



# City of Denton

City Hall  
215 E. McKinney Street  
Denton, Texas  
www.cityofdenton.com

## AGENDA INFORMATION SHEET

**DEPARTMENT:** Procurement

**DCM:** David Gaines

**DATE:** June 28, 2022

### **SUBJECT**

Consider adoption of an ordinance of the City of Denton, a Texas home-rule municipal corporation, authorizing the City Manager to execute a contract with GTS Technology Solutions, Inc., through the Department of Information Resources (DIR) Cooperative Purchasing Network Contract Nos. DIR-CPO-4751; DIR-CPO-4754; DIR-CPO-4920; DIR-TSO-4174; DIR-TSO-4025 under the Panasonic System Communications Company as a reseller; DIR-TSO-3763 for Products & Related Services under the Dell Marketing, L.P. as a reseller, for the Technology Services, Police, Fire, Animal Services, and other City Departments; providing for the expenditure of funds therefor; and providing an effective date (File 8018 – awarded to GTS Technology Solutions, Inc., in the five (5) year not-to-exceed amount of \$2,500,000.00).

### **INFORMATION/BACKGROUND**

This ordinance will allow Technology Services to purchase technology equipment used in the field in vehicles that are currently governed under different cooperative agreements to one procurement contract through one vendor which can sell the product under various cooperative agreements, simplifying the contract and purchasing process. The City of Denton has used GTS Technology Solutions, Inc. for our field technology equipment and fleet technology equipment since 2017. GTS has provided installation, configuration, and support on the equipment purchased.

GTS most recently installed multiple Cradlepoint modems and Panorama antennas on most of our Fire apparatus fleet and also supplied and installed Panasonic Toughbooks for both the Police and Animal Services Departments. GTS has met the City's installation requirements, performed in a timely manner, and is responsive to requests. GTS provided the lowest quoted costs for the rugged laptops, Panorama antennas, and Cradlepoint modems.

<b>Co-Op Vendor Item Price Comparisons</b>	<b>GTS Technology Solutions, Inc.</b>	<b>SHI Government Solutions, Inc.</b>	<b>CDW-Government</b>
Panasonic Toughbook CF-33	\$3,853.53	\$4,443.27	\$3,938.41
Panasonic Dock GJ-33-LVD2	\$804.62	\$1,167.74	\$1,060.00
Panorama Antennas LG-IN2457	\$253.93	Did not quote	\$275.00
Cradlepoint IBR900	\$858.22	\$999.00	\$975.00
Havis C-DMM	Did not quote	\$379.00	\$305.00
Dell Rugged 5430	\$3,814.97	Did not quote	Did not quote
Dell Rugged Docking Station	\$802.41	Did not quote	Did not quote

This ordinance will also provide a variety of products and services through the Department of Information Resources (DIR) Cooperative Purchasing Network contracts. DIR-CPO-4751 offers Law Enforcement, Surveillance and Security Monitoring, Emergency Preparedness, and Disaster Recovery Technology Products and Services. DIR-CPO-4920 offers Education Information Technology (IT) Products and Related Services. DIR-TSO-4174 offers Mobile Digital Video Recording Systems, Accessories, and Related Services. DIR-CPO-4754 offers End-User IT Outsourcing Services. DIR-TSO-4025 offers IBM Branded, Fujitsu Branded & Panasonic Branded Products, and Related Services and Cloud Services. DIR-TSO-3763 offers Dell Branded Hardware, Software, and Related Services & Cloud Services.

The City will utilize this contract for the following, but not limited to:

- Mobile data computers (MDC)
- Havis vehicle mounts
- Cradlepoint modems
- Panorama antennas
- Docking stations, vehicle mounts, protective cases, and additional accessories
- Warranties, software, cloud services
- GTS professional services for installation, configuration, and services

Co-Op Contract	Examples of Items Purchased from Co-Ops
DIR-CPO-4751	Cradlepoint modems, Havis, Panorama antennas
DIR-CPO-4920	Cradlepoint modems, Panorama antennas,
DIR-TSO-4174	Netmotion Software, Installation & Configuration
DIR-CPO-4754	GTS Professional Installation Services
DIR-TSO-4025	Panasonic Toughbook
DIR-TSO-3763	Dell Latitude Rugged computers

Contract Term	Estimated Annual Spend
Year 1	\$450,000.00
Year 2	\$450,000.00
Year 3	\$450,000.00
Year 4	\$450,000.00
Year 5	\$450,000.00
Contingency	\$250,000.00
<b>Total</b>	<b>\$2,500,000.00</b>

Pricing obtained through the DIR Cooperative Purchasing Network has been competitively bid and meets the statutory requirements of Texas Local Government Code 271.102

**PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)**

On January 28, 2020, Council approved the interlocal agreement with the Department of Information Resources Purchasing Network (Ordinance 20-196).

**RECOMMENDATION**

Award a contract with GTS Technology Solutions, Inc., for the acquisition of technology products, services, and related services, in a five (5) year not-to-exceed amount of \$2,500,000.

## **ESTIMATED SCHEDULE OF PROJECT**

This is a five (5) year contract. These DIR contracts begin to expire on November 10, 2022.

## **FISCAL INFORMATION**

These items and services will be funded through Technology Services operating budgets and the department's budget on an as-needed basis. The City will only pay for services rendered and is not obligated to pay the full contract amount unless needed.

## **EXHIBITS**

Exhibit 1: Agenda Information Sheet

Exhibit 2: DIR Pricing Sheets

Exhibit 3: Ordinance

Respectfully submitted:  
Lori Hewell, 940-349-7100  
Purchasing Manager

For information concerning this acquisition, contact: Leisha Meine, 940-349-7823.

Legal point of contact: Marcella Lunn at 940-349-8333.