



# LAWRENCEVILLE

## GEORGIA

### AGENDA REPORT

MEETING: WORK SESSION MEETING, JANUARY 14, 2026

AGENDA CATEGORY: NEW BUSINESS

<b>Item:</b>	Workstation Replacement – Three-Year FMV Lease Agreement with Dell
<b>Department:</b>	Information Technology
<b>Date of Meeting:</b>	Wednesday, January 14, 2026
<b>Fiscal Impact:</b>	Equipment cost is \$565,687.00 and will be financed through a three-year Fair Market Value (FMV) lease. Final lease terms will be presented at the Regular Meeting.
<b>Presented By:</b>	Kyle Parker, Information Technology Director
<b>Action Requested:</b>	Approval to proceed with a three-year Fair Market Value (FMV) lease agreement with Dell for the replacement of City workstations, utilizing the Georgia Statewide Contract, based on an equipment cost of \$565,687.00, with final lease terms and payment amounts to be presented for approval at the Regular Meeting, pending City Attorney review.

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**Summary:** Approval of a new three-year FMV lease agreement with Dell to replace City workstations as the current lease approaches expiration. This refresh supports the City’s established workstation lifecycle program, ensures all devices remain under warranty, and provides modern, standardized hardware across all departments.

The total equipment cost, if purchased outright, is \$565,687.00, based on Dell pricing obtained through the Georgia Statewide Contract. The attached Equipment List reflects this pricing with updated quantities required to meet Citywide workstation needs.

The City intends to finance this acquisition through a three-year FMV lease. Final lease pricing, payment schedule, and agreement documents are currently being finalized with Dell and will be included in the packet for the Regular Meeting.

**Background:** The City's existing Dell workstation lease is nearing the end of its three-year term, which requires return and replacement of leased devices. Although the current workstations have performed reliably, the lease structure mandates refresh at the end of term.

Maintaining a three-year workstation lifecycle ensures predictable replacement schedules, consistent hardware standards, reduced maintenance risk, and uninterrupted warranty and vendor support. Procurement through the Georgia Statewide Contract provides pre-negotiated government pricing and satisfies all purchasing requirements.

#### Purpose

To continue the City's standard three-year workstation lifecycle program through a Fair Market Value lease, ensuring reliable, secure, and standardized computing equipment for all departments while maintaining predictable lifecycle management.

#### Project Work Scope

The refresh will include:

- Replacement of workstations covered under the expiring lease, as well as additional City workstations not currently on lease that meet replacement criteria
- Standardized Dell desktop and laptop configurations across all departments
- Three-year FMV lease with Dell ProSupport and next-business-day onsite service
- Deployment coordinated by the Information Technology Department to minimize operational disruption
- Secure return and decommissioning of existing devices, as applicable, in accordance with City requirements

#### Evaluation and Selection Process

This procurement utilizes the Georgia Statewide Contract for Dell equipment. No RFP was required. Dell continues to provide the most effective combination of standardization, vendor support, lifecycle consistency, and total cost management for the City's workstation environment.

#### Conclusion

Approval of this item authorizes the City to proceed with finalizing a three-year FMV lease agreement for workstation replacement. This action maintains the City's established lifecycle strategy, ensures modern and reliable hardware, avoids end-of-life support risks, and supports uninterrupted City operations.

The final executed lease agreement, including payment terms and schedule, will be included in the Regular Meeting packet for formal approval.

**Fiscal Impact:** The equipment cost is \$565,687.00 and will be financed through a three-year Fair Market Value (FMV) lease. Annual lease payments and total lease cost will be presented for approval at the Regular Meeting. Funding is available in the IT Department capital budget.

#### Attachments/Exhibits:

- Equipment List (Based on Dell Pricing Quote; quantities adjusted to meet City requirements; total equipment cost \$565,687.00)

- Dell Pricing Quote (Georgia Statewide Contract)
- Final FMV Lease Agreement (to be included in Regular Meeting packet)