

# Agenda Report

June 2, 2014

**TO:** Honorable Mayor and City Council

**FROM:** Department of Information Technology

**SUBJECT:** AUTHORIZATION TO ENTER INTO A PURCHASE ORDER CONTRACT WITH EN POINTE TECHNOLOGIES SALES, INC. FOR CITRIX, VMWARE AND APPSENSE SOFTWARE LICENSING FOR THE CITY'S VIRTUAL DESKTOP INFRASTRUCTURE ENVIRONMENT

## **RECOMMENDATION:**

It is recommended that the City Council:

1. Find that the following proposed action is exempt from the California Environmental Quality Act ("CEQA") pursuant to State CEQA Guidelines Section 15061 (b)(3); general rule; and
2. Accept the bid dated May 20, 2014 submitted by En Pointe Technologies Sales, Inc. in response to the specifications to furnish Citrix, VMware and AppSense software licensing, reject all other bids received, and authorize the issuance of a purchase order contract in an amount not to exceed \$110,316.

## **BACKGROUND:**

In January 2012, the Department of Information Technology (DoIT) established the Desktop Replacement Program to replace aging equipment with both physical and virtual desktop computers. Over the first 26 months of the program, a total of 751 devices (346 physical, 405 virtual) have been replaced.

Virtual desktop computers, unlike conventional desktop computers, are hosted from the City's data center using powerful servers supporting the computing needs of multiple employees simultaneously. Virtual desktop technology helps to lower equipment replacement costs and enables DoIT system administrators to manage desktops and applications more efficiently from a central location.

Software licenses are required for each City employee to use a virtual desktop computer. The City is currently licensed for 486 virtual desktop computers, as specified

and provided by Entysis Solutions, Inc. through the original project implementation (approved by City Council in FY2012). As the Desktop Replacement Program continues and the number of virtual desktop computers increases, additional Citrix, VMware and AppSense software licenses will be needed. In response to the increase, DoIT prepared the specifications to purchase additional software licenses that will increase the number of virtual desktop computers available up to 800.

In accordance with Section 4.08.070 of the Pasadena Municipal Code, bids have been requested and received. The project was advertised in the *Pasadena Journal* on May 8, 2014. In addition, the Notice Inviting Bids was published on the City's website. The bid specifications were downloaded by 16 vendors, 8 of whom submitted bids for the project.

Following advertising, 8 responsive bids were received on May 20, 2014, and are as follows:

<u>Bidder</u>	<u>Headquarters</u>	<u>Total Cost</u>
1. En Pointe Technologies Sales, Inc.	Gardena, CA	\$110,316
2. Patriot IT Corporation	San Francisco, CA	\$111,466
3. The Kanavel Group	San Jose, CA	\$112,901
4. New Tech Solutions	Fremont, CA	\$112,993
5. CCT Technologies, Inc.	San Jose, CA	\$113,767
6. Aprisa Technology, LLC	Roslyn, NY	\$120,006
7. Howard Technology Solutions	Laurel, MS	\$126,549
8. Alliance Integrated Technology, LLC	Pasadena, CA	\$134,137

En Pointe Technologies Sales, Inc. was the lowest responsive bidder that met all requirements of the specifications and is recommended to receive the purchase order contract award. Staff recommends that City Council authorize a purchase order contract to En Pointe Technologies Sales, Inc. in an amount not to exceed \$110,316 for the required Citrix, VMware and AppSense software licensing.

The proposed contract complies with the Competitive Bidding and Purchasing Ordinance P.M.C.4.08 and the rules and regulations promulgated thereunder.

**COUNCIL POLICY CONSIDERATION:**

This purchase order contract with En Pointe Technologies Sales, Inc. promotes the City Council's three-year goal to improve, maintain and enhance public facilities and infrastructure by providing a high quality of public service, which adds to the quality of life in the City and increases its attractiveness through more efficient management of resources.

**ENVIRONMENTAL ANALYSIS:**

The proposed purchase order contract is exempt from the California Environmental Quality Act (CEQA) per section 15061 (b)(3), the General Rule. The General Rule can be applied when it can be seen with certainty that the activity will not have a significant effect on the environment. The proposed action is for the purchase of software licensing and will not result in any new development or physical changes.

**FISCAL IMPACT:**

The cost of this action will be \$110,316. Funding for this action will be addressed by the utilization of existing budgeted appropriations in the Desktop Replacement Program operations account (8109-501-392600). It is anticipated that the entire amount of \$110,316 will be spent during the current fiscal year. This action includes the purchase of the first year of license maintenance and support. In future years, license maintenance and support costs estimated at \$13,000 annually, will be addressed by the utilization of budgeted appropriations in the Desktop Replacement Program account (8114-501-392600). There are no anticipated impacts to other operational programs or capital projects as a result of this action.


The following table represents a contract summary.

Software Licensing Costs	\$ 110,316
<b>Total Fiscal Impact</b>	<b>\$ 110,316</b>

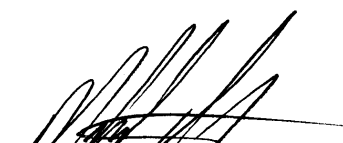
Respectfully submitted,

  
PHILLIP LECLAIR  
Chief Information Officer  
Department of Information Technology

Prepared by:

  
Victor J. Caruso, Jr.  
Information Technology Analyst III

Approved by:

  
MICHAEL J. BECK  
City Manager

Attachment A: Taxpayer Protection Amendment Form

## TAXPAYER PROTECTION AMENDMENT

Under the provisions of the City of Pasadena Taxpayer Protection Amendment ("Taxpayer Protection Act"), the Contractor/Organization will be considered a "recipient of a public benefit." The full provisions of the Taxpayer Protection Act are set forth in Pasadena City Charter, Article XVII. Under the Taxpayer Protection Act, City public officials who approve this Contract are prohibited from receiving gifts, campaign contributions or employment from Contractor for a specified time. This prohibition extends to individuals and entities that are specified and identified in the Taxpayer Protection Act and includes Contractor/Organization and its trustees, directors, partners, corporate officers and those with more than a 10% equity, participation, or revenue interest in Contractor/Organization. Contractor/Organization understands and agrees that: (A) Contractor/Organization is aware of the Taxpayer Protection Act; (B) Contractor/Organization will complete and return the forms provided by the City in order to identify all of the recipients of a public benefit specified in the Taxpayer Protection Act; and (C) Contractor/Organization will not make any prohibited gift, campaign contribution or offer of employment to any public official who approved this Contract.

**Disclosure Pursuant to the  
City of Pasadena Taxpayer Protection Amendment  
Pasadena City Charter, Article XVII**

Contractor/Organization hereby discloses its trustees, directors, partners, officers, and those with more than 10% equity, participation, or revenue interest in Contractor/Organization, as follows:

*(If printing, please print legibly. Use additional sheets as necessary.)*

<b>1. Contractor/Organization Name:</b> En Pointe Technologies Sales Inc.
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<b>2. Type of Entity:</b> <input checked="" type="checkbox"/> non-government <input type="checkbox"/> nonprofit 501(c)(3), (4), or (6)
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<b>3. Name(s) of trustees, directors, partners, officers of Contractor/Organization:</b>
BoB Din, Chairman and CEO
Michael Rapp, President
Shahzad Munawwar, CIO / Sr. Vice President Operations and IT
Javed Latif, Chief Financial Officer (CFO) & SVP
Bob Mercer, Sr. Vice President of Finance.

<b>4. Names of those with more than a 10% equity, participation or revenue interest in Contractor/Organization:</b>
En Pointe Technologies Sales Inc. is 100% owned by En Pointe Technologies Inc.

Prepared by:           Ghulam Mustafa          

Title:           Government Inside Account Manager          

Phone:           310-337-5200X2734          

Date:           05.27.2014