



# Fayette COUNTY

"WHERE QUALITY IS A LIFESTYLE"

**PURCHASING DEPARTMENT**  
140 STONEWALL AVENUE WEST, STE 204  
FAYETTEVILLE, GEORGIA 30214  
PHONE: 770-305-5420  
www.fayettecountyga.gov

To: Steve Rapson  
From: Ted L. Burgess *TLB*  
Date: April 12, 2016  
Subject: Requisition #650: Cisco Server & Storage System

The Information Technology Department (I.T.) reports that its mission-critical infrastructure includes IBM server and storage systems. The IBM equipment is approaching end-of-life, and must be replaced.

I.T. reports that the best long-term solution would be to purchase a Cisco server and storage system. The county owns and uses Cisco infrastructure switches and routers. They explain that use of servers and information storage from the same manufacturer would offer a number of advantages:

1. Use of a single vendor's technology to manage the server, storage, and switching environment mitigates risks associated with complex systems.
2. ITIL (a set of practices that creates a framework designed to standardize the selection, planning, delivery, & support of I.T. services) recommends this type of practice.
3. Ensuring vendor compatibility minimizes downtime, increases performance, strengthens security, and simplifies management.

Based on these reasons, I concur with I.T.'s recommendation to procure Cisco equipment as a proprietary purchase. Cisco has offered a discount of 64% off their Manufacturer's Suggested List Price (from \$459,827.64 to \$167,287.53). Since they do not sell directly to the public, they named CDW Government, Inc. as their chosen reseller for the transaction. To obtain the offered discount, the county must make the purchase through CDW Government.

Specifics of the contract are as follows:

Transaction:	Requisition #660 – Cisco Server & Storage System
Vendor:	CDW Government, Inc.
Contract type:	Proprietary technology purchase
Amount:	\$167,287.53
Budget:	
Org	37510535 CIP Information Systems
Object	542420 Computer Equipment
Project	5535L
Proj. available balance	\$223,005.48 as of 4/12/2016

*All Procurements with exhibits  
State Contracts - Discounted  
Steve*

Approval signature \_\_\_\_\_

Date \_\_\_\_\_

*4/12/16*

**Fayette County Board of Commissioners**

C/O Purchasing Department  
 140 Stonewall Avenue West  
 Suite 101  
 Fayetteville, Georgia 30214



**Purchase Order**

Fiscal Year 2016 Page 1 of 1

THIS NUMBER MUST APPEAR ON ALL INVOICES, PACKAGES AND SHIPPING PAPERS.  
 Purchase Order # **20160513-00**

B I L L T O

FAYETTE COUNTY FINANCE  
 140 STONEWALL AVENUE WEST  
 SUITE 101  
 FAYETTEVILLE, GA 30214

Delivery must be made within doors of specified destination.

V E N D O R

CDW GOVERNMENT INC  
 75 REMITTANCE DRIVE  
 SUITE 1515  
 CHICAGO IL 60675-1515

S H I P T O

FAYETTE COUNTY INFO TECHNOLOGY  
 140 STONEWALL AVE. WEST  
 SUITE 104  
 FAYETTEVILLE GA 30214

Federal Tax Exemption Certificate Number 586000826

Vendor Phone Number		Vendor Fax Number		Requisition Number		Delivery Reference	
1-312-705-9549		1-312-705-9449		650		IT CORE SERVER/STORAGE	
Date Ordered	Vendor Number	Date Required	Freight Method/Terms			Department/Location	
04/12/2016	1260	04/13/2016				INFORMATION TECHNOLOGY	
Item#	Description/Part No.			Qty	UOM	Unit Price	Extended Price
1	AS PER GEORGIA STATE CONTRACT NUMBER: NET APP: 99999-SPD-T20150930-002 AND CISCO: 99999-SPD-T201205501-006  PAYMENT TERMS: NET 30 DAYS  CONTACT PERSON IN I.T. DEPT. IS: TAMMY NEWCOMER AT: (770) 305-5406  SERVERS/STORAGE - AS PER QUOTE: #GXLX180; CUSTOMER #: 1877959			1.0	EACH	\$167,287.530	\$167,287.53

By   
 Ted Burgess, Director of Purchasing

VENDOR COPY

PO Total **\$167,287.53**

