



**FORTY NINERS STADIUM MANAGEMENT COMPANY**

Date: June 21, 2021

To: Jim Mercurio  
Executive Vice President & General Manager

From: Jenti Vandertuig  
Procurement Lead

Subject: Recommendation for Award RFQ FY21-0006 Levi's Stadium Dell Precision 3640 Tower or "An Equal" Brand

**Recommendation**

Recommend approval and award of a one-time Purchase Order to Dell Marketing, L.P. to purchase Dell Precision 3650 Towers in the amount of \$40,070 (inclusive of all applicable sales tax).

**Solicitation Process**

Forty Niners Stadium Management Company LLC ("Stadium Manager") has a need to procure equipment for the Command Center to build out workstations with equipment that can handle the load of video viewing during large scale events, as well as 24/7 operations. Prior to the issuance of a solicitation, market research was conducted to ensure the availability of parts and/or workstations with the required configuration.

On May 27, 2021, Stadium Manager issued a Request for Quotation (RFQ) to procure twelve Dell Precision 3640 Towers or "an equal" product with specific configuration. Stadium Manager published the RFQ on Bonfire Interactive, Stadium Manager's eProcurement portal <https://49ers.bonfirehub.com/portal/>. In addition to inviting a list of suppliers on our established supplier list, we also selected suppliers registered on the portal with specific commodity codes offering computer equipment. Given that public funds, in whole or in part, was being used to procure, bidders were advised to provide commercial or State and Local Government pricing, whichever was most advantageous to the Stadium Manager, in response to the RFQ. The RFQ closed on June 11, 2021 at 3:00 p.m. (PDT).

Eight quotations were received on or before the closing due date and time from the following firms. The total cost excludes the applicable sales tax as bidders were asked not to include sales tax on the Quote Form.

- |                                |             |
|--------------------------------|-------------|
| 1. Dell Marketing, L.P.        | \$36,947.04 |
| 2. EDX Information Systems Inc | \$44,712.00 |
| 3. Howard Technology Solutions | \$50,784.00 |
| 4. Hypertec USA, Inc           | \$51,173.40 |

- 5. DakTech, Inc \$52,788.00
- 6. GHA Technologies, Inc. \$53,274.36
- 7. Princeton IT Services, Inc \$57,038.40
- 8. Cloud-Age iT \$69,496.56

**Evaluation of Quotations**

All eight quotations offered the brand name or “an equal” product. Dell Marketing, L.P. noted that the Dell Precision 3640 Tower has been replaced with a new generation model 3650 Tower which had the required memory for the video card configuration included on the quote form. Dell Marketing, L.P. extended the State of California’s NASPO Contract C000000181156 / MNWNC-108-7157034003 State and Local Government pricing stating that the subsequent Purchase Order issued will be governed by the State of California’s NASPO Contract. Given that such cooperative agreements have been established to benefit local governments, Stadium Manager determined that it was in our best interest to take advantage of the offer which was substantially lower in comparison to other offers received. Therefore, Dell Marketing, L.P. was determined to be the lowest responsive and responsible bidder. A bid abstract was created to document the quotations received.

**Pre-Award Tabulation Report**

A Pre-Award Notification Tabulation report was issued on June 14, 2021 and made available to the bidders via our eProcurement portal. The RFQ allowed for a three-day protest period after the issuance of the Pre-Award Notification which ended on June 17, 2021. No protests were received.

**Next Steps**

Once Stadium Manager receives approval from the Stadium Authority Board, a Purchase Order will be issued to Dell Marketing, L.P. and an executed copy forwarded to the Board. Supporting documentation has been provided for review and approval. The cost of this purchase is covered in the FY 21/22 SCSA Capital Expenditure budget referenced under Security, Surveillance – Command Center Equipment. The approved budget amount was \$52,500. Please note that the vendor has agreed to hold pricing until August 10, 2021. We recommend moving quickly on this as the chip shortage has been impacting the supply chain.

Submitted By: DocuSigned by:  
*Jenti Vandertuig*  
A4B5666F5BF147D... Date: 6/21/2021  
Jenti Vandertuig, Procurement Lead

Approved By: DocuSigned by:  
*Jim Mercurio*  
19EB5D2B69D54BB... Date: 6/21/2021  
Jim Mercurio, Executive Vice President & General Manager