



Proposal for Lake County Sheriff's Department

Sealed Bid #22-09

Request for Bid for Law Enforcement Mobile Computer System

Due: Monday, February 14, 2022 at 3 p.m.

Amended February 28, 2022



A. Cover Letter

February 28, 2022

Stephen Carter
Lake County Sheriff's Department
255 N. Forbes Street
Lakeport CA 95453

Dear Mr. Carter,

Thank you for this opportunity to submit a proposal for Lake County Sheriff's Department's forthcoming technology project. We have studied the information provided to us about your business requirements and carefully analyzed your technology needs. The solution recommended for Lake County Sheriff's Department has been designed to meet your needs in the most cost-effective way without compromising on quality, service or ongoing support.

Dell is helping our customers to bring down the Total Cost of Ownership by simplifying IT. We are committed to providing solutions that will allow Lake County Sheriff's Department to reclaim time and cost and increase the productivity of your IT. In addition, we have built environmental consideration into every stage of the Dell product lifecycle including power consumption, helping our customers demonstrate environmentally responsible procurement.

Along with award winning products and services, Dell also offers you a dedicated program account team that is committed to working with you and your procurement needs. This team includes:

- An Account Manager to ensure overall account satisfaction
- System Consultants to provide a seamless deployment experience
- Technical Sales Representatives to facilitate order management
- Customer Service Representatives to provide post-sale support

Dell looks forward to working with you on this project. Should you have any questions regarding this response, please contact me at 512-720-3618 or online at Linda.Matusow@Dell.com.

Should you have any questions regarding this proposal, please contact your Dell Technologies Account Manager, Nicole Byrd at 512 725-3212 or online at nicole_byrd@dell.com.

We look forward to working with you.

Sincerely,



Linda Matusow
Proposal Manager

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B. Dell Technologies Profile

At Dell Technologies, our purpose is to drive human progress on a global scale, through greater access to better technology, to create new markets, reshape industries, and improve the lives of every person on the planet. Our unique combination and unprecedented capabilities power true transformation for people and organizations everywhere.

Digital transformation has become essential to all businesses and we have expanded our portfolio to include holistic solutions that enable our customers to drive their ongoing digital transformation initiatives. Dell Technologies' integrated solutions help customers modernize their IT infrastructure, manage and operate in a multi-cloud world, address workforce transformation, and provide critical security solutions to protect against the ever increasing and evolving security threats.

With our extensive portfolio and our commitment to innovation, we have the ability to offer secure, integrated solutions that extend from the edge to the core to the cloud, and we are at the forefront of the software-defined and cloud native infrastructure era.

Executive Summary

In responding to Lake County Sheriff's Department's requirement, Dell has derived a solution that addresses your expressed business challenges and offers tangible financial, operational and business benefits.

Dell offers superior quality and value of solutions through operational excellence based on:

Expertise

- Dell uses a Business Process Improvement (BPI) methodology, based upon the internationally recognized 6-Sigma, for continuous innovation and process quality improvement
- Dell offers validated, best of breed solutions based on thousands of successful deployments
- Intellectual property and solution project management are maintained by Dell

Efficiency

- Dell's solution framework (based upon industry best practice) can be customized to meet your business needs, and allows for rapid design and deployment of solutions
- Our expertise in delivering core infrastructure services ensures the efficiency of solution planning, implementation and on-going maintenance

Dependability

- Dell's unique business model provides Lake County Sheriff's Department with a single point of accountability for everything we do
- Dell is passionate about its customer relationships. That passion means that you can be assured of high quality delivery – and also that doing business with Dell will be easy.

Choosing Dell as your Supplier

In summary, we believe that Dell can deliver real value to Lake County Sheriff's Department's business.

You can be assured that Dell is committed to deliver the solutions and services described in this proposal in a manner that will meet both your short- and long-term requirements.

C. Bid

Bid Form

See following pages

**Dell Rugged 5430, HAVIS Docking Station / Mounts & Panorama Antenna Kit
BID Form**

TOTAL FOR BID No 22-06

\$109,728.89_(in numbers) (see detailed attached quotes)

One hundred nine thousand, seven hundred twenty-eight dollars and eighty-nine cents
(in words)

Bidder declares that all representations made herein are true and correct, under penalty of perjury.

Linda Matusow
Signature of Contractor

Dell Marketing L.P.
Name of Company

Proposal Manager
Title

Date of Bid 2-14-2022

AWARD

ACCEPTED:

By: _____

Date: _____

ATTEST: Carol J. Huchingson
Clerk of the Board

Deputy _____

Distribution: Original - Clerk of the Board
Copy - Purchasing
Copy - Bidder

Copy - Auditor
Copy - Sheriff

BID #22-06

**Dell Rugged 5430, HAVIS Docking Station / Mounts & Panorama Antenna Kit
BID Form**

<u>Bid</u>	<u>Per Unit Cost</u>	<u>Total Cost:</u>
Dell 5430 Rugged (2.1.1)	\$2,157.99	\$73,371.66
HAVIS Docking Station (2.1.2) DS-DELL-426-3	\$ 640.72	\$21,784.48
Panorama Antenna Kit (2.1.3) 2LTE / 1GPS (including cables)	\$ 149.60	\$ 5,525.00
HAVIS Pole Mount (2.1.4) C-HDM-204	\$ 119.22	\$ 715.32
HAVIS Swing Arm (2.1.5) C-MD-119	\$ 216.87	\$ 1,301.22
		Tax \$7,031.21
	Extended Warranty	\$ Included in quote
	Total Bid	\$109,728.89

TOTAL BID
INCLUDING 7¼% SALES TAX IN WORDS:

TOTAL BID
INCLUDING 7¼% SALES TAX IN NUMBERS:

One hundred nine thousand, seven hundred twenty-eight dollars and eighty-nine cents
\$109,728.89

Firm: Dell Marketing L.P.

Signature of Bidder

Linda Matusow

Title: Proposal Manager

Delivery Date: 2-14-2022

Telephone No.: 512-720-3618

Date of Bid: 2-14-2022

Pricing, may be subject to change in the event of an industry wide material constraint or shortages, including but not limited to memory, or other manufacturing materials or components, or due to other factors beyond Dell Technologies' reasonable control. Products may be discontinued or revised (including components thereto) at any time without notice. Should the initial proposed product(s) be discontinued before the replacement product(s) reach price parity with initial product(s), Dell Technologies reserves the right to re-negotiate pricing.

Estimated Delivery

Indicative Lead Times

Due to the industry shortage on several components, please be advised that lead times can change at any time.

At this period of time if purchased today, Dell's estimated delivery of these systems is between early March and June 3rd. Specifics for each item are provided in the detailed quotes.

Notes:

- The Indicative target Order-to-Ship begin at Dell order number assignment (in business days);
- These lead times are "estimates" that can vary depending on many variables but are 90% accurate.
- For post-manufacturing configuration services add 2-7 business days;
- Order-to-Ship targets are standard business days and exclude locally observed holidays;
- These targets do NOT include delivery. Transit times can vary based on shipment method.

Exclusions:

- Please note that these estimated lead times may be extended, or delays can occur for: (1) large unforecasted orders, (2) force majeure event, (3) delay caused by Customer or its affiliates; and/or (4) industry shortages and other events outside Dell's reasonable control.
- Please note that the estimated lead times do not apply to the following situations: (1) Rack and Stack projects, (2) Customer requested change after order entry, and (3) Employee purchase plan or non-revenue generating.

D. Cost

Detailed Quotes

See following pages



A quote for your consideration

Based on your business needs, we put the following quote together to help with your purchase decision. Below is a detailed summary of the quote we've created to help you with your purchase decision.

To proceed with this quote, you may respond to this email, order online through your [Premier page](#), or, if you do not have Premier, use this [Quote to Order](#).

Quote No.	3000113020522.1	Sales Rep	Nicole Byrd
Total	\$31,452.16	Phone	(800) 456-3355, 6178551
Customer #	58166523	Email	Nicole_Byrd@Dell.com
Quoted On	Feb. 23, 2022	Billing To	HEALTH DEPT
Expires by	Mar. 25, 2022		COUNTY OF LAKE
Contract Name	Dell Standard Terms and Conditions		922 BEVINS CT
Contract Code	C000000006563		LAKEPORT, CA 95453-9739
Customer Agreement #	Dell Standard Terms and Conditions		
Solution ID			
Deal ID	23466078		

Message from your Sales Rep

Please contact your Dell sales representative if you have any questions or when you're ready to place an order. Thank you for shopping with Dell!

Regards,
Nicole Byrd

Shipping Group

Shipping To	Shipping Method
LUCAS BINGHAM COUNTY OF LAKE 4913 HELBUSH DR LAKEPORT, CA 95453-7060 (707) 262-4082	Standard Delivery

Product	Unit Price	Quantity	Subtotal
Havis DS-DELL-426-3 - Docking station - GigE - for Dell Latitude 12, 14, 5414, 5420, 5424, 7214, 7424	\$640.72	34	\$21,784.48
Panorama SHKG-7-27 - antenna	\$123.14	34	\$4,186.76
HAVIS 8.5 SIDE MOUNTED TELESCOPING DEVICE MOUNTING BASE: SHORT HANDLE	\$119.22	6	\$715.32

Havis C-MD 119 - mounting component	\$216.87	6	\$1,301.22
Panorama CS29 - Antenna cable - TNC (M) to SMA (F) - 16.4 ft	\$14.62	64	\$935.68
5M/16GPS CABLE FME(M) - TNC(M)	\$11.84	34	\$402.56

Subtotal:	\$29,326.02
Shipping:	\$0.00
Environmental Fee:	\$0.00
Non-Taxable Amount:	\$0.00
Taxable Amount:	\$29,326.02
Estimated Tax:	\$2,126.14

Total: \$31,452.16

Shipping Group Details

Shipping To

LUCAS BINGHAM
 COUNTY OF LAKE
 4913 HELBUSH DR
 LAKEPORT, CA 95453-7060
 (707) 262-4082

Shipping Method

Standard Delivery

	Unit Price	Quantity	Subtotal
Havis DS-DELL-426-3 - Docking station - GigE - for Dell Latitude 12, 14, 5414, 5420, 5424, 7214, 7424	\$640.72	34	\$21,784.48

Estimated delivery if purchased today:

Mar. 16, 2022

Contract # C000000006563

Customer Agreement # Dell Standard Terms and Conditions

Description	SKU	Unit Price	Quantity	Subtotal
Havis DS-DELL-426-3 - Docking station - GigE - for Dell Latitude 12, 14, 5414, 5420, 5424, 7214, 7424	AB913619	-	34	-

	Unit Price	Quantity	Subtotal
Panorama SHKG-7-27 - antenna	\$123.14	34	\$4,186.76

Estimated delivery if purchased today:

Mar. 09, 2022

Contract # C000000006563

Customer Agreement # Dell Standard Terms and Conditions

Description	SKU	Unit Price	Quantity	Subtotal
Panorama SHKG-7-27 - antenna	AB502047	-	34	-

	Unit Price	Quantity	Subtotal
HAVIS 8.5 SIDE MOUNTED TELESCOPING DEVICE MOUNTING BASE: SHORT HANDLE	\$119.22	6	\$715.32

Estimated delivery if purchased today:

Jun. 03, 2022

Contract # C000000006563

Customer Agreement # Dell Standard Terms and Conditions

Description	SKU	Unit Price	Quantity	Subtotal
HAVIS 8.5 SIDE MOUNTED TELESCOPING DEVICE MOUNTING BASE: SHORT HANDLE	A7033726	-	6	-

	Unit Price	Quantity	Subtotal
Havis C-MD 119 - mounting component	\$216.87	6	\$1,301.22

Estimated delivery if purchased today:

Apr. 07, 2022

Contract # C000000006563

Customer Agreement # Dell Standard Terms and Conditions

Description	SKU	Unit Price	Quantity	Subtotal
Havis C-MD 119 - mounting component	A8846092	-	6	-

	Unit Price	Quantity	Subtotal
Panorama CS29 - Antenna cable - TNC (M) to SMA (F) - 16.4 ft	\$14.62	64	\$935.68

Estimated delivery if purchased today:

Mar. 07, 2022

Contract # C000000006563

Customer Agreement # Dell Standard Terms and Conditions

Description	SKU	Unit Price	Quantity	Subtotal
Panorama CS29 - Antenna cable - TNC (M) to SMA (F) - 16.4 ft	AB974394	-	64	-

	Unit Price	Quantity	Subtotal

5M/16GPS CABLE FME(M) - TNC(M)

\$11.84 34

\$402.56

Estimated delivery if purchased today:

Mar. 07, 2022

Contract # C000000006563

Customer Agreement # Dell Standard Terms and Conditions

Description	SKU	Unit Price	Quantity	Subtotal
5M/16GPS CABLE FME(M) - TNC(M)	AB974395	-	34	-

Subtotal: \$29,326.02

Shipping: \$0.00

Environmental Fee: \$0.00

Estimated Tax: \$2,126.14

Total: \$31,452.16

Important Notes

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 or 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 or 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. Descriptions and terms for Supplier-branded standard services are stated at www.dell.com/servicecontracts/global or for certain infrastructure products at 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/offeringspecifictterms ("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.

^Dell Business Credit (DBC):

OFFER VARIES BY CREDITWORTHINESS AS DETERMINED BY LENDER. Offered by WebBank to Small and Medium Business customers with approved credit. Taxes, shipping and other charges are extra and vary. Minimum monthly payments are the greater of \$15 or 3% of account balance. Dell Business Credit is not offered to government or public entities, or business entities located and organized outside of the United States.



A quote for your consideration

Based on your business needs, we put the following quote together to help with your purchase decision. Below is a detailed summary of the quote we've created to help you with your purchase decision.

To proceed with this quote, you may respond to this email, order online through your [Premier page](#), or, if you do not have Premier, use this [Quote to Order](#).

Quote No.	3000113040845.1	Sales Rep	Nicole Byrd
Total	\$78,276.73	Phone	(800) 456-3355, 6178551
Customer #	58166523	Email	Nicole_Byrd@Dell.com
Quoted On	Feb. 23, 2022	Billing To	HEALTH DEPT
Expires by	Mar. 25, 2022		COUNTY OF LAKE
Contract Name	Dell Standard Terms and Conditions		922 BEVINS CT
Contract Code	C000000006563		LAKEPORT, CA 95453-9739
Customer Agreement #	Dell Standard Terms and Conditions		
Solution ID	.		
Deal ID	22047575		

Message from your Sales Rep

Please contact your Dell sales representative if you have any questions or when you're ready to place an order. Thank you for shopping with Dell!

Regards,
Nicole Byrd

Shipping Group

Shipping To	Shipping Method
LUCAS BINGHAM COUNTY OF LAKE 4913 HELBUSH DR LAKEPORT, CA 95453-7060 (707) 262-4082	Standard Delivery

Product	Unit Price	Quantity	Subtotal
Dell Latitude 5430 Rugged	\$2,157.99	34	\$73,371.66

Subtotal:	\$73,371.66
Shipping:	\$0.00
Environmental Fee:	\$0.00
Non-Taxable Amount:	\$5,715.40
Taxable Amount:	\$67,656.26
Estimated Tax:	\$4,905.07

Total:	\$78,276.73
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Shipping Group Details

Shipping To

LUCAS BINGHAM
 COUNTY OF LAKE
 4913 HELBUSH DR
 LAKEPORT, CA 95453-7060
 (707) 262-4082

Shipping Method

Standard Delivery

	Quantity	Subtotal
Dell Latitude 5430 Rugged	34	\$2,157.99
Estimated delivery if purchased today: Apr. 18, 2022 Contract # C000000006563 Customer Agreement # Dell Standard Terms and Conditions		

Description	SKU	Unit Price	Quantity	Subtotal
Dell Latitude 5430 Rugged	210-BCFW	-	34	-
Intel Core Processor i5-1135G7, (QC, 2.4 to 3.8 GHz, 28W, non-vPro)	379-BERT	-	34	-
Windows 11 Pro, English, French, Spanish	619-AQLP	-	34	-
No Carrying Case	460-BBEX	-	34	-
No Microsoft Office License Included – 30 day Trial Offer Only	658-BCSB	-	34	-
Intel® Core™ non-vPro i5-1135G7 with Iris Xe Graphics	338-CCRK	-	34	-
ME Lockout MOD - Manageability	631-ADED	-	34	-
16GB, 2x8GB, 3200 MHz DDR4 Non-ECC	370-AGTH	-	34	-
512GB M.2 PCIe NVMe Class 40 Solid State Drive	400-BMRY	-	34	-
14" Non-touch 400 nits WVA FHD (1920 x 1080) 100% sRGB Anti-Glare	391-BGGF	-	34	-
English US RGB Backlit Sealed Internal keyboard	583-BILF	-	34	-
No Mouse	570-AADK	-	34	-
Intel AX210 WLAN Driver	555-BHCC	-	34	-
Intel AX210 Wireless Card with Bluetooth	555-BHCH	-	34	-
DW5821E w/o eSIM WWAN Card Snapdragon X20 LTE for Vrzn	556-BCYP	-	34	-
Hot surface warning label	389-ECGC	-	34	-
Primary 3 Cell 53.5 Whr ExpressCharge Capable Battery	451-BCWC	-	34	-
65W Type-C EPEAT Adapter	492-BCXP	-	34	-
Full Security - Fingerprint Reader, Contacted Smartcard Reader, Contactless Smartcard Reader	346-BHQJ	-	34	-
No Anti-Virus Software	650-AAAM	-	34	-
OS-Windows Media Not Included	620-AALW	-	34	-
E4 Power Cord 1M for US	537-BBBL	-	34	-
Setup and Features Guide	340-CXCE	-	34	-
Dummy Airbay Cover	325-BEIV	-	34	-
No Resource USB Media	430-XXYG	-	34	-
SERI Guide (ENG/FR/Multi)	340-AGIK	-	34	-
ENERGY STAR Qualified	387-BBPC	-	34	-
Custom Configuration	817-BBBB	-	34	-

Dell Applications for Windows 11	658-BFIP	-	34	-
Shuttle Ship, Notebook, 5430 Rugged	340-CXHM	-	34	-
Intel(R) Core(TM) i5 non-vPro Processor Label	389-DXDU	-	34	-
BTO Standard Shipment (VS)	800-BBQK	-	34	-
No UPC Label	389-BCGW	-	34	-
Microphone + RGB HD camera; Non-touch; WLAN/WWAN antennae; Pogo vehicle docking and RF passthrough	319-BBHS	-	34	-
EPEAT 2018 Registered (Silver)	379-BDTO	-	34	-
Dedicated u-blox NEO GPS Card	540-BDCC	-	34	-
No AutoPilot	340-CKSZ	-	34	-
Additional USB-A rear port	590-TFHR	-	34	-
Additional TBT/Type-C port	325-BEJZ	-	34	-
Rigid handle	750-ADPK	-	34	-
ProSupport Plus: Next Business Day Onsite, 3 Years	808-6797	-	34	-
Dell Limited Hardware Warranty Initial Year	808-6805	-	34	-
ProSupport Plus: Accidental Damage Service, 3 Years	808-6817	-	34	-
ProSupport Plus: Keep Your Hard Drive, 3 Years	808-6818	-	34	-
ProSupport Plus: 7X24 Technical Support, 3 Years	808-6847	-	34	-
Thank you for choosing Dell ProSupport Plus. For tech support, visit www.dell.com/contactdell or call 1-866-516-3115	997-8367	-	34	-

Subtotal:	\$73,371.66
Shipping:	\$0.00
Environmental Fee:	\$0.00
Estimated Tax:	\$4,905.07
Total:	\$78,276.73

Important Notes

Terms of Sale

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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 or 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. Descriptions and terms for Supplier-branded standard services are stated at www.dell.com/servicecontracts/global or for certain infrastructure products at www.dellemc.com/en-us/customer-services/product-warranty-and-service-descriptions.htm.

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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.

Contacts

Contacts

Name	Responsibility	Contact Information
Nicole Byrd	Account Manager	512-725-3212 nicole_byrd@dell.com
BJ Baker	Solutions Specialist	925-487-9224 bj_baker@dell.com
Linda Matusow	Proposal Manager	512-720-3618 Linda.Matusow@Dell.com

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All other trademarks used herein are the property of their respective owners.

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Latitude 5430 Rugged Specs

The Lightest*, Most Powerful 5G-Capable 14" Semi-Rugged Laptop. Ready for Work, Anywhere.**



Latitude 5430 Rugged

Built for the Toughest Jobs

Upgraded with the powerful, latest 11th Generation Intel Core Processors and boasting up to 2TB of fast, reliable, and high performance PCIe solid state drives, this IP-53 rated laptop tested to MIL-STD-810H specs can withstand harsh environments, and even thrive in them.

Award Winning Service

Have peace of mind and trust that your mission critical rugged PC is well-protected with coverage options such as Dell's signature Pro Support Plus. With options for premium support service featuring 24/7 access to the most experienced technicians, and next-business-day on-site service, downtime is a thing of the past.

Go-Anywhere Productivity

A glove-capable 1100-nit 14" FHD touchscreen option lets you work even in direct sunlight. All day productivity is easy with optional dual hot-swappable batteries with up to 25-hour¹ battery runtime. FirstNet Ready™ with Band 14, the 5G-capable Latitude 5430 Rugged Laptop offers mission-critical field connectivity. Intelligent Audio, ExpressConnect, ExpressResponse, and ExpressCharge features of Dell Optimizer enhance your field productivity.

¹ 25-hour runtime using the Mobile Mark 2014 benchmark. Actual battery runtime varies and depends on the hardware configuration, screen-brightness level, the number of apps running simultaneously, and environmental conditions. FirstNet and FirstNet Ready are registered trademarks and service marks of the First Responder Network Authority, an independent authority within the U.S. Department of Commerce. The FirstNet core is designed primarily for use in the United States.

Security Knows No Boundaries

With integrated cryptographic keys, a contacted/contactless smartcard reader option, a fingerprint reader option, plus Dell Data Protection on your rugged laptop, you have security built right into your system, from the get go, wherever you are.

Technical Specifications

[Latitude 5430 Rugged Spec Sheet](#)

MEMORANDUM OF INSURANCE						DATE 04-Feb-2022	
<p>This Memorandum is issued as a matter of information only to authorized viewers for their internal use only and confers no rights upon any viewer of this Memorandum. This Memorandum does not amend, extend or alter the coverage described below. This Memorandum may only be copied, printed and distributed within an authorized viewer and may only be used and viewed by an authorized viewer for its internal use. Any other use, duplication or distribution of this Memorandum without the consent of Marsh is prohibited. "Authorized viewer" shall mean an entity or person which is authorized by the insured named herein to access this Memorandum via https://marshdigital.marsh.com/marshconnect/viewMOI.action?clientId=362542334. The information contained herein is as of the date referred to above. Marsh shall be under no obligation to update such information.</p>							
PRODUCER Marsh USA Inc. dba Marsh Risk & Insurance Services ("Marsh")			COMPANIES AFFORDING COVERAGE				
INSURED Dell Technologies Inc. and all Subsidiaries One Dell Way - RR1-50 Round Rock Texas 78682 United States			Co. A National Union Fire Ins Co Pittsburgh PA				
			Co. B Various - See additional information section below				
			Co. c Lloyd's of London Syndicate 2623/623 at Lloyd's				
			Co. D				
			Co. E				
			Co. F				
COVERAGES							
THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS MEMORANDUM MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS							
CO LTR	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE	POLICY EXPIRATION DATE	LIMITS LIMITS IN USD UNLESS OTHERWISE INDICATED		
A	GENERAL LIABILITY Commercial Liability Occurrence	GL6547039	01-Mar-2021	01-Mar-2022	GENERAL AGGREGATE	USD	10,000,000
					PRODUCTS - COMP/OP AGG	USD	10,000,000
					PERSONAL AND ADV INJURY	USD	5,000,000
					EACH OCCURRENCE	USD	5,000,000
					FIRE DAMAGE (ANY ONE FIRE)	USD	5,000,000
					MED EXP (ANY ONE PERSON)	USD	10,000
A A	AUTOMOBILE LIABILITY Any Auto Hired Autos Non-Owned Autos	CA6890179 - CA, NC, TX CA6890178 - MA	01-Mar-2021 01-Mar-2021	01-Mar-2022 01-Mar-2022	COMBINED SINGLE LIMIT	USD	5,000,000
					BODILY INJURY (PER PERSON)		
					BODILY INJURY (PER ACCIDENT)		
					PROPERTY DAMAGE		
A	EXCESS LIABILITY Umbrella Form	21335551	01-Mar-2021	01-Mar-2022	EACH OCCURENCE	USD	20,000,000
					AGGREGATE	USD	20,000,000
B B B B	WORKERS COMPENSATION / EMPLOYERS LIABILITY THE PROPRIETOR / PARTNERS / EXECUTIVE	WC058240261-AOS WC058240263-FL WC058240260-MA.ND.OH.WA.WI.WY WC058240262-CA	01-Mar-2021 01-Mar-2021 01-Mar-2021 01-Mar-2021	01-Mar-2022 01-Mar-2022 01-Mar-2022 01-Mar-2022	WORKERS COMP LIMITS		Statutory
					EL EACH ACCIDENT	USD	1,000,000
					EL DISEASE - POLICY LIMIT	USD	1,000,000
					EL DISEASE - EACH EMPLOYEE	USD	1,000,000

	OFFICERS ARE Included		2021			
C	Professional/E&O	B0509FINPT2150026	01-Jun-2021	01-Jun-2022	Each Claim/Aggregate (Claims Made)	USD \$15M excess of \$20M SIR

The Memorandum of Insurance serves solely to list insurance policies, limits and dates of coverage. Any modifications here to are not authorized.

MEMORANDUM OF INSURANCE	DATE 04-Feb-2022
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PRODUCER Marsh USA Inc. dba Marsh Risk & Insurance Services ("Marsh")	INSURED Dell Technologies Inc. and all Subsidiaries One Dell Way - RR1-50 Round Rock Texas 78682 United States
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ADDITIONAL INFORMATION
WORK COMP POLICIES -

AIU Insurance Co. NAIC# 19399
WC058240261 - All Other States
WC058240263 - FL
WC058240262 - CA

New Hampshire Insurance Co. NAIC# 23841
WC058240260 - MA,WI,WY and Stop Gap EL: ND,OH,WA

WITH THE EXCEPTION OF WORKERS COMPENSATION, ADDITIONAL INSURED APPLIES WHERE REQUIRED BY WRITTEN CONTRACT. WAIVER OF SUBROGATION APPLIES WHERE REQUIRED BY CONTRACT AND WHERE PERMITTED BY LAW.

The above referenced Errors & Omissions policy shall include technology/professional liability, and data protection liability (cyber liability) insurance providing protection against: (a) errors and omissions in the performance of professional services; (b) breaches of security; (c) violation or infringement of any right of privacy, breach of federal, state, or foreign security and/or privacy laws or regulations; and (d) data theft, damage, destruction, or corruption.

The Memorandum of Insurance serves solely to list insurance policies, limits and dates of coverage. Any modifications hereto are not authorized.

Proposal Legal Notes

Dell and Dell EMC represent our brands and breadth of solutions under Dell Technologies. Dell Technologies conducts operations through its subsidiaries and is the parent company to contracting legal entities Dell Marketing L.P. and EMC Corporation.

The contents of this response, including all elements of proposed pricing, performance level agreements and any referenced terms and conditions, apply only to direct purchases with Dell Technologies.

Terms & Conditions

This proposal will remain valid for 30 days from the date of submission of the proposal. Final pricing and other legally binding contract terms must be agreed or confirmed between the parties.

Dell's proposal is based upon the County's acceptance of Dell Standard Terms and Conditions found at www.dell.com/CTS, and which incorporate Dell's U.S. Return Policy at www.dell.com/returnpolicy and the Dell Warranty at www.dell.com/WarrantyTerms. Dell requires additional terms to those terms included in the Request for Sealed Bids and we think you will find Dell Standard Terms a fair allocation of risk for both parties. Additionally, Dell specifically takes exception to Section 7.5 Indemnity. In summary for your understanding, Dell requires indemnity to be limited to third party claims for injuries, including death and damage to tangible property due to gross negligence and willful misconduct. Indemnity for any third party infringement claim is based upon prompt notice of the claim, cooperation in the defense, mitigating losses and subject to a cap on Liability. Dell also takes exception to Section 7.6 re-procurement costs which we realize is a very low risk based upon Dell's capacity to perform.

Dell would like to emphasize its willingness to negotiate mutually agreeable terms and conditions. We are also open to utilizing any available state contracts such as the State of California NASPO Computer Equipment or the Multiple Awards Schedule (CMAS) for the State of California. We are happy to discuss at the County's convenience.

Disclaimer

This proposal (and information contained herein) is provided to you for information purposes only. Dell Technologies is not responsible for any errors or omissions relating to this proposal or that may occur as a result of the passage of time. In addition, Dell Technologies may improve or change this presentation or improve or change its products and service offerings from time to time, without updating this proposal. Please contact your sales representative for updates or additional information.

Note

This information may be exempt from disclosure under open records and/or freedom of information act (foia) statutes and regulations. Dell reserves all rights available to it under applicable law to appeal any disclosure to a third-party accordingly.