

CITY OF KEENE

R-2003-26

Three

In the Year of Our Lord Two Thousand and

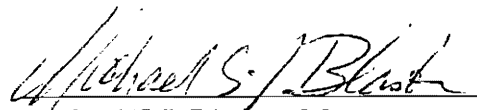
A RESOLUTION Relating to Special Equipment Purchase Standardization

Resolved by the City Council of the City of Keene, as follows:

WHEREAS: There are certain items of equipment regularly purchased by the City that need to be compatible with each other, need regular stocking of compatible replacement parts, and need reliable factory maintenance, and

WHEREAS: City Ordinance Sec. 2-1336 provides that the normal purchasing requirements may be waived where it is deemed inadvisable to solicit bids because of a single source of supply or because of the need of standardization of materials, supplies, equipment or services.

NOW, THEREFORE, BE IT RESOLVED by the Council of the City of Keene that the Council hereby waives any City purchasing requirements to the contrary and authorizes the standardization of HP Desktop and Portable Computers and Microsoft Office Software, as long as City staff is aware that the prices being paid by the City are competitive with the prices being charged by those companies to other municipalities and competitive in general with similar products from other companies.


Michael E.J. Blastos, Mayor

PASSED December 18, 2003

A true copy; attest:


City Clerk

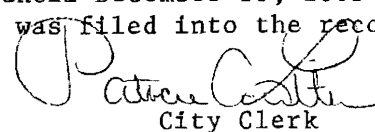
City of Keene
New Hampshire

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December 11, 2003

In City Council December 18, 2003
The report was filed into the record

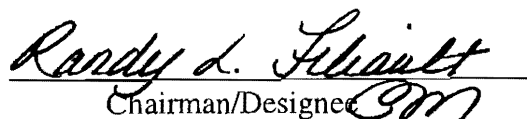
TO: Mayor and City Council


City Clerk

FROM: Finance, Organization and Personnel Committee

SUBJECT: **MEMORANDUM & RESOLUTION: IMS Director – Computer Equipment Standardization**

On a 5-0 vote, the Finance, Organization and Personnel Committee recommends the adoption of Resolution R-2003-26 relating to computer equipment purchase standardization..


Chairman/Designer

Background Notes:

IMS Director, Rebecca Landry, addressed the Committee again and stated that a couple of months ago the Department had come before the Committee and asked for a temporary suspension of the computer purchasing standards so that the Department could have an opportunity to perform a competitive analysis. This was done, and staff is recommending that HP be the provider for City-standard computer equipment.

Councilor Coates asked whether this partnership would mean that the City would now have to change all its computers and infrastructure that it has in place to meet those standards. Ms. Landry stated that when the equipment is due for replacement, it would be replaced with HP at that time.

Councilor Farrar stated that it is his impression that the Director was always sold on Gateway products and asked whether what was being proposed is going to be Compaq. Ms. Landry stated that the Department is at the present time concentrating just on HP equipment. She further stated that the references she has received on HP from other municipalities and schools have been extremely positive.

Councilor Farrar stated that he would leave the ultimate decision up to Ms. Landry, but wanted confirmation as to whether the City would be getting Compaq or HP systems. Ms. Landry confirmed that the City's computer standard would become HP systems

with the adoption of the Resolution. She also noted that she understood that Compaq systems were being phased out with the exception of thin clients.

Chair Filiault stated that Ms. Landry has more expertise in the computer field than he does; however, it was not too long ago he heard praise for Gateway products.

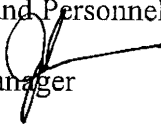
Councilor DiBernardo stated that Ms. Landry had indicated that HP has more benefit to the City and asked what this advantage was. Ms. Landry stated that one advantage is that the City can use a local retailer, which was something the City did not have with Gateway.


City of Keene
New Hampshire

I M S D E P A R T M E N T

DATE: December 9, 2003

TO: Finance, Organization and Personnel Committee

THROUGH: John MacLean, City Manager 

FROM: Rebecca Landry, IMS Director 

RE: Adoption of Resolution R-2003-26 (attached)

Recommendation:

That Resolution R-2003-26 relating to computer equipment purchase standardization be adopted.

Background:

Since 1996, Resolution R-96-27 has been in place and has required that all computer equipment be purchased from a single provider. Until now, that provider has been Gateway. IMS staff, with the participation of the Technical Liaisons, have taken the opportunity to review current and future organizational computing needs and have conducted a competitive review process. The objective of this process was to determine which computer equipment provider is best able to meet the organizational computing needs into the long term.

IMS Department staff and Technical Liaisons representing multiple City departments have attended a number of computer equipment demonstrations in the past month. In-person demonstrations were performed by representatives of Toshiba, Gateway, HP and Acer, and information was also submitted by Dell. The demonstrations were very helpful, and have enabled staff to make the recommendation that HP be the provider of City-standard computer equipment. This decision is based on the following criteria.

- **Choice** – HP offers a very broad product line and can easily meet different department and user computing needs based on job function, from thin clients to thick clients, laptops to tablets.
- **Affordability** – HP is able to offer significantly low pricing as required by the “Western States Contracting Alliance” (WSCA), which the City of Keene is a member of. HP is also one of few providers who can sell computers without a Microsoft Operating System (with Linux as an alternative), which improves the affordability of the computer systems for clients with environments do not require the Windows Operating System. The City is in a good position to take advantage of this opportunity to proceed with the Microsoft exit strategy which is focused in improving total cost of ownership.

- **Industry Standards** – HP incorporates the latest industry standards in their systems and can be relied upon to provide the organization with current technology at competitive prices.
- **Experience** – HP has been in the computer business for many years and has also maintained the same sales and engineering personnel in New Hampshire for at least five years. They are a proven provider of computer equipment and are dedicated to their customers for the long term. There is very little risk that this provider will either terminate business or be unable to support the City computing needs into the long term.
- **Partnerships** – HP has established partnerships with local resellers (such as PC Connection, for example) which can be beneficial for the ongoing support and maintenance of computer systems. This may prove to be a significant improvement over the current situation which requires that support and maintenance come directly from the manufacturer.
- **Support** – Knowledgeable representatives are available to come to Keene should it be necessary to discuss organizational computing and support needs.

With this information, HP is clearly the organization most capable of meeting the City of Keene's unique computing needs into the long term. HP solutions are innovative and affordable, and will meet staff computing needs whether they be at the desktop or in the field. Therefore, R-2003-26 (attached) has been drafted to enable IMS Department staff to make future computer purchases from HP.