

VILLAGE OF LOMBARD  
REQUEST FOR BOARD OF TRUSTEES ACTION  
 For Inclusion on Board Agenda

\_\_\_\_\_ Resolution or Ordinance (Blue) \_\_\_\_\_ *Waiver of First Requested*  
 \_\_\_\_\_ Recommendations of Boards, Commissions & Committees (Green)  
  X   Other Business (Pink)

TO: PRESIDENT AND BOARD OF TRUSTEES

FROM: Scott Niehaus, Village Manager

DATE: January 15, 2024 (COW)(B of T) January 23, 2025

TITLE: Motion to Waive Bids and Approve a Proposal from Dell in the Amount of \$60,298.35 for the purchase of Dell Computers and Monitors

SUBMITTED BY: Kevin Goethals, IT Manager

**FISCAL IMPACT:**

Amount of Award: \$60,298.35. This purchase will come from Technology Reserve Hardware (640.840.840.73920).

**BACKGROUND/POLICY IMPLICATIONS:**

The Village of Lombard has standardized on the use of Dell computer equipment, to include computers, servers, laptops, and monitors. All of our computer equipment has a replacement lifecycle that the Village uses as a means of ensuring that Village staff are utilizing up to date equipment and software to operate as secure and efficiently as possible. The Village budgets for these replacements based on the expected lifecycle of equipment on an annual basis from the Technology Reserve Fund. This year, we have 13 Fire Department vehicle tablets, 15 laptops, and 10 monitors that have reached the end of their lifecycle and need to be replaced.

**RECOMMENDATION:**

Staff recommends the Village Board of Trustees approve a proposal from Dell in the amount of \$60,298.35, for the purchase of Dell Computers and Monitors.

Review (as necessary):

|  |                     |
|--|---------------------|
| Village Attorney X _____               | Date _____          |
| Finance Director X _____               | Date _____          |
| Village Manager X <u>Scott Niehaus</u> | Date <u>1/16/25</u> |

**NOTE: All materials must be submitted to and approved by the Village Manager's Office by 12:00 noon, Wednesday, prior to the Agenda Distribution.**



**To:** Village President and Board of Trustees  
Scott Niehaus, Village Manager

**From:** Kevin Goethals, IT Manager

**Date:** January 15, 2025

**Subject:** Motion to Approve a Proposal from Dell in the Amount of \$60,298.35, for the purchase of Dell Computers and Monitors

The Village of Lombard has standardized on the use of Dell computer equipment, to include computers, servers, laptops, and monitors. All Village computer equipment has a replacement lifecycle that is used as a means of ensuring that Village staff are utilizing up to date equipment and software to operate as secure and efficiently as possible. The Village budgets for these replacements based on the expected lifecycle of equipment on an annual basis from the Technology Reserve Fund.

This year, the Village has 13 Fire Department vehicle tablets, 15 laptops, and 10 monitors that have reached the end of their lifecycle and need to be replaced.

This will come from Technology Reserve Hardware (640.840.840.73920). No other proposals were pursued since the Village has standardized on the use of Dell computer equipment.

Staff recommends the Village Board of Trustees approve a proposal from Dell in the amount of \$60,298.35, for the purchase of Dell Computers and Monitors.



## Your quote is ready for purchase.

Complete the purchase of your personalized quote through our secure online checkout before the quote expires on **Feb. 14, 2025**.

You can download a copy of this quote during checkout.

**Place your order**

|                             |  |                   |                         |
|-----------------------------|--|-------------------|-------------------------|
| <b>Quote No.</b>            | <b>3000184939353.1</b>   | <b>Sales Rep</b>  | Daniel Miller           |
| <b>Total</b>                | <b>\$60,298.35</b>   | <b>Phone</b>      | 1(800) 4563355, 6180802 |
| <b>Customer #</b>           | 312500   | <b>Email</b>      | Daniel_Miller3@Dell.com |
| <b>Quoted On</b>            | Jan. 15, 2025  | <b>Billing To</b> | KEVIN GOETHALS          |
| <b>Expires by</b>           | Feb. 14, 2025  |                   | VILLAGE OF LOMBARD      |
| <b>Contract Name</b>        | Dell Midwestern Higher<br>Education Compact<br>(MHEC) Master Agreement |                   | ACCOUNTS PAYABLE        |
| <b>Contract Code</b>        | C000000979569  |                   | 255 E WILSON AVE        |
| <b>Customer Agreement #</b> | MHEC-04152022  |                   | LOMBARD, IL 60148-3926  |
| <b>Deal ID</b>              | 28601740   |                   |                         |

### Message from your Sales Rep

Please use the Order button to securely place the order with your preferred payment method online. You may contact your Dell sales team if you have any questions. Thank you for shopping with Dell.

Regards,  
Daniel Miller

| Product                                      | Unit Price | Quantity | Subtotal    |
|--|------------|----------|-------------|
| Dell Latitude 7230 Rugged Extreme Tablet     | \$2,605.34 | 13       | \$33,869.42 |
| Dell Latitude 7350 Detachable                | \$1,811.46 | 1        | \$1,811.46  |
| Dell Latitude 7350                           | \$1,745.44 | 3        | \$5,236.32  |
| Dell Latitude 7350                           | \$1,636.45 | 11       | \$18,000.95 |
| Dell 22 Monitor - P2225H                     | \$121.99   | 10       | \$1,219.90  |
| Dell Slim Soundbar SB521A Customer Installed | \$32.06    | 5        | \$160.30    |

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|                            |                    |
|----------------------------|--------------------|
| <b>Subtotal:</b>           | <b>\$60,298.35</b> |
| <b>Shipping:</b>           | <b>\$0.00</b>      |
| <b>Non-Taxable Amount:</b> | <b>\$60,298.35</b> |
| <b>Taxable Amount:</b>     | <b>\$0.00</b>      |
| <b>Estimated Tax:</b>      | <b>\$0.00</b>      |

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|               |                    |
|---------------|--------------------|
| <b>Total:</b> | <b>\$60,298.35</b> |
|---------------|--------------------|

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|   |                   |                 |                    |
|---|-------------------|-----------------|--------------------|
|   | <b>Unit Price</b> | <b>Quantity</b> | <b>Subtotal</b>    |
| <b>Dell Latitude 7230 Rugged Extreme Tablet</b> | <b>\$2,605.34</b> | <b>13</b>       | <b>\$33,869.42</b> |

Estimated delivery if purchased today:  
Jan. 24, 2025  
Contract # C000000979569  
Customer Agreement # MHEC-04152022

| Description  | SKU      | Unit Price | Quantity | Subtotal |
|--|----------|------------|----------|----------|
| Latitude 7230 Rugged Extreme   | 210-BFQT | -          | 13       | -        |
| 12th Gen. Intel Core i5-1240U (12 MB cache, 10 cores, 12 threads, up to 4.40 GHz, vPro)                        | 338-CHID | -          | 13       | -        |
| Windows 11 Pro, English, French, Spanish   | 619-AQLP | -          | 13       | -        |
| Activate Your Microsoft 365 For A 30 Day Trial   | 658-BCSB | -          | 13       | -        |
| CrowdStrike Endpoint Protection Pro w Essential Support 1yr  | 634-CCLG | -          | 13       | -        |
| Integrated Intel Iris Xe Graphics for i5-1240U vPro Processor, 16GB DDR5 Memory with u-blox NEO-M9N GPS card   | 338-CGSP | -          | 13       | -        |
| Intel vPro Technology Advanced Management Features   | 631-ADOX | -          | 13       | -        |
| 16 GB, 2 X 8 GB, LPDDR5, 5200MT/s, Integrated  | 370-AHKW | -          | 13       | -        |
| 256 GB, M.2 2230, PCIe NVMe, SSD, Class 35   | 400-BOLL | -          | 13       | -        |
| 12" Touch 1200 nits WVA FHD (1920 x 1200) 100% sRGB Anti-Glare, Outdoor Viewable, front and rear cam, dual mic | 391-BGZL | -          | 13       | -        |
| Intel(R) Wi-Fi 6 AX211 Wireless Driver (with Bluetooth)  | 555-BIFL | -          | 13       | -        |
| Intel® Wi-Fi 6E AX211, 2x2, 802.11ax, MU-MIMO and Bluetooth® 5.3 wireless card                                 | 555-BIHY | -          | 13       | -        |
| Hot surface warning label  | 389-ECGC | -          | 13       | -        |
| Primary 2 Cell 35.6 Whr, ExpressCharge(TM) Capable   | 451-BCZJ | -          | 13       | -        |
| 65W AC adapter, USB Type-C, Eco-design   | 492-BDQZ | -          | 13       | -        |
| Backcover, no Fingerprint, no Smartcard reader, no removable SSD, with passive pen                             | 346-BILM | -          | 13       | -        |
| E4 Power Cord 1M for US  | 537-BBDO | -          | 13       | -        |
| Setup and Features Guide   | 340-DCSZ | -          | 13       | -        |
| Battery slot cover   | 325-BERE | -          | 13       | -        |
| SERI Guide (ENG/FR/Multi)  | 340-AGIK | -          | 13       | -        |
| ENERGY STAR Qualified  | 387-BBLW | -          | 13       | -        |
| Custom Configuration   | 817-BBBB | -          | 13       | -        |
| Dell Additional Software   | 658-BFQB | -          | 13       | -        |
| Mix Packaging 65W L10 CTY No WWAN  | 340-DDEE | -          | 13       | -        |
| 5MP front dedicated IR/RGB, 11MP rear with flash and microphone  | 319-BBJL | -          | 13       | -        |
| EPEAT 2018 Registered (Gold)   | 379-BDZB | -          | 13       | -        |
| Hazardous Locations Certification  | 389-EFFU | -          | 13       | -        |
| Right hand side expansion port - USB-A   | 590-TFJW | -          | 13       | -        |
| Top expansion port, RJ45   | 590-TFKB | -          | 13       | -        |
| WLAN, GPS Antennas only (Pogo vehicle docking, No RF passthrough)  | 555-BIFI | -          | 13       | -        |
| Intel Rapid Start and Smart Connect Technology   | 409-BCWQ | -          | 13       | -        |
| Rigid Handle   | 750-ADWQ | -          | 13       | -        |

|  |          |   |    |   |
|--|----------|---|----|---|
| ProSupport Plus: Next Business Day Onsite, 1 Year Extended   | 804-0511 | - | 13 | - |
| ProSupport Plus: Next Business Day Onsite, 3 Years   | 804-0513 | - | 13 | - |
| Dell Limited Hardware Warranty Extended Year(s)  | 975-3461 | - | 13 | - |
| Dell Limited Hardware Warranty Initial Year  | 997-6988 | - | 13 | - |
| ProSupport Plus: Accidental Damage Service, 4 Years  | 997-7007 | - | 13 | - |
| ProSupport Plus: Keep Your Hard Drive, 4 Years   | 997-7010 | - | 13 | - |
| ProSupport Plus: 7x24 Technical Support, 4 Years   | 997-7036 | - | 13 | - |
| Thank you for choosing Dell ProSupport Plus. For tech support, visit <a href="http://www.dell.com/contactdell">www.dell.com/contactdell</a> or call 1-866-516-3115 | 997-8367 | - | 13 | - |

|                   |                 |                   |
|-------------------|-----------------|-------------------|
| <b>Unit Price</b> | <b>Quantity</b> | <b>Subtotal</b>   |
| <b>\$1,811.46</b> | <b>1</b>        | <b>\$1,811.46</b> |

**Dell Latitude 7350 Detachable**

Estimated delivery if purchased today:

Jan. 24, 2025

Contract # C000000979569

Customer Agreement # MHEC-04152022

| Description   | SKU      | Unit Price | Quantity | Subtotal |
|---|----------|------------|----------|----------|
| Latitude 7350 Detachable, XCTO  | 210-BLXC | -          | 1        | -        |
| Intel Core Ultra 7 164U (12MB cache, 12 cores, 14 threads, up to 4.8 GHz Max Turbo)         | 379-BFQF | -          | 1        | -        |
| Windows 11 Pro, English, Brazilian Portuguese PT-BR, French, Spanish                        | 619-ARSB | -          | 1        | -        |
| Activate Your Microsoft 365 For A 30 Day Trial  | 658-BCSB | -          | 1        | -        |
| Integrated Intel(R) Graphics, U7-164U processor with 32GB memory and Wi-Fi 7                | 338-CPHT | -          | 1        | -        |
| Intel vPro Advanced Management Enabled  | 631-BBSD | -          | 1        | -        |
| 32GB LPDDR5x 6400 MT/s dual-channel (onboard)   | 370-BBZS | -          | 1        | -        |
| 512 GB, M.2 2230, TLC PCIe Gen 4 NVMe, SSD  | 400-BQYK | -          | 1        | -        |
| 13" 3K (2880x1920) IPS Touch Anti-Reflect, Anti-Smudge, CGG Victus, LBL, Active Pen Support | 391-BJJY | -          | 1        | -        |
| Keyboard Not Included   | 580-AIDI | -          | 1        | -        |
| Intel(R) BE200 Wi-Fi 7 2x2, Bluetooth(R) 5.4 Technology, Wireless driver                    | 555-BKPG | -          | 1        | -        |
| Intel(R) Wi-Fi 7 BE200 MU-MIMO, Bluetooth(R) 5.4 Wireless Card                              | 555-BKRV | -          | 1        | -        |
| 46.5 Wh, ExpressCharge(TM) 3-cell   | 451-BDHX | -          | 1        | -        |
| 65W Type-C Power Adapter  | 492-BDSX | -          | 1        | -        |
| E4 Power Cord 1M for US   | 537-BBDO | -          | 1        | -        |
| Quick Start Guide   | 340-DMNH | -          | 1        | -        |
| SERI Guide (ENG/FR/Multi)   | 340-AGIK | -          | 1        | -        |
| ENERGY STAR Qualified   | 387-BBLW | -          | 1        | -        |
| Custom Configuration  | 817-BBBB | -          | 1        | -        |
| Dell Additional Software  | 658-BFQB | -          | 1        | -        |
| Mix Model Packaging, for 65W adapter + WLAN + without Keyboard                              | 340-DRGC | -          | 1        | -        |
| Intel Core Ultra EVO vPRO Label   | 389-FGJM | -          | 1        | -        |
| No EAN Shipping Box Label   | 817-BBBS | -          | 1        | -        |

|   |          |   |   |   |
|---|----------|---|---|---|
| 8MP HDR + IR with Presence Detection, Facial Recognition, TNR, Mic + 8MP RGB Rear Camera  | 319-BBKN | - | 1 | - |
| EPEAT 2018 Registered (Gold)  | 379-BDZB | - | 1 | - |
| No Security, WLAN   | 320-BFQS | - | 1 | - |
| Intel Rapid Storage Technology Driver   | 409-BCXV | - | 1 | - |
| Intel Connectivity Performance Suite for Evo/vPro   | 640-BBTB | - | 1 | - |
| Dell Limited Hardware Warranty Plus Service   | 807-7362 | - | 1 | - |
| ProSupport: Next Business Day Onsite, 4 Years   | 807-7388 | - | 1 | - |
| ProSupport: 7x24 Technical Support, 4 Years   | 807-7405 | - | 1 | - |
| Thank you choosing Dell ProSupport. For tech support, visit //support.dell.com/ProSupport | 989-3449 | - | 1 | - |

|                   |                 |                   |
|-------------------|-----------------|-------------------|
| <b>Unit Price</b> | <b>Quantity</b> | <b>Subtotal</b>   |
| <b>\$1,745.44</b> | <b>3</b>        | <b>\$5,236.32</b> |

**Dell Latitude 7350**

Estimated delivery if purchased today:

Jan. 27, 2025

Contract # C000000979569

Customer Agreement # MHEC-04152022

| Description   | SKU      | Unit Price | Quantity | Subtotal |
|---|----------|------------|----------|----------|
| Dell Latitude 7350 XCTO   | 210-BLPJ | -          | 3        | -        |
| Intel Core Ultra 7 165U, vPRO (12MB cache, 12 cores, 14 threads, up to 4.9 GHz Max Turbo) | 379-BFPT | -          | 3        | -        |
| Windows 11 Pro, English, Brazilian Portuguese PT-BR, French, Spanish                      | 619-ARSB | -          | 3        | -        |
| Activate Your Microsoft 365 For A 30 Day Trial  | 658-BCSB | -          | 3        | -        |
| Integrated Intel® graphics, Core™ Ultra 7 165U vPRO Processor, 32GB LPDDR5x Memory        | 338-CNWT | -          | 3        | -        |
| Intel vPRO Enterprise Management Disabled   | 631-BBRR | -          | 3        | -        |
| 32 GB: LPDDR5x, 6400 MT/s (onboard)   | 370-BBYX | -          | 3        | -        |
| 512 GB, M.2 2230, TLC PCIe Gen 4 NVMe, SSD  | 400-BQYK | -          | 3        | -        |
| ULTRALIGHT Laptop 13.3" FHD+ (1920x1200) AG, Touch, WVA, 300 nits, 5MP IR Cam+IP          | 391-BJDJ | -          | 3        | -        |
| English US battery-saving mini LED backlit Copilot key keyboard, 79-Key                   | 580-BBPM | -          | 3        | -        |
| Intel BE200 WLAN Driver   | 555-BKWR | -          | 3        | -        |
| Intel BE200 Wi-Fi 7 2x2, Bluetooth 5.4 Technology, Wireless Card                          | 555-BKRH | -          | 3        | -        |
| 3-cell, 57 Wh, Express Charge Capable, Express Charge Boost Capable                       | 451-BDBU | -          | 3        | -        |
| 65W AC adapter, USB Type-C, EcoDesign   | 492-BDMN | -          | 3        | -        |
| No Fingerprint Reader, WLAN only, Ultralight  | 346-BKJY | -          | 3        | -        |
| E4 Power Cord 1M for US   | 537-BBDO | -          | 3        | -        |
| Quick setup guide Laptop  | 340-DMLN | -          | 3        | -        |
| SERI Guide (ENG/FR/Multi)   | 340-AGIK | -          | 3        | -        |
| ENERGY STAR Qualified   | 387-BBLW | -          | 3        | -        |
| Custom Configuration  | 817-BBBB | -          | 3        | -        |
| Dell Additional Software  | 658-BFQB | -          | 3        | -        |
| Latitude 7350 Laptop Mix Model  | 340-DRBQ | -          | 3        | -        |
| Intel Core Ultra 7 Non-vPro Label   | 340-DMQL | -          | 3        | -        |

|  |          |                   |                 |                    |
|--|----------|-------------------|-----------------|--------------------|
| 5MP HDR + IR Camera with Presence Detection, Facial Recognition, TNR, Camera Shutter, Microphone | 319-BBJW | -                 | 3               | -                  |
| EPEAT 2018 Registered (Gold)   | 379-BDZB | -                 | 3               | -                  |
| Intel Responsiveness Technologies Driver   | 409-BCXS | -                 | 3               | -                  |
| Dell Limited Hardware Warranty Plus Service  | 804-2167 | -                 | 3               | -                  |
| ProSupport: Next Business Day Onsite, 4 Years  | 804-2177 | -                 | 3               | -                  |
| ProSupport: 7x24 Technical Support, 4 Years  | 804-2178 | -                 | 3               | -                  |
| Thank you choosing Dell ProSupport. For tech support, visit //support.dell.com/ProSupport        | 989-3449 | -                 | 3               | -                  |
|  |          | <b>Unit Price</b> | <b>Quantity</b> | <b>Subtotal</b>    |
|  |          | <b>\$1,636.45</b> | <b>11</b>       | <b>\$18,000.95</b> |

**Dell Latitude 7350**

Estimated delivery if purchased today:

Jan. 24, 2025

Contract # C000000979569

Customer Agreement # MHEC-04152022

| Description  | SKU      | Unit Price | Quantity | Subtotal |
|--|----------|------------|----------|----------|
| Dell Latitude 7350 XCTO  | 210-BLPJ | -          | 11       | -        |
| Intel Core Ultra 5 135U, vPRO (12MB cache, 12 cores, 14 threads, up to 4.4 GHz Max Turbo)        | 379-BFPS | -          | 11       | -        |
| Windows 11 Pro, English, Brazilian Portuguese PT-BR, French, Spanish                             | 619-ARSB | -          | 11       | -        |
| Activate Your Microsoft 365 For A 30 Day Trial   | 658-BCSB | -          | 11       | -        |
| Integrated Intel® graphics, Core™ Ultra 5 135U vPRO Processor, 32GB LPDDR5x Memory               | 338-CNWW | -          | 11       | -        |
| Intel vPRO Enterprise Management Enabled   | 631-BBRS | -          | 11       | -        |
| 32 GB: LPDDR5x, 6400 MT/s (onboard)  | 370-BBYX | -          | 11       | -        |
| 512 GB, M.2 2230, TLC PCIe Gen 4 NVMe, SSD   | 400-BQYK | -          | 11       | -        |
| ULTRALIGHT Laptop 13.3" FHD+ (1920x1200) AG, Touch, WVA, 300 nits, 5MP IR Cam+IP                 | 391-BJDJ | -          | 11       | -        |
| English US battery-saving mini LED backlit Copilot key keyboard, 79-Key                          | 580-BBPM | -          | 11       | -        |
| Intel BE200 WLAN Driver  | 555-BKWR | -          | 11       | -        |
| Intel BE200 Wi-Fi 7 2x2, Bluetooth 5.4 Technology, Wireless Card                                 | 555-BKRH | -          | 11       | -        |
| 3-cell, 57 Wh, Express Charge Capable, Express Charge Boost Capable                              | 451-BDBU | -          | 11       | -        |
| 65W AC adapter, USB Type-C, EcoDesign  | 492-BDMN | -          | 11       | -        |
| No Fingerprint Reader, WLAN only, Ultralight   | 346-BKJY | -          | 11       | -        |
| E4 Power Cord 1M for US  | 537-BBDO | -          | 11       | -        |
| Quick setup guide Laptop   | 340-DMLN | -          | 11       | -        |
| SERI Guide (ENG/FR/Multi)  | 340-AGIK | -          | 11       | -        |
| ENERGY STAR Qualified  | 387-BBLW | -          | 11       | -        |
| Custom Configuration   | 817-BBBB | -          | 11       | -        |
| Dell Additional Software   | 658-BFQB | -          | 11       | -        |
| Latitude 7350 Laptop Mix Model   | 340-DRBQ | -          | 11       | -        |
| Intel Core Ultra vPro Enterprise Label   | 340-DMQM | -          | 11       | -        |
| 5MP HDR + IR Camera with Presence Detection, Facial Recognition, TNR, Camera Shutter, Microphone | 319-BBJW | -          | 11       | -        |



|  |          |   |    |   |
|--|----------|---|----|---|
| EPEAT 2018 Registered (Gold)   | 379-BDZB | - | 11 | - |
| Intel Responsiveness Technologies Driver   | 409-BCXS | - | 11 | - |
| Intel Connectivity Performance Suite for Evo/vPro  | 640-BBTB | - | 11 | - |
| Dell Limited Hardware Warranty Plus Service  | 804-2167 | - | 11 | - |
| ProSupport: Next Business Day Onsite, 4 Years  | 804-2177 | - | 11 | - |
| ProSupport: 7x24 Technical Support, 4 Years  | 804-2178 | - | 11 | - |
| Thank you choosing Dell ProSupport. For tech support, visit<br>//support.dell.com/ProSupport | 989-3449 | - | 11 | - |

|                   |                 |                   |
|-------------------|-----------------|-------------------|
| <b>Unit Price</b> | <b>Quantity</b> | <b>Subtotal</b>   |
| <b>\$121.99</b>   | <b>10</b>       | <b>\$1,219.90</b> |

**Dell 22 Monitor - P2225H**

Estimated delivery if purchased today:  
Jan. 20, 2025  
Contract # C000000979569  
Customer Agreement # MHEC-04152022

| Description                        | SKU      | Unit Price | Quantity | Subtotal |
|------------------------------------|----------|------------|----------|----------|
| Dell 22 Monitor - P2225H           | 210-BLXJ | -          | 10       | -        |
| Dell Limited Hardware Warranty     | 814-9381 | -          | 10       | -        |
| Advanced Exchange Service, 3 Years | 814-9382 | -          | 10       | -        |

|                   |                 |                 |
|-------------------|-----------------|-----------------|
| <b>Unit Price</b> | <b>Quantity</b> | <b>Subtotal</b> |
| <b>\$32.06</b>    | <b>5</b>        | <b>\$160.30</b> |

**Dell Slim Soundbar SB521A Customer Installed**

Estimated delivery if purchased today:  
Jan. 17, 2025  
Contract # C000000979569  
Customer Agreement # MHEC-04152022

| Description                                  | SKU      | Unit Price | Quantity | Subtotal |
|--|----------|------------|----------|----------|
| Dell Slim Soundbar SB521A Customer Installed | 520-AARU | -          | 5        | -        |

|                       |                    |
|-----------------------|--------------------|
| <b>Subtotal:</b>      | <b>\$60,298.35</b> |
| <b>Shipping:</b>      | <b>\$0.00</b>      |
| <b>Estimated Tax:</b> | <b>\$0.00</b>      |

|               |                    |
|---------------|--------------------|
| <b>Total:</b> | <b>\$60,298.35</b> |
|---------------|--------------------|

## Important Notes

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### Terms of Sale

This Quote will, if Customer issues a purchase order for the quoted items that is accepted by Supplier, constitute a contract between the entity issuing this Quote ("Supplier") and the entity to whom this Quote was issued ("Customer"). Unless otherwise stated herein, pricing is valid for thirty days from the date of this Quote. All product, pricing and other information is based on the latest information available and is subject to change. Supplier reserves the right to cancel this Quote and Customer purchase orders arising from pricing errors. Taxes and/or freight charges listed on this Quote are only estimates. The final amounts shall be stated on the relevant invoice. Additional freight charges will be applied if Customer requests expedited shipping. Please indicate any tax exemption status on your purchase order and send your tax exemption certificate to [Tax\\_Department@dell.com](mailto:Tax_Department@dell.com) or [ARSalesTax@emc.com](mailto:ARSalesTax@emc.com), as applicable.

**Governing Terms:** This Quote is subject to: (a) a separate written agreement between Customer or Customer's affiliate and Supplier or a Supplier's affiliate to the extent that it expressly applies to the products and/or services in this Quote or, to the extent there is no such agreement, to the applicable set of Dell's Terms of Sale (available at [www.dell.com/terms](http://www.dell.com/terms) or [www.dell.com/oemterms](http://www.dell.com/oemterms)), or for cloud/as-a-Service offerings, the applicable cloud terms of service (identified on the Offer Specific Terms referenced below); and (b) the terms referenced herein (collectively, the "Governing Terms"). Different Governing Terms may apply to different products and services on this Quote. The Governing Terms apply to the exclusion of all terms and conditions incorporated in or referred to in any documentation submitted by Customer to Supplier.

**Supplier Software Licenses and Services Descriptions:** Customer's use of any Supplier software is subject to the license terms accompanying the software, or in the absence of accompanying terms, the applicable terms posted on [www.Dell.com/eula](http://www.Dell.com/eula). Descriptions and terms for Supplier-branded standard services are stated at [www.dell.com/servicecontracts/global](http://www.dell.com/servicecontracts/global) or for certain infrastructure products at [www.dell.com/en-us/customer-services/product-warranty-and-service-descriptions.htm](http://www.dell.com/en-us/customer-services/product-warranty-and-service-descriptions.htm).

**Offer-Specific, Third Party and Program Specific Terms:** Customer's use of third-party software is subject to the license terms that accompany the software. Certain Supplier-branded and third-party products and services listed on this Quote are subject to additional, specific terms stated on [www.dell.com/offeringspecificterms](http://www.dell.com/offeringspecificterms) ("Offer Specific Terms").

**In case of Resale only:** Should Customer procure any products or services for resale, whether on standalone basis or as part of a solution, Customer shall include the applicable software license terms, services terms, and/or offer-specific terms in a written agreement with the end-user and provide written evidence of doing so upon receipt of request from Supplier.

**In case of Financing only:** If Customer intends to enter into a financing arrangement ("Financing Agreement") for the products and/or services on this Quote with Dell Financial Services LLC or other funding source pre-approved by Supplier ("FS"), Customer may issue its purchase order to Supplier or to FS. If issued to FS, Supplier will fulfill and invoice FS upon confirmation that: (a) FS intends to enter into a Financing Agreement with Customer for this order; and (b) FS agrees to procure these items from Supplier. Notwithstanding the Financing Agreement, Customer's use (and Customer's resale of and the end-user's use) of these items in the order is subject to the applicable governing agreement between Customer and Supplier, except that title shall transfer from Supplier to FS instead of to Customer. If FS notifies Supplier after shipment that Customer is no longer pursuing a Financing Agreement for these items, or if Customer fails to enter into such Financing Agreement within 120 days after shipment by Supplier, Customer shall promptly pay the Supplier invoice amounts directly to Supplier.

Customer represents that this transaction does not involve: (a) use of U.S. Government funds; (b) use by or resale to the U.S. Government; or (c) maintenance and support of the product(s) listed in this document within classified spaces. Customer further represents that this transaction does not require Supplier's compliance with any statute, regulation or information technology standard applicable to a U.S. Government procurement.

For certain products shipped to end users in California, a State Environmental Fee will be applied to Customer's invoice. Supplier encourages customers to dispose of electronic equipment properly.

Electronically linked terms and descriptions are available in hard copy upon request.