

**DEPARTMENTAL INPUT  
CONTRACT/PROJECT MEASURE ANALYSIS AND RECOMMENDATION**

Rev 1

<input type="checkbox"/> <u>New contract</u>	<input type="checkbox"/> <u>OTR</u>	<input type="checkbox"/> <u>CO</u>	<input type="checkbox"/> <u>SS</u>	<input type="checkbox"/> <u>BW</u>	<input type="checkbox"/> <u>Emergency</u>	<b>Previous Contract/Project No.</b> 130733
<input type="checkbox"/> <u>Re-Bid</u>	<input checked="" type="checkbox"/> <u>Other (Government Access)</u>	LIVING WAGE APPLIES: __YES __X_NO				

Requisition/Project No: RQET1600009 TERM OF CONTRACT: 1 year with    one-year options-to-renew (August 1, 2012 - July 31, 2017)

Requisition/Project Title: Contract No. 120471 - Panasonic Solutions

Description: Miami-Dade County Information Technology Department (ITD) is requesting to access the National Intergovernmental Purchasing Alliance contract N-IPA Contract No. 120471 entitled Panasonic Solutions. ITD requires usage of the Panasonic Toughbook, rugged and semi-rugged laptops. These laptops are used by the Police and Fire departments, Water and Sewer field technicians, RER Code Inspectors and other field personnel that must work in a harsh uneven work environment with their laptops where the probabilities of dropping and damaging the laptop is greatly increased.

User Department(s): ITD

Issuing Department: ISD Contact Person: Margaret Brown Phone: 305-375-4914

Estimated Cost: \$ 1,764,000.00 Funding Source: Various (Proprietary, Internal Revenue & Grant funds) REVENUE GENERATING:   

**ANALYSIS**

Commodity/Service No: <u>205</u>		SIC: <u>  </u>	
<b>Trade/Commodity/Service Opportunities</b>			
Contract/Project History of Previous Purchases For Previous Three (3) Years Check Here <u>  </u> if this is a New Contract/Purchase with no Previous History			
	<u>EXISTING</u>	<u>2<sup>ND</sup> YEAR</u>	<u>3<sup>RD</sup> YEAR</u>
Contractor:	<u>Panasonic Corp</u>		
Small Business Enterprise:			
Contract Value:	<u>\$1,764,000.00</u>		
Comments:			
Continued on another page (s): <u>  </u> Yes <u>  </u> X <u>  </u> No			

**RECOMMENDATIONS**

SBE	Set-Aside	Sub-Contractor Goal	Bid Preference	Selection Factor
		%		
		%		
		%		
		%		

Basis of Recommendation:

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Signed: Margaret Brown

Date to SBD: March 9, 2016

Date Returned to PM:

# CONTRACT SUMMARY

**Action:** ACCESSING N-IPA Contract# 120471, PANASONIC SOLUTIONS

**Requisition No.:** RQET1600009

**Committee/Committee Date:** May, 2016

\* DPM internal Processing due date: April, 1, 2016

**Projected BCC Date:** June, 2016

**Purpose of the Acquisition:** Miami-Dade County Information Technology Department (ITD) is requesting to access the National Intergovernmental Purchasing Alliance contract N-IPA Contract No. 120471 entitled Panasonic Solutions. ITD requires usage of the Panasonic Toughbook, rugged and semi-rugged laptops to services various County departments.

**Recommended Vendor:** PANASONIC CORPORATION OF NORTH AMERICA and Authorized

Resellers:

- ARC
- CDW-G
- GovDirect
- Insight
- LEHR
- MCT
- PCS Mobile
- SiteSecure
- Turn-Key Mobile
- Universal Protection Security Systems (UPSS)

**Contract Term:** August 1, 2012 - July 31, 2017

**Contract Amount:** \$ 1,764,000 -

Aviation	\$150,000
WASD	\$964,000
MDPD	\$500,000
ITD	\$150,000

## **Background:**

Miami-Dade County Information Technology Department (ITD) requires usage of the Panasonic Toughbook, rugged and semi-rugged laptops for various County departments. These laptops are used by the Police and Fire departments, Water and Sewer field technicians, RER Code Inspectors and other field personnel that must work in a harsh uneven work environment with their laptops where the probabilities of dropping and damaging the laptop in greatly increased. These contracts were previously purchased off the now expired N-IPA Contract No. 130733. Contract No. 120471 is the replacement contract.

ITD oversees the acquisition of these laptops and is requesting to access the National Intergovernmental Purchasing Alliance contract N-IPA Contract No. 120471 entitled Panasonic Solutions, to use on an as needed basis. This contract was competitively solicited and awarded to public agencies nationwide via the City of Tucson, AZ. National IPA works with public and nonprofit agencies, who as Principal Procurement Agencies competitively solicit national contracts for aggregated use. National IPA leverages purchasing volume of participating public agencies across the country in order to receive larger volume discounts from suppliers. The discount from Panasonic for these laptops is at 16%. Panasonic utilizes authorized resellers (listed below).

**Market Research:**

Various pricing was found in the market, depending on what comes with the laptop ranging from \$1905 - \$2309 on the Semi-Rugged models. Panasonic pricing on the N-IPA contract for this model ranges from \$1409 - \$4159 on these models. This cooperative strategy offers lower costs, plus time and resource savings to participating agencies.

**Recommendation:**

It is recommended that the County allow ITD to utilize this contract for optimum pricing. It is also recommended that ITD solicit quotes among the resellers to further guarantee competitive pricing.

*Margaret Brown*  
*Officer/Associate*

*March 9, 2016*  
*Date*

**INTERNAL SERVICES DEPARTMENT – PROCUREMENT MANAGEMENT SERVICES**

**ACCESS OF OTHER ENTITY CONTRACT JUSTIFICATION**

Department: ITD                      Requisition Number: \_\_\_\_\_                      Estimated Value of Access: \_\_\_\_\_

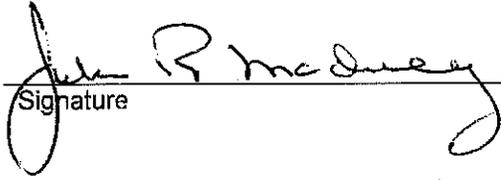
Entity Contract Information	
Entity Name: <u>National Intergovernmental Purchasing Alliance</u>	Contract Award Value: _____
Contract Number: <u>120471</u>	Contract Title: <u>Panasonic Toughbooks</u>
Solicitation Type: <u>RFP</u>	Awarded Vendor(s): <u>Various See Attached</u>
Contract Start Date: <u>8/1/2012</u>	Contract End Date: <u>7/31/2017</u>
Renewals Available? <u>None</u>	How Many? _____

Scope of Services Comparison
<p><b>Instructions:</b> Use the space below to compare the end-user's scope to the target contract's scope of services. The comparison must be made on a line item by line item basis. Please indicate the section and/or page number where the requirement can be found on the target contract. Add or remove lines as necessary.</p>

Item #	Department's Scope Requirements	Target Contract's Scope/Section
	<p>ITD is requesting this contract for the acquisition of ruggedized or semi-ruggedized Panasonic laptops. These laptops sold under the Toughbook brand are used by Police, Fire, Water &amp; Sewer field technicians, RER Code Inspectors and other Field Personnel that must work in a harsh uneven work environment with their laptops where the probabilities of dropping and damaging the laptop in greatly increased. The contract will be used mostly to replace existing equipment or to equip new employees that may require ruggedized or semi-ruggedized laptops based on their work duties.</p> <p>The Panasonic Toughbook award is listed under the Panasonic Business Solution Section of the Master NationalIPA Contract and was awarded as N-IPA Contract 120471. The contract was awarded to Panasonic but they will distribute the Toughbooks though a multi-reseller network listed on the contract.</p> <p>ITD will be requesting an allocation of \$1.764 million for the period of 2/1/2016 thru 7/31/2017. These funds will be distributed as follows:</p> <ul style="list-style-type: none"> <li>• Aviation                                      \$150,000</li> <li>• WASD    \$964,000</li> <li>• MDPD    \$500,000</li> <li>• ITD    \$150,000</li> </ul>	

**Note: Please attach the following documents:**

- Issuing Entity's Tally/Evaluation Results
- Contract's Advertisement & Distribution Information
- Contract/ ITB Being Accessed
- Award Sheet/Award Information
- Vendor Proposals

  
Signature

2/3/10  
Date