



DATE: February 2, 2026

MEMO TO: Sara Knizhnik, Chair
Operations Committee

Agenda Item # 114

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

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
Category A	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%
Category A	Consumer Chrome, Cloud Products only	3.00%
Category F	Dell Branded Printer Accessories, Parts, and Toner	1.50%
Category H	BTX, Prebuilt – Ready to Ship Systems	5.00%
Category M	3 rd Party Software & Peripherals – Mainstream Products Third Party	3.00%
Category R	CFI/Configuration Services; Selected Services	0.50%
Category S	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%
Category U	Spare Parts	0.00%
Category V	System components with discounts that vary based upon the system in which the item is installed	Varies Per Base SKU
Category X	Third Party – Non-Discountable except where contractually required	3.00%
Category Z	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%
Category Z1	Services - i.e., System Tied and Non-Tied, POS and APOS	0.50%
Category ZS	Services - i.e., System Tied and Non-Tied, POS and APOS	0.50%
Not Applicable	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: 1-800-927-5272, www.usatoday.com/mkt

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

NOTICE

PUBLIC NOTICE

Notice to Bidders

Notice is hereby given that the State of Missouri will accept bids for the following items:

- Digital Workflow System - 10 units
- Evaluation of General Liability Insurance
- Insurance Cost Review and Contract Management System
- IT Audit, Risk, PCI and Other Lifestyle Program Management System
- Upgrade of State Personnel System
- Job Order Contract System
- Policy Administration System
- Insurance and Contracting System
- Job Order Contract System
- Policy Administration System
- Insurance and Contracting System

For more information, please visit www.missouri.gov

PUBLIC NOTICE

Sealed bids will be received by the Missouri State Office of Procurement and Contract Administration for the following items:

- 2011 Heavy Duty Equipment
- 2011 Heavy Duty Equipment
- 2011 Heavy Duty Equipment

For more information, please visit www.missouri.gov

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MARKETPLACE

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