



LAWRENCEVILLE

GEORGIA

AGENDA REPORT

MEETING: REGULAR MEETING, JANUARY 28, 2026

AGENDA CATEGORY: CONSENT AGENDA

- Item:** Workstation Refresh – Three-Year FMV Lease Agreement (Dell Financial Services)
- Department:** Information Technology
- Date of Meeting:** Wednesday, January 28, 2026
- Fiscal Impact:** Equipment cost is \$605,491.00 and will be financed through a three-year Fair Market Value (FMV) lease with three annual payments of \$181,835.18 (paid in advance).
- Presented By:** Kyle Parker, Information Technology Director
- Action Requested:** Approve a three-year Fair Market Value (FMV) lease agreement with Dell Financial Services for the acquisition of City workstations in the amount of \$605,491.00, with annual lease payments of \$181,835.18 (paid in advance), utilizing the Georgia Statewide Contract, contingent upon review and approval by the City Attorney.

Summary: Staff requests approval of a three-year Fair Market Value (FMV) lease with Dell Financial Services to refresh the City’s workstation environment across City Hall, Public Works, and the Police Department. This refresh replaces aging and obsolete devices with standardized, warranty-backed equipment to maintain continuity of operations and support modern service delivery.

The total equipment acquisition cost is \$605,491.00, based on Dell pricing obtained through the Georgia Statewide Contract. The attached Equipment List reflects this pricing and the quantities required to meet Citywide workstation needs.

Background: The City maintains a planned workstation lifecycle strategy to avoid end-of-life hardware risk, maintain predictable replacement schedules, and ensure consistent device standards across departments.

Maintaining a three-year workstation lifecycle provides 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 applicable purchasing requirements.

Purpose

To continue the City's standard three-year workstation lifecycle program through a Fair Market Value (FMV) 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 workstation configurations across departments
- Standard three-year warranty/support coverage: Dell ProSupport Plus (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, per City requirements and vendor procedures

Evaluation and Selection Process

This procurement utilizes the Georgia Statewide Contract for Dell equipment; an RFP was not 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 supports the City's lifecycle replacement strategy, reduces downtime and maintenance risk, and ensures continued vendor warranty/support coverage. Final lease documents and equipment details are provided in the meeting packet attachments.

Fiscal Impact: The equipment acquisition cost is \$605,491.00 and will be financed through a three-year Fair Market Value (FMV) lease with annual payments of \$181,835.18 (paid in advance). Funding is available in the IT Department's capital budget.

Attachments/Exhibits:

- Workstation Equipment List Summary - 2026-01-10.pdf
- DELL - Equipment Quote (US_Quote_3000196965067.7).pdf
- DELL DFS FMV Lease Proposal for LAWRENCEVILLE, GEORGIA 192846.2.pdf
- DELL Lease Schedule_Lawrenceville GA_001-6723772-005.pdf
- DELL Lease Exhibit A SBQ_Lawrenceville GA_001-6723772-005.pdf