





## **El Paso County Agenda Item Details**

<b>Item Title:</b>	Information Technology Department - Contract No. 2024-1065 & 2024-1066   SHI Government Solutions, Inc. - Countywide / Master Services Agreement / As-Needed Software & Technology Solutions and Services / OMNIA Partners 2018011-02 - Yr 2024-2025 & DIR-CPO-5237 - Yr 2024-2029
<b>Submitted By:</b>	Art Nevarez, Director
<b>Department:</b>	Information Technology
<b>Department Phone Number:</b>	915-273-3301
<b>Subject:</b>	Approve and authorize the County Judge to sign both Master Services Agreements between the County of El Paso and SHI Government Solutions, Inc. for the purchase of as-needed Technology Solutions and Services under OMNIA Partners Contract No. 2018011-02 and as-needed Software & Technical Services under DIR-CPO-5237. Funding is available in various accounts. (Contract No. 2024-1065 & 2024-1066)
<b>Background:</b>	<p>The El Paso County's Information Technology Department (ITD) is committed to supporting robust and functional IT solutions. ITD dedicates resources focused on understanding and maintaining organizational and technological solutions to achieve this goal. ITD strives to consolidate our IT solutions to leverage institutional knowledge, focused training, and more efficient support.</p> <p>SHI offers a comprehensive range of IT solutions, including hardware, software, and related services, to meet the diverse needs of various industries, including government. By partnering with top technology manufacturers, SHI delivers customized solutions designed to address each client's unique requirements. Their full suite of services encompasses IT consulting, software licensing, cloud solutions, hardware deployment, and more—all focused on optimizing business performance and driving operational efficiencies. The Information Technology Department leverages SHI's offerings to procure various essential products, such as input and output devices, memory, storage solutions, network equipment, media supplies, and support services, to name a few, ensuring</p>

seamless and effective IT operations.

ITD is requesting that the Court approve and authorize the County Judge to sign these Master Services Agreements for the as-needed purchases of software and technological products and services. Both Agreements has been reviewed and approved by ITD, the County Attorney's Office, and the Purchasing Department. ITD recommends approval.

Contract Number: 2024-1065  
Contract Term Start: 02/27/2025  
Contract Term End: 09/22/2029

Contract Number: 2024-1066  
Contract Term Start: 02/27/2025  
Contract Term End: 09/28/2025

**Fiscal Impact:**

Funding is available in various accounts.

**Recommendation:**

Approve and authorize the County Judge to sign both Master Services Agreements between the County of El Paso and SHI Government Solutions, Inc. for the purchase of as-needed Technology Solutions and Services under OMNIA Partners Contract No. 2018011-02 and as-needed Software & Technical Services under DIR-CPO-5237. Funding is available in various accounts. (Contract No. 2024-1065 & 2024-1066)

**Prior Action:**

November 18, 2024, Commissioners Court approve the purchase of As-Needed Technology Solutions and Services for the County of El Paso using Omnia Partners 2018011-02 and DIR-CPO-5237 awarded to SHI Government Solutions, Inc.

**Strategic Plan:**

Goal:

null

Objective:

**Strategic Plan Information:**

**Estimated Time Needed  
For This Item:**



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**Strategic Plan:**

Goal:

null

Objective:

**Strategic Plan Information:**

**Estimated Time Needed  
For This Item:**



Information Technology Solutions & Services  
Executive Summary

**Lead Agency:** City of Mesa, AZ

**Solicitation:** # 2018011

**RFP Issued:** September 20, 2017

**Pre-Proposal Date:** October 3, 2017

**Response Due Date:** October 23, 2017

**Proposals Received:** 11



**Awarded to:**

The City of Mesa, AZ Department of Procurement issued RFP # 201811 on September 20, 2017, to establish a national cooperative contract for information technology solutions and services.

The solicitation included cooperative purchasing language in the SCOPE of WORK, # 2 "NATIONAL CONTRACT REQUIREMENTS:

**NATIONAL CONTRACT REQUIREMENTS.** The City, as the Principal Procurement Agency, as defined in Attachment D, has partnered with the National Intergovernmental Purchasing Alliance Company ("National IPA") to make the resultant contract (also known as the "Master Agreement" in materials distributed by National IPA) from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit ("Public Agencies"), through National IPA's cooperative purchasing program. The City of Mesa is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with National IPA as a Participating Public Agency in National IPA's cooperative purchasing program. Attachment D contains additional information on National IPA and the cooperative purchasing agreement.

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- City of Mesa website
- National IPA website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star-Advertiser, HI
- The Advocate – New Orleans, LA
- New Jersey Herald, NJ
- Las Vegas Journal Review, LV
- Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT

On September 20, 2017 proposals were received from the following offerors:

- CDW-G
- Cloudvara
- Connection Public Sector Solutions
- Hye Tech Networks
- Hypertech Direct
- Office Depot
- PCMG
- POP, Inc.
- SHI International
- World Wide Technology, Inc.
- Zones

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with SHI International and proceeding with contract award upon successful completion of negotiations.

The City of Mesa, AZ, National IPA and SHI International Corp. successfully negotiated a contract and the City of Mesa executed the agreement with a contract effective date of March 1, 2018.

Contract includes:

A wide variety of technology solutions broken down by category including but not limited to systems, input/output devices, memory, storage devices, network equipment, software, media supplies, collaboration & IP telephony, and other related products & services.

SHI is a 100% minority owned company and a Corporate Plus member of the National Minority Supplier Development Council (NMSDC). Certified by the New York & New Jersey Minority Supplier Development Council (NY/NJ MSDC) and recognized by the 22 other regional affiliates of the NMSDC.

Term:

Initial five- year agreement from March 1, 2018 through February 28, 2023 with the option to renew for two (2) additional one-year periods through February 28, 2025

Pricing/Discount:

SHI offers a discount percentage based on SHI Advertised Price list by category. Refer to pricing document for complete details. In many cases, SHI Advertised List Price already reflects a substantial discount off Manufacturer Published List prices. Given the breadth of manufacturers and products that SHI offers, there will be many opportunities for SHI to secure additional discounts for eligible contract users.

National IPA Web Landing Pages:

[www.nationalipa.org/Vendors/Pages/SHI.aspx](http://www.nationalipa.org/Vendors/Pages/SHI.aspx)



Information Technology Solutions & Services  
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- Las Vegas Journal Review, LV
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- Daily Journal of Commerce, OR
- The State, SC
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- Richmond Times, VA
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National IPA Web Landing Pages:

[www.nationalipa.org/Vendors/Pages/SHI.aspx](http://www.nationalipa.org/Vendors/Pages/SHI.aspx)



As Needed Technology Solutions and Services for El Paso County

Omnia Partners 2018011-02

Term: 9/28/25

DIR-CPO-5237

Term: 9/22/29

**SHI International Corp. / SHI Government Solutions  
Austin, TX**

Pricing as indicated on contract for vendor's full catalog.

**Technology Products:**

Systems (Hardware), Input Devices, Output Devices, Memory, Storage Devices,  
Network Equipment, Software, Media Supplies, Services, and Other

Karen H. Davidson  
Approved (Print Name)

Karen H. Davidson  
Approved (Signature)

10/30/24  
Date



As Needed Technology Solutions and Services for El Paso County

Omnia Partners 2018011-02

Term: 9/28/25

DIR-CPO-5237

Term: 9/22/29

**SHI International Corp. / SHI Government Solutions  
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Systems (Hardware), Input Devices, Output Devices, Memory, Storage Devices,  
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Karen H. Davidson  
Approved (Print Name)

[Signature]  
Approved (Signature)

10/30/24  
Date

# DIR-CPO-5237

Contract Start Date: 09/22/23

Contract Term Date: 09/22/25

Contract Expiration Date: 09/22/29

## SHI Government Solutions, Inc.

Vendor ID: 1223695478500

### Vendor Contact:

Texas Team SHI

Phone: (800) 870-6079

Fax: (512) 732-0232

[Vendor Website](#)

### DIR Contact:

Eliza Garcia

Phone: (512) 475-4631

## Contract Overview

SHI Government Solutions, Inc. as a Value Added Reseller (VAR) offers Adobe and Microsoft software products and related services through this contract. Customers may purchase from the Select Plus Program or must enter into an Enterprise Agreement (EA) or have a current ELA with Microsoft. Customers can purchase directly through this DIR VAR contract. Contracts may be used by state and local government, public education, other public entities in Texas, as well as public entities outside the state. This Contract covers the entire Adobe and Microsoft Catalogue of products and Related Services plus all government and education volume licensing MSRP special Discount programs. Resellers are not available for this contract.

## Contract Details & Ordering Information

[Products & Services](#) / [Commodity Codes](#) / [Brands](#) / [Contract Documents](#) / [How to Order](#) / [Resellers](#)

# DIR-CPO-5237

Contract Start Date: 09/22/23

Contract Term Date: 09/22/25

Contract Expiration Date: 09/22/29

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Vendor ID: 1223695478500

### Vendor Contact:

Texas Team SHI

Phone: (800) 870-6079

Fax: (512) 732-0232

[Vendor Website](#)

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Eliza Garcia

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## CONTRACT AMENDMENT

**Contract Title:** Information Technology Solutions

**Contractor:** SHI International Corporation

**Contract Number:** 2018011

**Amendment Number:** Six (6)

### Description of Change:

1. Contract Extension. Term of contract extension March 1, 2025, through September 28, 2025.

2. Addition of Dell Apex

a. Percentage Discount

	Product/Services Description	Percentage Discount
1.	Dell Apex	Minimum 4.5%

b. Dell Apex Terms and Conditions

1. Dell Apex purchases made under this Contract are subject to additional terms and conditions that will be provided at or before time of the purchase. Such additional terms and conditions will take precedence over any conflicting terms in this Contract.
2. All other terms and conditions of the above referenced Contract shall remain unchanged and in full force and effect.

3. Amazon Web Services (AWS).

a. Cloud Services Terms and Conditions

- i. Contract Amendment 3, Exhibit A, is deleted and replaced the following link:  
<https://www.publicsector.shidirect.com/terms/aws-customer-agreement-public-sector>.

**Effective Date of Change:** May 30, 2024

**Acceptance:** On behalf of the undersigned Contractor, I have given careful consideration to this Contract Amendment and hereby agree to the change(s) and except that as amended herein, all provisions of the Contract remain in full force and effect.

**SHI International Corp.:**

DocuSigned by:

Signature

Kristina Mann

**City of Mesa:**

Signature

Edward Quedens

CONTRACT AMENDMENT

Printed Name

5/30/2024

Date

City Manager Designee

5/30/24 10:05 MST

Date

Reviewed by:

*Ted Stallings*

Ted Stallings, Procurement Officer II



## CONTRACT AMENDMENT

**Contract Title:** Information Technology Solutions

**Contractor:** SHI International Corporation

**Contract Number:** 2018011

**Amendment Number:** Six (6)

### Description of Change:

1. Contract Extension. Term of contract extension March 1, 2025, through September 28, 2025.

2. Addition of Dell Apex

a. Percentage Discount

	Product/Services Description	Percentage Discount
1.	Dell Apex	Minimum 4.5%

b. Dell Apex Terms and Conditions

- Dell Apex purchases made under this Contract are subject to additional terms and conditions that will be provided at or before time of the purchase. Such additional terms and conditions will take precedence over any conflicting terms in this Contract.
- All other terms and conditions of the above referenced Contract shall remain unchanged and in full force and effect.

3. Amazon Web Services (AWS).

a. Cloud Services Terms and Conditions

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Kristina Mann

**City of Mesa:**

Signature

Edward Quedens



CONTRACT AMENDMENT

Printed Name

5/30/2024

Date

City Manager Designee

5/30/24 10:05 MST

Date

Reviewed by:

*Ted Stallings*

Ted Stallings, Procurement Officer II



**County of El Paso  
Agenda Item Details**

**Item Title:** Purchasing- As-Needed Technology Solutions and Services

**Submitted By:** Karen Davidson, Purchasing Agent

**Department:** Purchasing

**Department Phone Number:** 915-273-3349

**Subject:** Approve and authorize the purchase of As-Needed Technology Solutions and Services for El Paso County using Omnia Partners 2018011-02 and DIR-CPO-5237 awarded to SHI International Corp. / SHI Government Solutions of Austin, Texas. Pricing as indicated on contract for vendor's full catalog. Funding is available through various County department accounts. Purchasing approved on November 12, 2024.

**Background:** Information technology services and solutions is a highly used commodity. Cooperatives are found to have suitable prices to purchase computer hardware, software, and technology solutions as needed to meet the needs of departments countywide. Technology products include hardware, input devices, output devices, memory, storage devices, network equipment, software, media supplies, and support services.

To ensure the County is obtaining the overall best value, to include pricing and terms, the Purchasing Department reviewed available cooperative contracts and determined that the Omnia Partners and DIR contracts conform to the County's needs.

Omnia Partners 2018011-02 Contract Term: September 28, 2025  
DIR-CPO-5237 Contract Term: September 28, 2029

**Fiscal Impact:** Fiscal Impact Historical

Fiscal Impact Projected  
Fund account contingent on requesting department.

Long Account Number: Amount:

Long Account Number: Amount:

**Budget or Unbudgeted Match:**

**Recommendation:**

Approve and authorize the purchase of As-Needed Technology Solutions and Services for El Paso County using Omnia Partners 2018011-02 and DIR-CPO-5237 awarded to SHI International Corp. / SHI Government Solutions of Austin, Texas. Pricing as indicated on contract for vendor's full catalog. Funding is available through various County department accounts. Purchasing approved on November 12, 2024.

**Prior Action:**

n/a

**Strategic Plan:**

Goal:

null

Objective:

**Strategic Plan Information:**

**Estimated Time Needed**

**For This Item:**



**County of El Paso  
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**Submitted By:** Karen Davidson, Purchasing Agent

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**Prior Action:**

n/a

**Strategic Plan:**

Goal:

null

Objective:

**Strategic Plan Information:**

**Estimated Time Needed**

**For This Item:**

STATE OF TEXAS

COUNTY OF EL PASO

§

# MASTER SERVICES AGREEMENT

This Master Services Agreement is between the County of El Paso, Texas ("County") and SHI Government Solutions, Inc ("Vendor"). The purpose of this agreement is to memorialize the cooperative bid award between the County and the Vendor. The cooperative contract between vendor and the cooperative is attached and incorporated by reference as **Attachment A**. This Agreement and the cooperative contract are to be read in harmony, if possible. If these documents cannot be read in harmony, then the terms of this Agreement shall control.

1. The purchasing cooperative is: Texas Department of Information Resources .
2. The cooperative contract number is: DIR-CPO-5237 .
3. The subject matter of the cooperative contract is: Software and Technical Services .
4. This Master Services Agreement shall commence on the date the last party executed it. It shall continue in full force and effect until: September 22, 2025, or until all annual extension options for the Texas Department of Information Resources (DIR) Contract No. DIR-CPO-5237 have been exhausted.
5. **THE TERMS OF THIS MASTER SERVICES AGREEMENT AND THE CONTRACT BETWEEN THE VENDOR AND THE COOPERATIVE (INCORPORATED BY REFERENCE) MAY NOT BE ALTERED OR AMENDED UNLESS AGREED TO IN A WRITING EXECUTED BY BOTH PARTIES.**

**5.1 PURPORTED TERMS AND CONDITIONS ON THE BACK OF AN INVOICE OR OTHER DOCUMENT SHALL NOT BE BINDING ON THE COUNTY UNLESS EXECUTED BY BOTH PARTIES UNDER THE TERMS OF THIS PARAGRAPH.**

**5.2 ONLY THE COUNTY JUDGE MAY EXECUTE AN AMENDMENT TO THIS AGREEMENT ON BEHALF OF THE COUNTY AND ONLY AFTER APPROVAL BY THE COMMISSIONERS COURT IN AN OPEN MEETING. COUNTY DEPARTMENT HEADS MAY NOT EXECUTE CHANGES TO THIS MASTER SERVICES AGREEMENT.**

6. The parties agree to alter the terms of the cooperative contract as follows:

6.1 \_\_\_\_\_

EL PASO COUNTY

\_\_\_\_\_  
Ricardo A. Samaniego  
El Paso County Judge  
Date: \_\_\_\_\_

VENDOR

\_\_\_\_\_

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Title  
(Must have authority to bind vendor)

\_\_\_\_\_  
Date: \_\_\_\_\_





EL PASO COUNTY

\_\_\_\_\_  
Ricardo A. Samaniego  
El Paso County Judge  
Date: \_\_\_\_\_

VENDOR

\_\_\_\_\_  
\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Title  
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\_\_\_\_\_  
Date: \_\_\_\_\_



EL PASO COUNTY

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Ricardo A. Samaniego  
El Paso County Judge  
Date: \_\_\_\_\_

VENDOR

\_\_\_\_\_  
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STATE OF TEXAS

COUNTY OF EL PASO

§

EL PASO COUNTY

\_\_\_\_\_  
Ricardo A. Samaniego  
El Paso County Judge  
Date: \_\_\_\_\_

VENDOR

\_\_\_\_\_  
\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Title  
(Must have authority to bind vendor)

\_\_\_\_\_  
Date: \_\_\_\_\_