



## GLWA Procurement

**Effective Date:**  
7/1/2024

**Document #:**  
FSA\_PRO\_TPL\_0024

**Revision Date:**  
N/A

**Revision#:**  
0

**Document Title:**  
Procurement Board Report

**Document Owner/Department:**  
Procurement Team

**Date:** July 29, 2025

**To:** Suzanne R. Coffey, P.E., Chief Executive Officer

**From:** Daniel Edwards, Procurement Manager

**Re:** Procurement Report

### General Information

Requisition Number:	007116B0006788	Project Owner:	MiDeal Cooperative Purchasing
CIP#:	N/A		
Contract Title:	Michigan Master Computing Program Contract (Hardware)		
Vendor:	Dell Marketing LP		
Budget:	Operations and Maintenance		
Federal/State Funded	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> N		

### Procurement Method

Competitively bid – Request for Proposal (RFP) - Department of Technology Management and Budget (DTMB) Evaluation Committee			
Advertised:	12/23/2015	Addendums released:	6
Buyer:	Department of Technology Management and Budget	Downloaded by:	9
Response due date:	3/18/2016	Responses received:	9

### Description of scoring model

The State of Michigan (State) issued Request for Proposal (RFP) #007116B0006788 to solicit responses from qualified vendors to provide products and services for the Michigan Master Computing Program (Bidder) for the State for an initial ten (10) year contract.

The primary components of this request include:

- o General Overview of Bidder capabilities including reporting, meeting SLAs, etc.
- o Module 1: Computer Hardware (including OEM Software), Hardware Maintenance, & associated Professional Services.
- o Module 2: Licensed Software, Software Maintenance, & associated Professional Services.



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Bidders could submit proposals on either Module 1, Module 2, or both modules.

Those proposals receiving 85 or more technical evaluation points in Step 3, for either module, had their pricing evaluated in Step 4 and were considered for the awarding of one or both modules depending on which portion of their proposal passed Step 3.

### **Award Recommendation of Best Value Bidder**

The award recommendation was made to the responsive and responsible Bidders who offered the best value to the State. Best value was determined by selecting the Bidders that met all Mandatory Minimum Requirements, met the minimum Technical Evaluation point threshold, met the minimum Technical Evaluation point threshold for Module 1- Hardware, Module 2 – Software, or both; and offered the best combination of the Technical Evaluation Criteria, and pricing as demonstrated by its proposal.

#### **Business Inclusion and Diversity (B.I.D.) - Not Applicable**

Evaluation Score(s) – Maximum Score Possible – 300

*The Evaluation Committee reviewed and scored the proposals in accordance with Department of Technology Management and Budget (DTMB) policy. The rankings are below.*

	Minimum Qualifications (Pass/Fail)	Step 2 – General Overview (100 points)	Step 3 – Module 1 – Hardware (100 points)	Step 3 – Module 2 – Software (100 points)
CDWG*	Pass	92	99	95
Dell*	Pass	85	85	85
Insight Public Sector*	Pass	88	58	97
SHI International Corp*	Pass	85	66	92
HPE	Pass	79	Not Evaluated	Not Evaluated
GovConnection	Pass	74	Not Evaluated	Not Evaluated
Office Depot	Pass	68	Not Evaluated	Not Evaluated
Zones, Inc	Pass	67	Not Evaluated	Not Evaluated
Vaske Computer, Inc. (Collier IT)	Fail	Not Evaluated	Not Evaluated	Not Evaluated

\*Oral Presentations – The four bidders that passed the General Overview section were invited to give Oral Presentations after Step 3. No point adjustments were made based on Oral Presentations

Note: GLWA has selected Dell, the second highest ranking vendor for continuity of service, because all GLWA services have been previously provided by Dell. GLWA's desktop hardware/software standard includes all Dell equipment. In addition, GLWA help desk



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technicians have become experts at imaging, updating and supporting the Dell brand. For GLWA to switch to another brand at this point in time would not be cost effective or in the best interest for GLWA.

Benchmarking was completed by comparing the bids for this project. This analysis confirmed that rates are in competitive range. The rate comparisons and allowances (if any) are illustrated in the attached bid tabulation.

### **QBS Evaluation Committee: (Designation – Organization)**

A – David Hatch, DTMB (JEC Chair)

B – Mary Ladd, DTMB

C – Brad Pagratis, DTMB

D – Natalie Spaniolo, DTMB

E – David Roach, DTMB

### **Advantages of Utilization of Cooperative Agreements**

Cooperative (co-op) agreements offer several advantages, primarily centered around cost savings, streamlined procurement, and increased efficiency. By combining the purchasing power of multiple entities, co-ops can secure lower prices through volume discounts and leverage economies of scale. Furthermore, they reduce administrative burdens and time spent on individual procurement processes.

In summary, cooperative agreements empower organizations to enhance purchasing power, reduce costs, and streamline procurement processes, leading to increased efficiency, better resource utilization, and improved outcomes.

### **Other Data Requested by GLWA Board Members for Recommended Vendor**

Minority Business Enterprise (MBE): No

Detroit Based Business (DBB): No

Small Business Enterprise (SBE): No

Sub-Contractor(s) List: Not Applicable

Vendor Response Survey: Not Applicable

### **Litigation**

This vendor is not currently nor has been previously involved in any litigation with the GLWA.



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### Financials

A financial risk assessment was performed by the GLWA via Dun & Bradstreet and was determined that the selected vendor has the financial capacity to perform the tasks under this contract. This information is available for the Board of Directors to review upon request.

### Previous Contract

Previous contract holder: Dell Computer Corporation

The previous contract, Contract No. 2203047/SCN-0000306, was for the period of 10/1/2022 through 9/30/2025, for \$1,500,000.00. The contract amount differences between the two contracts are provided in the table below.

Previous Contract Dell Computer Corporation 2022-2025		New Proposed Contract Dell Marketing LP 2025 -2028	
Description	Cost	Description	Cost
Duration:10/1/22 – 9/30/25	\$1,500,000.00	Duration: 2025 - 2028	\$1,800,000.00

The cost difference between Contract No. Contract No. 2203047/SCN-0000306 and the new Proposed REQ-0005467, results from the additional charges due to the economic conditions.