



Los Angeles World Airports

RESOLUTION NO. 23639

WHEREAS, on recommendation of Management, there was presented for approval, Award of a three (3) year Contract with En Pointe Technologies Sales, Inc. in an amount not-to-exceed \$9,000,000 for the purchase of Intel-based computers and local area network systems, equipment, and services at Los Angeles World Airports; and

WHEREAS, under the terms of the Contract, Los Angeles World Airports (LAWA) will be authorized to purchase Intel-based computer and local area network ("LAN") equipment, and related equipment, supplies, and services in support of ongoing operations for approximately \$3,000,000. Staff anticipates the remaining \$6,000,000 contract authority will be used to procure additional computer and LAN equipment required to support Information Technology ("IT") capital projects previously approved by the Board of Airport Commissioners ("BOAC") as well as new projects currently in the planning and/or development stages at LAWA. At this time, Information Management and Technology Group ("IMTG") is conservatively estimating the three-year contract value required and will return to the BOAC to request an increase, if necessary, once new IT capital projects are approved; and

WHEREAS, in response to Intel-based workstations and LAN system equipment and services Request for Bids ("RFB") No. 107-112, LAWA received two responses as follows:

Equipment Response Summary

Product Category	Arey Jones	En Pointe
Acquisition Mark-up % - Dell	7%	2%
Acquisition Mark-up % - Gateway	7%	3%
Acquisition Mark-up % - IBM	7%	2%
Acquisition Mark-up % - NEC/Mitsubishi	7%	2%
Acquisition Mark-up % - Hewlett Packard/Compaq	7%	5%
Acquisition Mark-up % - Toshiba	7%	2%
Acquisition Mark-up % - F5 Networks	7%	2%
Acquisition Mark-up % - All Others	7%	3%
Restocking Fee	15%	5%
*Sample Product List Total	\$1,424,408.46	\$1,277,098.62
Less Sample Product List Discount	(\$28,488.17)	(\$6,385.49)
*Discounted Sample Product List Total	\$1,395,920.29	\$1,270,713.13
Discount Terms	2% ;25 days	0.5%;26 days

*Sample list excludes categories where vendors listed substitute products.

Services Response Summary

Service Category	Arey Jones	En Pointe
Desktop/Laptop PC Software and Hardware Components Installation - Regular Hourly Rate	\$59.00	\$75.00
Desktop/Laptop PC Software and Hardware Components Installation - Off Hours and Holiday Hourly Rate	\$67.50	\$79.00

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Services Response Summary, cont'd.

Service Category	Arey Jones	En Pointe
Desktop/Laptop PC Software and Hardware Components Installation - Per Unit Cost during Regular Hours	\$49.00	\$35.00
Desktop/Laptop PC Software and Hardware Components Installation of - Per Unit Cost during Off Hours and Holidays	\$69.00	\$52.50
Installation of File Server Software and Server Hardware Components Regular Hourly Rate	\$109.00	\$75.00
Installation of File Server Software and Server Hardware Components - Off Hours and Holiday Hourly Rate	\$129.00	\$110.00
Installation of File Server Software and Server Hardware Components - Per Unit Cost during Regular Hours	\$79.00	\$45.00
Installation of File Server Software and Server Hardware Components - Per Unit Cost during Off Hours and Holidays	\$99.00	\$67.50

WHEREAS, based upon the analysis above, En Pointe was identified as the lowest responsive and responsible bidder; and

WHEREAS, funds for this Contract are available in the Fiscal Year 2008-2009 LAWA Operating Budget in Cost Center 170003 - IT Infrastructure Division, Commitment Item 522 - Materials & Supplies in the amount of \$310,000 and Cost Element 104500 in the amount of \$98,000; and Cost Center 1300002 - Ontario IT, Commitment Item 522 - Materials & Supplies in the amount of \$15,000. Additional computer equipment funding totaling \$88,600 has been approved for the purchase of computer items for various LAWA divisions; and

WHEREAS, Information Technology Security Systems Improvement Program (ITSSIP) costs identified in this contract are for systems supporting approved CIP projects, and are thus approved for Passenger Facilities Charge (PFC) funding. Capital funding of approximately \$6,000,000 is requested for use as follows: WBS Element 1.06.00004A-71R (LAX ACAMS), 1.06.00004E-71R (LAX CCTV), 1.06.00005F-71R (LAX Infrastructure Construction), 1.06.00002G-71R (LAX Wired & Wireless Network), 2.06.00004A-723 (ONT ACAMS), 2.06.00004E-723 (ONT CCTV), 2.06.00005F-723 (ONT Infrastructure Construction), and 2.06.00002G-723 (ONT Wired & Wireless Network), as well as future IT projects approved by the BOAC during the term of this contract and as required; and

WHEREAS, this action, as a continuing administrative activity, is exempt from the requirements of the California Environmental Quality Act (CEQA) pursuant to Article II Section 2 (f) of the Los Angeles City CEQA Guidelines, as amended by the City Council on July 31, 2002; and

WHEREAS, En Pointe Technologies Sales, Inc. will comply with the provisions of the Living Wage Ordinance; and

WHEREAS, Contract Services Division reviewed this item and established a 7% Minority/Women Business Enterprise ("M/WBE") level for this project. En Pointe Technologies Sales, Inc. proposed a 7% combined M/WBE level of participation. Contract Services Division confirmed that based on the documents submitted, En Pointe Technologies Sales, Inc. has made a good faith effort to outreach to MBE/WBE/OBE subcontractors; and

WHEREAS, En Pointe Technologies Sales, Inc. has submitted an Affirmative Action Plan and will comply with the provisions of the Affirmative Action Program; and

WHEREAS, En Pointe Technologies Sales, Inc. has been assigned Business Tax Registration Certificate No. 442180-71-L-190; and

WHEREAS, En Pointe Technologies Sales, Inc. has submitted the Certification of Compliance with Child Support Obligations and will comply with the provisions of the Child Support Obligations Ordinance; and

WHEREAS, En Pointe Technologies Sales, Inc. has approved insurance documents, in the terms and amounts required, on file with LAWA; and

WHEREAS, En Pointe Technologies Sales, Inc. has submitted the Contractor Responsibility Program Questionnaire and Pledge of Compliance and will comply with the provisions of the Contractor Responsibility Program; and

WHEREAS, En Pointe Technologies Sales, Inc. has been determined by Public Works – Office of Contract Compliance, to be in full compliance with the provisions of the Equal Benefits Ordinance; and

WHEREAS, En Pointe Technologies Sales, Inc. will be required to comply with the provisions of the First Source Hiring Program for all non-trade LAX Airport Jobs once the Program is formally implemented by LAWA; and

WHEREAS, actions taken on this item by the Board of Airport Commissioners will become final pursuant to the provisions of the Los Angeles City Charter Section 245;

NOW, THEREFORE, BE IT RESOLVED that the Board of Airport Commissioners determined that this action is exempt from the California Environmental Quality Act requirements, adopted the Staff Report, found that the work can be performed more economically or feasibly by an independent contractor than by City employees, approved the Award of a Contract to En Pointe Technologies Sales, Inc. for the purchase of Intel-based computers and local area network systems, equipment, and services at Los Angeles World Airports for a three (3) year period and an amount not-to-exceed \$9,000,000, and authorized the Executive Director to execute the Contract with En Pointe Technologies Sales, Inc., upon approval as to form by the City Attorney.

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I hereby certify that the foregoing is a true and correct copy of Resolution No. 23639 adopted by the Board of Airport Commissioners at a Regular Meeting held Monday, September 15, 2008.



Sandra J. Miller – Secretary
BOARD OF AIRPORT COMMISSIONERS