

STATE OF KANSAS

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Alan Weis
Chief Information Technology Officer

To: Senate President Masterson, Chairman of the Legislative Coordinating Council
From: Alan Weis, Legislative Chief Information Technology Officer
Date: October 26, 2021
RE: Recommendation on Staff Computer Lease

Background:

The current laptops and desktop computers issued to legislative staff were leased Dec. 1, 2017. This 48-month lease will end Dec. 1, 2021. The annual cost of the current staff computer lease is \$159,062.16.

Recommendation:

The Procurement Negotiating Committee (PNC) recommends the LCC approve a lease contract with Dell. The PNC further recommends the LCC give authority to the LCC chair to execute the contract with Dell. The PNC members are Tom Day, Matt Sterling, Jason Long, Alan Weis, and Terri Clark.

Contract Information:

The lease will include Dell Latitude 7420 laptops, Precision 3560 laptops, and Precision 3561 laptops as replacements for the current laptops, and Dell Precision 3450 desktop computers as replacements for the current desktop computers. The legislative office assistants would be issued laptops and docking stations instead of desktop computers as requested by Legislative Administrative Services to meet their needs during the sessions.

The new leased equipment will be warranted for next business day, onsite repairs throughout the life of the lease. Maintaining a limited “hot swap” inventory of both laptop and desktop computers allows a broken computer to be replaced quickly. Using the BMC Footprints system, the replacement computer can be imaged and in place within two hours.

The new lease will utilize the Legislature’s existing Master Lease Agreement with Dell.

Lease Term Options:

1. Dell provided options for a 36-month or a 48-month lease. Below are the cost options:

Lease Term	Monthly Cost	Annual Cost	Total Cost of Lease	Lease Rate
48 months	\$18,355.61	\$220,267.32	\$881,069.28	.02039
36 months	\$21,355.08	\$256,260.96	\$768,782.88	.02465

2. The PNC recommends the 48-month lease or a 54-month lease. Staff will request Dell provide a 54-month lease option. The 54-month option will end the lease after the legislative session rather than at the start of session. This will allow use of these computers through the 2026 legislative session.
3. Dell cannot provide delivery of any units before January 2022. This would mean staff computers would be switched during the 2022 Legislative Session. This could potentially cause disruptions in staff conducting the legislative processes. The PNC will negotiate a contract start date and delivery date of early April 2022 and new lease expenditures will start then.
4. The current lease contract extension will be used to continue operation of the current staff computers through the 2022 Legislative Session. KLOIS staff will purchase a limited number of available computers to handle the redistricting effort, the Virtual Statehouse, and to have a number of spare computers on hand. Additional spare parts for existing lease computers will also be purchased for support during the session.

Quantities:

A total of 387 laptops and 46 desktop computers for a total of 433 computers were identified to meet the needs of legislative staff. The total amount of computers will be decreased after we identify the number of computers that will be purchased for the 2022 session. The adjusted computer counts will be included in the negotiated contract with Dell.

The laptop and desktop computer quantities identified:

	Latitude 7420 Laptop	Precision 3560 Laptop	Precision 3561 Laptop	Precision 3450 Desktop
Legislative Post Audit		25	5	
Revisor of Statutes Office			48	
Legislative Administrative Services	8			1
Legislative Research			64	

Department (includes Redistricting Staff)				
Chamber Staff	13	8		6
Leadership Staff	18	8		5
Office of Information Services	7		22	6
Committee Assistants	44			
Office Assistants/Session Staff	81			8
Webex Support Techs	16			
Control Room				15
Hot Swap Spares	10	5	5	5
Total	197	46	144	46

Total equipment identified:

197 Dell Latitude 7420 Laptops	349 Docking Stations
46 Dell Precision 3560 Laptops	552 24" Monitors
144 Dell Precision 3561 Laptops	405 Soundbars
46 Dell Precision 3450 Desktops	356 Secondary Laptop Power Supply

Request for Proposal:

KLOIS staff issued a Request For Proposal (RFP) for replacement staff laptop and desktop computers July 16, 2021. The RFP identified 35 technical requirements, and additional business requirements such as on-site, next day service, secure hard drive disposal, pricing, etc.

Two vendors responded to the RFP:

- Dell proposed the Precision 3560 laptop, Precision 3561 laptop, and Precision 3450 desktop.
- Lenovo proposed the Desktop TC M80s, Notebook ThinkPad L15 laptop, and Notebook ThinkPad T15p laptop.

In the initial review of vendor responses to the RFP, the Dell Precision 3560 and 3561 laptops and Precision 3450 desktop computer scored higher than the other devices by a significant margin. Demonstration units of the Dell devices were subsequently requested and evaluated by KLOIS technical staff, KLRD staff, and Office of the Revisor of Statutes staff. At this point the Latitude 7420 laptop computer was determined to be a better solution for several user communities based on the business requirements and lower cost.

The Procurement Negotiation Committee made the final recommendation based on the technical evaluation, pricing, and vendor support capabilities.

Technical Evaluation Recommendation Summary

Technical Evaluation Advisory Team: Steve Roach, Justin Torres, Michael Elzey, Joseph Wedeking, Andrew Pagel

Dell: Dell was the only vendor to submit a detailed response to the RFP. The Legislature has been using Dell desktop and laptop computers for the past three lease cycles. Dell's support model provides onsite repairs and historically has met or exceeded the Legislature's expectations. The team recommended the evaluated Dell computers.

Lenovo: The proposal submitted by Lenovo came with an explanation for its brevity but did not provide solutions to the requirements in the RFP. Detailed specification sheets of multiple computer models were included. The Legislature was invited to meet with Lenovo to finalize the technical specification in the requirements and obtain a final quote for the project. The traditional RFP scoring method could not be applied to this type of RFP response. Lenovo had been contacted prior to the release of the RFP.