with SHI Government Solutions, Inc. at the discount from list price and hourly rates.

**BACKGROUND**

SHI Government Solutions, Inc. offers Information Technology Solutions, Products and Services under OMNIA Partners Contract #R2024056-02.

This contract will be used for purchases of technology equipment, products, services and software as needed.

OMNIA Partners Contract #R2024056-02 expires on July 1, 2028.

OMNIA Partners cooperative contracts are open to state and local government in accordance with Government Code Title 7, Chapter 791, Subchapter C, Section 791.025, Contracts for Purchases.

**FISCAL IMPACT**

Orders are placed and services are provided on an as-needed basis.

SUBMITTED BY	Purchasing	PREPARED BY:	Elaine Johnson, CPPB
		APPROVED BY:	Christopher Lax, CPSM, CPSD, CPCP



Information Technology Solutions, Products and Services  
Executive Summary

**Lead Agency:** City of Mesa

**Solicitation:** 2024056

**RFP Issued:** November 16, 2023

**Pre-Proposal Date:** November 30, 2023

**Response Due Date:** December 19, 2023

**Proposals Received:** 11

**Awarded to:** SHI International and CDW Government

The City of Mesa Department of Procurement issued RFP# 2024056 on November 16, 2023 to establish a national cooperative contract for Information Technology Solutions, Products and Services.

The solicitation included cooperative purchasing language in Scope of Work, Section 6:

***OMNIA PARTNERS CONTRACT REQUIREMENTS.*** *The City of Mesa, as the Principal Procurement Agency, defined in ATTACHMENT E, has partnered with OMNIA Partners, Public Sector ("OMNIA Partners") to make the resultant contract (also known as the "Master Agreement" in materials distributed by OMNIA Partners) from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit ("Public Agencies"), through OMNIA Partners' cooperative purchasing program. The City of Mesa is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with OMNIA Partners (a "Participating Public Agency") and by using the Master Agreement, any such Participating Public Agency agrees that it is registered with OMNIA Partners, whether pursuant to the terms of a Master Intergovernmental Cooperative Purchasing Agreement, a form of which is attached hereto on ATTACHMENT E, or as otherwise agreed to. ATTACHMENT E contains additional information about OMNIA Partners and the cooperative purchasing program.*

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- City of Mesa website
- OMNIA Partners website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino County Sun, CA
- Honolulu Star-Advertiser, HI
- The Herald-News – Will County (IL)
- The Advocate – New Orleans, LA
- The New Jersey Herald, NJ
- Albany Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- Deseret News, UT
- Richmond Times-Dispatch, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT
- Las Vegas Review-Journal
- Kennebec Journal, ME

On December 19, 2023, proposals were received from the following offerors:

- Aspire HR
- Axelliant
- Carahsoft
- CDW Government
- Conquest Technology
- DiscountCell
- Free Alliance
- Quality Assurance
- SHI International
- World Wide Technology
- Zones

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with CDW Government LLC and SHI International and proceeding with contract award(s) upon successful completion of negotiations.

Geographic Preferences: No geographic preferences were included in the evaluation of the responses.

The City of Mesa, OMNIA Partners and the following offerors successfully negotiated a contract: CDW Government and SHI International. The City of Mesa executed the agreements, each with a contract effective date of July 2, 2024.

Diversity Certifications: SHI is the largest minority woman owned business (MWBE) in the United States

The suppliers provided federal funds certifications which are available on the OMNIA Partners website for review.

Term:

Initial four-year agreement from July 2, 2024 through July 1, 2028 with the option to renew for three (3) additional two-year periods through July 1, 2034.

Pricing/Discount:

SHI pricing based on a discount off SHI Advertised Price list by category.

CDW-G pricing based on discount off CDW-G Nationally Advertised Pricing (NAP) for all products. The percentages represent the minimum discounts for participating agencies.

**National Pricing Discount**

**SHI Contract # 2024056-02**

For each item listed on the National Pricing Tab, Offerors are encouraged to provide a discount off of a verifiable price list by all manufacturers proposed. For example, Group 2, Item 5 is Keyboards. Offeror(s) may wish to propose more than one manufacturer of keyboards, such as Logitech, Fellowes, Belkin, Kensington, TrippLite, Dell, HP, Apple, etc. Offeror(s) should provide a separate discount for each manufacturer being proposed. Offeror(s) should add additional columns to the pricing page(s) in order to accommodate additional manufacturers' discounts. In addition to indicating your proposed discounts, you must also apply those discounts to the sample items in the City of Mesa Market Basket tab (below).

- A. Propose a national discount off list price pricing structure. These are the minimum discounts Supplier will offer to Participating Agencies.
- B. Describe the catalog or index that discounts will be taken.
- C. Describe any special manufacturer pricing available to Participating Agencies.
- D. Describe any special large order or large customer pricing or additional discounts available to Participating Agencies.
- E. Describe any products offered by Supplier that are not captured in the pricing matrix below. Describe how Supplier proposes to price those items.

Item #	Product	Product / Group	Proposed Discount	Manufacturer Name	Proposed Discount	Manufacturer Name	Proposed Discount	Manufacturer Name
1.00	Group 1 - Systems	1) Desktops	3%	Full Catalog (Examples are HPE, Dell, Lenovo, Acer, Apple etc)	%		%	
		2) Notebooks	3%	Full Catalog (Examples are HPE, Dell, Lenovo, Acer, Apple etc)	%		%	
		3) Tablets	3%	Full Catalog (Examples are HPE, Dell, Lenovo, Acer, Surface, Apple etc)	%		%	
		4) Servers (Physical and Virtual) (1 Processor, 2 Processor, 4+ Processor, Blade, Tower, Unix, Handhelds, etc)	3%	Full Catalog (Examples are Dell, HPE, Lenovo, IBM, Cisco, etc)	%		%	
2.00	Group 2 - Input Devices	5) Keyboards	5%	Full Catalog	%		%	
		6) Mice	5%	Full Catalog	%		%	
		7) Imaging Scanners	5%	Full Catalog	%		%	
		8) POS Scanners	5%	Full Catalog	%		%	
		9) Pointing Devices	5%	Full Catalog	%		%	
		10) Bar Code Readers	5%	Full Catalog	%		%	
		11) Audio Input	5%	Full Catalog	%		%	
		12) Input Adapters	5%	Full Catalog	%		%	
		13) PC and Network Cameras	15%	Full Catalog	%		%	
		14) Input Cables	15%	Full Catalog	%		%	
		15) Input Accessories	15%	Full Catalog	%		%	
		16) Displays	3%	Full Catalog	%		%	
		17) Printers	5%	Full Catalog	%		%	
		18) Inkjet Printers	5%	Full Catalog	%		%	
3.00	Group 3 - Output Devices	19) Inkjet Photo Printers	5%	Full Catalog	%		%	
		20) Laser Printers	5%	Full Catalog	%		%	
		21) Label Printers	5%	Full Catalog	%		%	
		22) Dot Matrix Printers	5%	Full Catalog	%		%	
		23) Multi-Function Printers	5%	Full Catalog	%		%	
		24) Wide Format Printers	5%	Full Catalog	%		%	
		25) Multi-Function Inkjet Printers	5%	Full Catalog	%		%	
		26) Wide Format Printers	5%	Full Catalog	%		%	
		27) Fax Machine Printers	5%	Full Catalog	%		%	
		28) Printer Accessories	5%	Full Catalog	%		%	
		29) Projectors	5%	Full Catalog	%		%	
		30) Projector Accessories	5%	Full Catalog	%		%	
		31) Audio Input	5%	Full Catalog	%		%	
		32) Video Cards	5%	Full Catalog	%		%	
33) Sound Cards	5%	Full Catalog	%		%			
4.00	Group 4 - Memory	34) Output Accessories	5%	Full Catalog	%		%	
		35) Printer Consumables	5%	Full Catalog	%		%	
		36) Desktop	5%	Full Catalog	%		%	
		37) Flash	5%	Full Catalog	%		%	
		38) Networking	5%	Full Catalog	%		%	
		39) Notebook	5%	Full Catalog	%		%	
		40) Printer / Fax	5%	Full Catalog	%		%	
		41) Server	5%	Full Catalog	%		%	
		42) Adapters Fibre Channel	5%	Full Catalog	%		%	
		43) Adapters FireWire / USB	5%	Full Catalog	%		%	





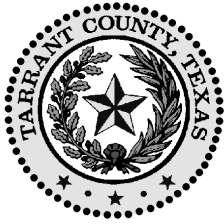
Item #	Product	Product / Group	Proposed Discount	Manufacturer Name	Proposed Discount	Manufacturer Name	Proposed Discount	Manufacturer Name
165	Asset Management		5%	Full Catalog	%		%	
166	Cables		15%	Full Catalog	%		%	
167	Cables - custom		15%	Full Catalog	%		%	
168	Cables - printer		15%	Full Catalog	%		%	
169	Cloud Storage and Services (such as Azure, Amazon, Wasabi, etc.)		0%	Full Catalog	%		%	
170	Complex warranties		5%	Full Catalog	%		%	
171	Desktop Accessories		5%	Full Catalog	%		%	
172	Display Accessories		5%	Full Catalog	%		%	
173	Electronic Services		5%	Full Catalog	%		%	
174	Handheld Accessories		5%	Full Catalog	%		%	
175	Imaging Accessories		5%	Full Catalog	%		%	
176	Imaging - Camcorders		15%	Full Catalog	%		%	
177	Imaging - Digital Cameras		15%	Full Catalog	%		%	
178	Intrernal Lab Service		0%	Full Catalog	%		%	
179	Lab fees		0%	Full Catalog	%		%	
180	Managed Services		0%	Full Catalog	%		%	
181	Miscellaneous solutions		0%	Full Catalog	%		%	
182	Mounting hardware for vehicles		5%	Full Catalog	%		%	
183	Networking Warranties		5%	Full Catalog	%		%	
184	Notebook Accessories		5%	Full Catalog	%		%	
185	Notebook Batteries		5%	Full Catalog	%		%	
186	PC Lab order services		0%	Full Catalog	%		%	
187	POS Accessories		5%	Full Catalog	%		%	
188	POS Displays		3%	Full Catalog	%		%	
189	Power Accessories		5%	Full Catalog	%		%	
190	Power Surge Protection		5%	Full Catalog	%		%	
191	Power UPS		5%	Full Catalog	%		%	
192	Server Accessories		5%	Full Catalog	%		%	
193	Service Charge		0%	Full Catalog	%		%	
194	System Components		5%	Full Catalog	%		%	
195	Training Courses		0%	Full Catalog	%		%	
196	Training Reference Manuals		0%	Full Catalog	%		%	
197	Warranties - Electronic		5%	Full Catalog	%		%	
198	iPAD / Tablet Stylus		5%	Full Catalog	%		%	
199	Mouse / Wrist Pads		5%	Full Catalog	%		%	
200	Security Locks and Hardware		5%	Full Catalog	%		%	
201	Tools		0%	Full Catalog	%		%	
203	Document Scanner Accessories		5%	Full Catalog	%		%	
204	Flatbed Scanners		5%	Full Catalog	%		%	
205	Mobile Scanners		5%	Full Catalog	%		%	
206	Network Scanners		5%	Full Catalog	%		%	
207	Sheetfed Scanners		5%	Full Catalog	%		%	
208	Wide Format Scanners		5%	Full Catalog	%		%	
209	Workgroup / Department Scanner		5%	Full Catalog	%		%	
210	Build to Order Desktops		3%	Full Catalog	%		%	
211	Nettop		3%	Full Catalog	%		%	
212	Point of Sale		3%	Full Catalog	%		%	
213	Ultra Small Form Factor		3%	Full Catalog	%		%	
214	Apple / Mac Memory Upgrades		5%	Full Catalog	%		%	
215	Chips / SIMMS/SIPPS / ROMs		5%	Full Catalog	%		%	
216	Computer Cases		5%	Full Catalog	%		%	
217	GPUs / Fans		5%	Full Catalog	%		%	
218	Memory Accessories		5%	Full Catalog	%		%	
219	Motherboards / Chassis		3%	Full Catalog	%		%	
220	1 - 2 port Serial Boards		3%	Full Catalog	%		%	
221	3+ port Serial Boards		3%	Full Catalog	%		%	
222	Console Server		3%	Full Catalog	%		%	
223	Device Server		3%	Full Catalog	%		%	
224	Terminal Server		3%	Full Catalog	%		%	
225	Content Management		0%	Full Catalog	%		%	

Group 10 - Other

10.00







## TAKINGS IMPACT ASSESSMENT CHECKLIST

Complete this form for any county action that involves the adoption of a regulation, policy, guideline, court resolution, or order.

Project/Regulation Name: Consideration of Cooperative for Information Technology Solutions, Products and Services - Omnia Partners #R2024056-02 - Countywide - SHI Government Solutions, Inc. - Discount from List Price and Hourly Rates

County Department: PURCHASING

Contact Person: Melissa Lee, C.P.M., A.P.P.

Phone Number for Contact Person: (817) 884-3245

Type of TIA Performed: SHORT TIA or FULL TIA. Circle one after answering the questions in Sections II and III below.

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### I. Stated Purpose

Attach to this checklist an explanation of the purpose of the regulation, policy, guideline, court resolution, or order.

\*\*\*\*\*

**Note: The remainder of this Takings Impact Assessment Checklist should be completed in consultation with the Criminal District Attorney's Office.**

### II. Potential Effect on Private Real Property

1. Does the county action require a physical invasion, occupation, or dedication of real property?

Yes \_\_\_\_\_ No √

2. Does the county action limit or restrict a real property right, even partially, or temporarily?

Yes \_\_\_\_\_ No √

If you answered yes to either question, go to Section III. If you answered no to both, STOP HERE and circle SHORT TIA at the top of the form.

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