

**DETERMINATION AND FINDINGS
FOR A
SOLE SOURCE PROCURMENT**

AGENCY: District of Columbia Public Schools, Office of Chief Operating Officer

CAPTION: Windows 10 Migration – Engineering, Application and Hardware Discovery and Analysis

PROPOSED CONTRACTOR: Dell Computer Corporation – Dell Marketing LP

CONTRACT NO.: N/A

FINDINGS

1. AUTHORIZATION:

D.C. Official Codes: § 2-354.04, 27 DCMR, Sections 1304 and 1701

2. MINIMUM NEED:

The District of Columbia Public Schools (DCPS) Office of Chief Operating Officer (OCOO) has an immediate need for a Contractor to provide for the conceptualization, organization, asset inventory and back end engineer to deploy Windows 10 to first Central Office and then to the remaining population of DCPS.

The DCPS aims to have the entire system upgraded to Windows 10 to manage renewals more effectively. The work will be completed in two parts:

1. An application inventory and analysis the results to allow for better management of DCPS' application portfolio, and
2. The software engineering necessary to virtually deploy Windows 10 to all DCPS user.

3. ESTIMATED REASONABLE PRICE:

The estimated fair and reasonable price is \$182,275.00 from date of award to September 30, 2016.

4. FACTS WHICH JUSTIFY SOLE SOURCE PROCUREMENT:

I. Background and history of this vendor with DCPS

- Dell has a long and established relationship with DCPS. As an industry leader with proven, robust and quality controlled Windows 10 designers, build and deployment methodologies and processes, the delivery of this engagement will be quick, seamless, and efficient.
- Dell Marketing LP possesses awareness and knowledge of DCPS mission with regards to future technologies enhancements and incentives, and has existing relationships and staff to administer these technology enhancements.

- 90% of the hardware in DCPS, as we know currently to be Dell Models. As such they not only have distinct and intimate experience with the product lines but also have a long history working with DCPS to deploy computers, provide inventory and liaison with different offices and schools.
- The Microsoft affirmed that it will be working with Dell Marketing LP as a “Sole Provider” for this Microsoft Windows 10 Upgrade initiative due to the fact the District of Columbia Public School’s fleet is 90% Dell devices.
- During the course of contractual relationship, Dell Marketing LP and its representatives, account managers project managers have constantly exceeded the DCPS expectation. DCPS benefitted from Dell’s knowledge based planning and execution during all phases of contract.
- DCPS uses professional services to support devices and products we are currently using, Microsoft representative informed DCPS that Solution Deployment Funding Program for Education Entities was available through their partner, which Microsoft identified as Dell Marketing LP.
- The most advantageous factor of the Microsoft Solution Deployment Funding Program for Education Entities is the saving component in which each partner will pay 1/3 of the Windows 10 Migration as depicted below.
- Discounted Funding Breakdown:
Application and Hardware Discovery and Analysis
USD \$63,320

Windows 10 Deployment Engineering Service

Item Value	
Total Services Value	USD \$155,635
Less Dell/Microsoft Funding	USD \$50,000
Less Dell/Microsoft Funding	USD \$50,000
Total Services Cost to Customer	USD \$55,635

II. Vendor’s Unique Qualifications

- The company is well known for its innovations in [supply chain management](#) and [electronic commerce](#), particularly its direct-sales model and its "build-to-order" or "configure to order" approach to manufacturing—delivering individual PCs configured to customer specifications.
- Dell’s long standing contractual relationship with DCPS provides unique awareness of DCPS mission and need to position itself on meeting the future IT requirements.
- In near future DCPS plans to host the Microsoft Licensing Contract t removing this from the OCTO MOU and needs to fully understand the specifications of computers in the DCP portfolio for quick and easy deployment of upgrades and maintenance.

- As Microsoft launches new operating systems, support and virus protection, DCPS will be in position to take advantage new phase-ins and patches to ensure that the network is safe from intrusions.

III. Adverse impact of not choosing this vendor or completing this project

If Dell Corporation is not retained as a vendor, DCPS will not reap the 1) \$50,000 partnership contribution from Microsoft Corporation, 2) will not obtain Deployment Services to enhance the benefits of Microsoft technology in its environment, 3) long standing business relationship, and 4) services of a very well-known company, such as Dell with commitment to excellent performance on serving DCPS will be lost.

To the best of our knowledge, for range of services to start and complete the Windows 10 migration throughout the DCPS as shown above, DCPS will save on funding while acquiring a services of one of the well-known software/hardware company, Dell Marketing LP.

5. Will the purchase limit the ability of other vendors to compete on future purchases such as supplies, upgrades or replacements?

No.

6. CERTIFICATION BY PROGRAM DIRECTOR:

I hereby certify that the above findings are true, correct and complete.

Date

Office of the Chief Operating Officer

DETERMINATION

Based on the above certified findings and in accordance with the cited authority, I hereby determine that it is not feasible or practical to invoke the competitive bidding process under Section 402 or 403 of the District of Columbia Procurement Practices Reform Act of 2010 (D.C. Law 18-371; D.C. Official Code § 2-354.04) and 27 DCMR 1304 and 1701. Accordingly, I determine that the District is justified in using the sole source method of procurement.

Date

Contracting Officer