



INFORMATIONAL MEMORANDUM

TO: **Finance Committee**

FROM: **Joel Bush, Chief Technical Officer**

BY: **Mike Marcum, Technical Operations Supervisor**

CC: **Mayor McLeod**

DATE: **3/17/25**

SUBJECT: **Dell Lease Agreement- PD Rugged Tablets**

ISSUE

TIS is seeking Council authorization to enter into a four-year lease agreement with Dell Financial Services.

BACKGROUND

The device lease will refresh the PD's fleet of rugged tablets, which are currently over 5 years old.

DISCUSSION

Attached is the Dell Financial Services proposal for review by the Finance Committee and Council.

FINANCIAL IMPACT

The annual cost will not exceed \$57,289.61, or \$212,026.38 over four years. This is a routine, budgeted expense.

RECOMMENDATION

The Finance Committee is being asked to review the rugged tablet refresh on 3/24 and forward it to the Regular Meeting consent agenda on 4/7/25 for approval, authorizing the mayor to sign the lease agreement.

ATTACHMENTS

Dell Proposal No. 0000129796.1

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Expiration Date: 04/17/2025

			48 Month TELP	
			Payments	Annual
			Due	Advance
			Interim Rent	None
Quote	Description	Product Subtotal	Rate Factor	Payment
3000186832117.1	Dell Latitude 7230 Rugged Extreme Tablet	\$192,427.38	0.27020	\$51,993.95
	Dell Latitude 7230 Rugged Extreme Tablet	\$159,301.89	0.27020	\$43,043.43
	Dell Dock Fischer UD22	\$4,168.80	0.27020	\$1,126.41
	Dell Keyboard for Latitude 7230 Rugged Extreme Tab	\$28,956.69	0.27020	\$7,824.11
Subtotal:		\$192,427.38	0.27020	\$51,993.95
Taxes, Shipping & Fees:		Rate Factor & Payment Financed Amount	0.27020	\$5,295.66 \$19,599.00
*Personal Property Management Fee may apply				
Total Amount:		Rate Factor & Payment Financed Amount	0.27020	\$57,289.61 \$212,026.38
Structure Notes				

Madison Cupples

DFS Account Manager

(512) 639-8143

 Madison_Cupples@Dell.com

Proposal Notes

Please note, this includes estimated taxes.

End of Term Option(s):

- Tax Exempt Lease Purchase (TELP) options:
- Exercise the option to purchase the products for one dollar; or,
 - For an agreed upon fee, return all products to DFS at lessee's expense.

Payment solutions provided and serviced by Dell Financial Services L.L.C. or its affiliate or designee ("DFS") to qualified customers. Offers may not be available or may vary in certain countries. Where available, offers may be changed without notice and are subject to product availability, credit approval, execution of documentation provided by and acceptable to DFS, and may be subject to minimum transaction size. Offers not available for personal, family or household use. Restrictions and additional requirements may apply to transactions with governmental or public entities. Proposal is property of DFS, contains confidential information and shall not be duplicated or disclosed in whole or part. Proposal is not a firm offer of a payment solution. Pricing and rates based upon the final amount, configuration and specification of the supplied equipment, software, services or fees. Prorata payment may be due in the first payment cycle. Proposal excludes additional costs to customer such as shipping, maintenance, filing fees, applicable taxes, insurance and similar items. Proposal valid through the expiration date shown above, or if none is specified, for 30 calendar days from date of presentation. Upon expiration, lease rates may be changed in the event that market rates change.

Additional Information:

LEASE QUOTE: The Lease Quote is exclusive of shipping costs, maintenance fees, filing fees, licensing fees, property or use taxes, insurance premiums and similar items which shall be for Lessee's account. Lessee will pay payments and all other amounts without set-off, abatement or reduction for any reason whatsoever. Additionally, Lessee shall declare and pay all sales, use and personal property taxes to the appropriate taxing authorities. If you are sales tax exempt, please provide a copy of your Exemption Certificate with the Lease Contract. If Lessee provides the appropriate tax exemption certificates to DFS, sales and use taxes will not be collected by DFS. However, if your taxing authority assesses a personal property tax on leased equipment, and if DFS pays that tax under your lease structure, Lessee must reimburse DFS for that tax expense in connection with the Lessee's lease.

PURCHASE ORDER: The Purchase Order must be made out to Dell Financial Services L.L.C., One Dell Way, RR8-23, Round Rock, TX 78682. The Purchase Order will need to include the quote number, quantity and description of the equipment. Please indicate that the PO is for a lease order and shows the type of lease, the term length, and payment frequency. The date of the lease quote referenced should be included. Please be sure to include any applicable shipping costs as a line item and include your address as the SHIP TO destination.

DOCUMENTATION: The Agreement executed between DFS and Lessee shall include all required leasing terms and conditions, including, but not limited to, payment terms, non-appropriation, essential use, authority, taxes, and insurance. In addition to a duly executed Agreement, other documents as reasonably requested by DFS may be required, such as but not limited to opinions of counsel, IRS tax exemption forms (if applicable), and audited financials.

PROPOSAL VALIDITY / APPROVALS: This is a proposal based upon market conditions and is valid for 30 days, is subject to final credit approval, review of the economics of the transaction, and execution of mutually acceptable documentation.

To explore how Dell Financial Services payment solutions can help take your business to the next level, please visit [Payment Solutions | Dell USA](#)