



# Lake County Forest Preserves

General Offices  
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Libertyville, Illinois 60048  
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www.LCFPD.org

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**DATE:** February 2, 2026

**MEMO TO:** Sara Knizhnik, Chair  
Operations Committee

Gina Roberts, Chair  
Finance Committee

**FROM:** Mary E. Kann  
Director of Administration

**RECOMMENDATION:** Recommend approval of a Resolution awarding a Contract to Dell Marketing L.P., for purchase of a three-year license for Microsoft software products, in an amount not to exceed \$187,153.98.

**STRATEGIC DIRECTION SUPPORTED:** Organizational Sustainability

**FINANCIAL DATA:** The not-to-exceed contract price is payable in three annual installments of (assuming the not-to-exceed price) \$62,384.66 each over the three-year license term. Funding was approved as part of the adopted FY2026 budget in the IT Replacement Fund 91122400-709000.

**BACKGROUND:** The contract that would be approved by the attached resolution will provide the District with Microsoft Enterprise Licensing (used for full-time and part-time employees) and Cloud Solution Provider (CSP) Licensing (used for temporary employees), which includes Microsoft Operating Systems, Network Client Access Licenses, Office 365 products, Microsoft Endpoint Security Suite, Multi-Factor Authentication Services, and all upgrades (collectively, the "Products") for 235 full-time and approximately 242 seasonal/part-time users for a three-year license term.

Under the Governmental Joint Purchasing Act (30 ILCS 525/2), any governmental unit may purchase supplies or services jointly with other government agencies, provided that the price for the supplies or services being purchased were obtained through a competitive bidding or proposal process initiated by a government agency. OMNIA Partners, through Region 14 Education Service Center, conducted a competitive procurement process for Technology Solutions, Products, and Services, which included publication of a notice soliciting competitive proposals. OMNIA Partners evaluated the proposals received and awarded a contract to Dell Marketing L.P. (Contract #01-143), which includes the Products.

**REVIEW BY OTHERS:** Chief Operations Officer, Chief Information Officer, Director of Finance, Purchasing Manager, Manager of Board Operations, and Corporate Counsel.



**LAKE COUNTY FOREST PRESERVE DISTRICT  
LAKE COUNTY, ILLINOIS**

**A RESOLUTION AWARDING A CONTRACT TO DELL MARKETING L.P.  
FOR THE PURCHASE OF A THREE-YEAR LICENSE FOR  
MICROSOFT SOFTWARE PRODUCTS**

**WHEREAS**, the Lake County Forest Preserve District (the "District") desires to purchase a three-year license to use and periodically upgrade certain Microsoft systems and products, including Microsoft Operating Systems, Network Client Access Licenses, Office365 products, Microsoft Endpoint Security Suite, and Multi-Factor Authentication Services (the "Products"); and

**WHEREAS**, pursuant to the Illinois Governmental Joint Purchasing Act, 30 ILCS 525/1, et seq., any governmental unit may purchase personal property, supplies, and services jointly with one or more other governmental units if one of the governmental units has publicly advertised for, and received, competitive, sealed bids or proposals, and has awarded a contract for such personal property, supplies, and services to the lowest responsible bidder or the highest ranking proposer, all in accordance with such Act; and

**WHEREAS**, OMNIA Partners, through Region 14 Education Service Center, ("OMNIA") has publicly advertised for, and received, competitive proposals for the Products; and

**WHEREAS**, OMNIA awarded contract #01-143 to Dell Marketing L.P. for the Products (the "OMNIA Contract"), and the OMNIA Contract provides that other units of local government may also enter into contracts with Dell Marketing L.P., on the same terms as provided in the OMNIA Contract; and

**WHEREAS**, it is in the best interest of the District to award a contract for the Products to Dell Marketing L.P. on the same terms as provided in the OMNIA Partners Contract (the "Contract") in a total price of \$187,153.98;

**NOW, THEREFORE, BE IT RESOLVED** by the Board of Commissioners of the Lake County Forest Preserve District, Lake County, Illinois, **THAT**:

**Section 1: Recitals.** The recitals set forth above are incorporated as a part of this Resolution by this reference.

**Section 2: Award of Contract.** The proposal for the Products submitted by Dell Marketing L.P., in an amount not to exceed \$187,153.98 (the "Contract Price") is hereby accepted, and the Contract is hereby awarded to Dell Marketing L.P.

**Section 3: Execution of Contract:** The Executive Director of the District is hereby authorized and directed to execute the Contract in the amount of the Contract Price with Dell Marketing L.P.

**Section 4: Payments.** The District Treasurer shall make payments under the Contract only pursuant to and in accordance with the Contract terms.

**Section 5: Effective Date.** This Resolution shall be in full force and effect from and after its passage and approval in the manner provided by law.

PASSED this \_\_\_\_ day of \_\_\_\_\_, 2026.

AYES:

NAYS:

APPROVED this \_\_\_\_ day of \_\_\_\_\_, 2026.

\_\_\_\_\_  
Jessica Vealitzek, President  
Lake County Forest Preserve District

ATTEST:

\_\_\_\_\_  
Julie Gragnani, Secretary  
Lake County Forest Preserve District

Exhibit No. \_\_\_\_\_

## Tab 7 - Pricing Proposal

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Please submit price list electronically via our online Bonfire portal (pricing can be submitted as Discount off MSRP, cost plus, etc.). Products, services, warranties, etc. should be included in price list. Prices submitted will be used to establish the extent of a respondent's products and services (Tab 5) that are available and also establish pricing per item.

Price lists must contain the following:

- Product name and part number (include both manufacturer part number and respondent part number if different from manufacturers).
- Description
- Vendor's List Price
- Percent Discount to NCPA participating entities

### Dell Response

Dell maintains a Retail Price list online located at:

<http://ftpbox.us.dell.com/slq/weekly/dellpricereport.pdf>

The Price List is updated weekly, is available for download from this site in lieu of hard copy distribution and excludes promotional offers. Systems configured and discounted by your Dell's Sales Representatives or through on-line stores and Premier Pages, are based upon then-current retail pricing and exclude promotional offers.

Changes to retail prices are subject to Dell's discretion and generally take effect immediately, allowing us to provide price decreases and to introduce new products without waiting for a formal price list to be updated. Product Classifications and Categories may be changed by Dell without notice.

Not To Exceed Pricing

- NCPA requests pricing be submitted as "not to exceed pricing" for any participating entity.
- The awarded vendor can adjust submitted pricing lower but cannot exceed original pricing submitted for solicitation.
- NCPA requests that vendor honor lower pricing for similar size and scope purchases to other members.

### Dell Response

Dell will provide the minimum discounts for the offers described in the Discount Category Matrix on the following page. The discounts are applied to Dell's then current Manufacturer Suggested Retail Pricing (MSRP) and Dell reserves the right to change the MSRP (which would also change the discounted selling price) at any time to apply to future orders. Regardless of the Category in which they may be sold, Dell shall not be obligated to provide any discounts with respect to APEX-branded products or offerings.

| Product Categories    | Product Category Classifications  | Proposed Discounts  |
|-----------------------|---|---------------------|
| <b>Category A</b>     | Dell Storage OEM, Fixed Workstations, Latitude, Mobile Workstations, OptiPlex (includes Thin Client), PowerEdge Servers, Software - Server and Other, Software - Storage, Cloud Client, Customer Kits (including some non-tied Monitors), Educational Chrome, Internet of Things (IOT)  | 15.00%              |
| <b>Category A</b>     | Consumer Chrome, Cloud Products only  | 3.00%               |
| <b>Category F</b>     | Dell Branded Printer Accessories, Parts, and Toner  | 1.50%               |
| <b>Category H</b>     | BTX, Prebuilt – Ready to Ship Systems   | 5.00%               |
| <b>Category M</b>     | 3 <sup>rd</sup> Party Software & Peripherals – Mainstream Products Third Party  | 3.00%               |
| <b>Category R</b>     | CFI/Configuration Services; Selected Services   | 0.50%               |
| <b>Category S</b>     | Alienware Notebooks, Converged Infrastructure, Data Protection Appliance, Data Protection Software, Data Security Solutions, Dell Networking, Dell Storage PS, Dell Storage SC, Dell EMC, Displays, Hyper Converged Infrastructure, OEM Networking, Personal Notebooks, Projectors/Monitors/Other Electronics, Storage Entry, Storage High End, Storage Integrated Offer, Storage Mid-Range, Storage Unstructured, Tablets, Vostro Notebooks, XPS Notebooks | 3.00%               |
| <b>Category U</b>     | Spare Parts   | 0.00%               |
| <b>Category V</b>     | System components with discounts that vary based upon the system in which the item is installed   | Varies Per Base SKU |
| <b>Category X</b>     | Third Party – Non-Discountable except where contractually required  | 3.00%               |
| <b>Category Z</b>     | Alienware Desktops, Personal Desktops, Vostro Desktops, XPS Desktops, Services - i.e., System Tied and Non-Tied (POS and APOS), Deployment, VSOE, and Custom  | 0.50%               |
| <b>Category Z1</b>    | Services - i.e., System Tied and Non-Tied, POS and APOS   | 0.50%               |
| <b>Category ZS</b>    | Services - i.e., System Tied and Non-Tied, POS and APOS   | 0.50%               |
| <b>Not Applicable</b> | APEX Branded Solutions (Including Flex OnDemand where applicable)   | 0.00%               |

### Pricing Notes:

Dell maintains a Retail Price list online located at: <http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf>. The Price List is updated weekly, is available for download from this site in lieu of hard copy distribution and excludes promotional offers. Systems configured and discounted by your Dell's Sales Representatives or through on-line stores and Premier Pages, are based upon then-current retail pricing and exclude promotional offers.

Changes to retail prices are subject to Dell's discretion and generally take effect immediately, allowing us to provide price decreases and to introduce new products without waiting for a formal price list to be updated. Product Classifications and Categories may be changed by Dell without notice. Where a Dell-branded product is comprised of both hardware and services, the resulting Discount Off List percentage will reflect a blend of the contract discounts associated with the hardware and tied services components of that product.

Where Dell sells third-party products on a "discount-off-list" basis and does not receive a list price from the manufacturer, Dell assigns a list price. Prices for custom services are agreed to through a separate Statement of Work and not included in the proposed prices herein. Where "discount off list", "cost plus", or "cost minus" calculations are used to determine pricing, Dell's standard discount product category list, product category or classification assignment for a particular product is subject to change by Dell and could affect pricing of that product.

Pricing, if included, may be subject to change in the event of an industry wide material constraint or shortages, including but not limited to memory, or other manufacturing materials or components, or due to other factors beyond Dell Technologies' reasonable control. Products may be discontinued or revised (including components thereto) at any time without notice. Should the initial proposed product(s) be discontinued before the replacement product(s) reach price parity with initial product(s), Dell Technologies reserves the right to re-negotiate pricing. For global proposals utilizing Dell Technologies' currency exchange hedge rates, rates are updated quarterly and only valid for the current quarter from the proposal submission date.

**MARKETPLACE TODAY**

For advertising information: 1-800-727-0002 www.usatoday.com/mkt

To view more Classified listings, visit classifieds.usatoday.com

**NOTICED**

**FRANK'S NOTICE**

**Notice to Bidders**

Frank's Notice to Bidder's on behalf of National Computer Purchasing Alliance (NCPA) and please refer to it as "Notice to Bidder" to all bidders. By this Notice, it is hereby proposed to be an Master Agreement for:

- Supply Management Systems - Master Health 89.02
- Installation of Service L30 Supplies 89.02
- Service and Maintenance Management 89.02
- Information Systems Management 89.02
- ITIL, ITSM, SCRM and Other Strategic Project Management Services 89.02
- Managed Cloud Support, Remote Services, Time & Billing Management, and Strategic Outsourcing Technology Services and Services Support 89.02
- IT Security and Data Protection Services 89.02
- 24x7 Onsite Contact Program 89.02
- Public Government Software Equipment 89.02
- Hardware and Software Support 89.02
- Strategic Management Consulting Services 89.02
- Training Services, Products and Services 89.02
- Retail and Wholesaler Distribution Software and Equipment 89.02

On Thursday October 13, 2022 at 2:00 pm CT

The process will be completed on Friday at 10:00 am EST. The address for the bid is: [frank@ncpa.com](mailto:frank@ncpa.com)

To request a copy of the RFP, please visit [www.ncpa.com](http://www.ncpa.com)

**NCPA**

To advertise in USA TODAY, call (800) 727-0002

**PUBLIC NOTICE**

Sourwell, a State of Minnesota local government and unit of local cooperation, is requesting proposals for **Cloud Communications and Contact Center Solutions** to assist in accelerating initiatives for one of its Participating Entities. Successful participating entities include: Municipal, State government, higher education, K-12 education, nonprofit, local government, and other public agencies located in the United States and Canada.

A RFP of the Request for Proposals can be found on the Sourwell Procurement Portal [www.sourwell.com/rfp](http://www.sourwell.com/rfp). Only proposals submitted through the Sourwell Procurement Portal will be considered.

Proposals are due no later than **December 1, 2022, at 4:00pm Eastern Time**, and late proposals will not be considered.

The **Integrated Purchasing System (IPS)** has posted procurement solicitations in general categories for the following categories:

- **20240 Heavy Duty Equipment**
- **202400 Automobile and other Motorized On-Highway Equipment and Original Equipment (OEM) Parts with JOC**
- **20240000 Computer, Software and Server (and Cloud) Services**

Proposals are due and will be opened on **November 17, 2022 at 10:00 pm EST**. Call [855-854-8877](tel:855-854-8877) for questions with website or questions.

**202404 Commissioning and Testing Services for Firefighting Equipment**

Proposals are due and will be opened on **November 15, 2022 at 2:00 pm local time**. Call [855-854-8877](tel:855-854-8877) for questions with website or questions.

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Scheduled certification seminar: November 26, 30 & December 1, 2022 in Chattanooga, TN Area.

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