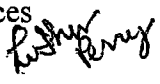


COUNTY OF SAN MATEO
INTER-DEPARTMENTAL CORRESPONDENCE

Date: September 13, 2001
Hearing date: October 2, 2001

To: Honorable Board of Supervisors

From: Luther Perry, Director, Information Services
Pony ISD-120 

Subject: Selection of Personal Computers and Waiver of the Bid Process

Recommendation

Adopt a resolution authorizing the Purchasing Agent to make exclusive personal computer purchases for a period of three years from the following name brand computers: Dell, Compaq/Hewlett Packard and Gateway and waive the competitive bid process.

Background and Discussion

Your Board approved Resolution #62250 at your September 15, 1998 meeting authorizing sole source purchases of Dell, Compaq and Gateway brand computers.

These brand name computers are what the Gartner Group describes as "Enterprise Tier" computers/vendors. An Enterprise Tier computer/vendor is one that has the following characteristics:

- Suitable for large volume purchases, enterprise deployments and centralized procurement initiatives.
- Offers CMAS and major account programs, worldwide sales, service and support capabilities.
- Offers third party support, extensive quality assurance and testing programs.

The best interest of the County is served by the decision to select these three name brands, as industry research firms consistently rate them high in service and reliability, on-site warranties and telephone support. San Mateo County's experience with these brands supports the information of the research firms. They are reliable and they provide good value to the County.

Another important factor for consideration of PC purchases is Total Cost of Ownership (TCO). Standardizing on fewer brands of personal computers minimizes troubleshooting time, parts inventory, technician training and vendor coordination.

This action would not limit any departments purchasing decision. Individual departments would have the option of purchasing from these name-brand computers or any other vendor that meets their computer needs. This resolution would allow departments choosing to purchase Dell, Compaq/Hewlett Packard or Gateway computers to procure them without having to submit sole source justifications for each purchase thus streamlining the purchasing procedure.

Fiscal Impact

Purchases for computers will come from departmental appropriations. There is no obligation on the part of the County to purchase any amount or type of equipment as a result of this action.

County Counsel has reviewed this agreement.

RESOLUTION NO. _____

BOARD OF SUPERVISORS, COUNTY OF SAN MATEO, STATE OF CALIFORNIA

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RESOLUTION AUTHORIZING THE PURCHASING AGENT TO MAKE EXCLUSIVE
COMPUTER PURCHASES FOR A PERIOD OF THREE YEARS FROM DELL, COMPAQ/
HEWLETT PACKARD AND GATEWAY AND WAIVE THE COMPETITIVE BID
PROCESS

RESOLVED, by the Board of Supervisors of the County of San Mateo, State of
California, that

WHEREAS, there has been presented to this Board of Supervisors for its consideration
and acceptance a request to authorize the Purchasing Agent to purchase a selection of personal
computers and waive the competitive bid process for a three year period;

NOW, THEREFORE, IT IS HEREBY DETERMINED AND ORDERED that the
President of this Board of Supervisors authorize the Purchasing Agent to make computer
purchases from name brand computers, Dell, Compaq/ Hewlett Packard and Gateway and waive
the competitive bid process for these computers as being in the best interest of the County.

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