



STAFF REPORT

SAUSALITO CITY COUNCIL

AGENDA TITLE: Lease agreement with Dell Computer Corporation to leverage pricing structures established by the County of Marin.

RECOMMENDED MOTION: Approve Purchase Requisition for Dell Computer Corporation to enter into an agreement that will allow the City of Sausalito to lease 20 Dell workstations for 36 months; leveraging the same discount structure that the County of Marin has negotiated with Dell.

SUMMARY

Dell Computer Corporation has provided pricing for a 3 year lease agreement for 20 computers (referred to in this report as hardware) representing 20 scheduled computer replacements for fiscal year 07/08. Under the terms of this agreement, the City of Sausalito will lease the hardware for 3 years, paying sales tax only on the 3 years we will have the hardware and will either return the hardware to Dell Computer Corporation at the end of 3 years or have the option to purchase the hardware at fair market value. It is the City of Sausalito's intention to return the hardware at end of the three year lease. This will relieve our burden of disposing of the hardware at the end of its practical lifecycle but will require that we consistently adhere to our plan to replace 1/3 of desktop computers each year and budget accordingly.

BACKGROUND

In 2006, the County of Marin met with Dell Computer Corporation and the City Managers with an offer to extend the same pricing that the County of Marin has negotiated with Dell, to the individual cities and agencies within Marin County. This would represent a significant savings for the City of Sausalito and represent a reduction in costs which we cannot possibly expect to negotiate on our own with our significantly smaller budget and buying power.

In Fiscal Year 06/07, the City of Sausalito entered into a 36 month lease agreement for 20 workstations, with the intention of doing the same each year to replace roughly 1/3 of our workstations within each 3 year or 36 month cycle. This staff report and the attached purchase requisition simply represent the most recent effort in that cycle.

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The City of Sausalito has been using Dell Computers since November 2001 with great success. Dell has consistently proven to have the lowest prices of any of the top tier computer manufacturers and has reliably provided excellent value and superior customer support.

ISSUES

This lease agreement does not represent a change of any kind in which vendors or productivity resources we are likely to employ. This agreement simply presents the City of Sausalito with an opportunity to acquire those resources at a significantly lower price.

FISCAL IMPACT

Below is a table illustrating the difference between the price the City of Sausalito could expect to pay without leveraging the Marin County pricing and what the cost will actually be, working with the Marin County negotiated pricing structure and roughly what we can expect to realize in terms of savings. *This table does not include leasing fees*

Product/Vendor	Without County of Marin pricing	with County of Marin pricing	We save:
Dell Optiplex 755 Price per unit	\$1,247.90	\$1,000.46	
Price for 20 units:	22,602.00	\$18,238.80	
Taxes & fees	\$1,906.73	\$1,568.50	
Totals	24,508.73	\$19,807.30	\$4,701.43

Cost budgeted for 1st fiscal year: **\$6,652.43**

Cost to be budgeted for 2nd fiscal year: \$6577.43

Cost to be budgeted for 3rd fiscal year: \$6577.43

FUNDS ENCUMBRANCE

The following steps have been completed before submitting this request to the Council in order to ensure that the item is budgeted and that the funds have been properly encumbered for this expenditure.

This expenditure is budgeted in Account 100-130-7000-760 for hardware.

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X Written quotes or formal bids have been obtained from the following vendors or service providers listed below: The County of Marin has already conducted a competitive bidding process with 3 or more vendors, finally choosing Dell Computer Corporation as the lowest bidder. As our agreement leverages the pricing negotiated by the County of Marin as a result of their bidding process and the volume of business they conduct with Dell Computer Company, this satisfies the City of Sausalito's purchasing policy requirements.

X Based on the bids or price quotes received, this expenditure has been reviewed by the Finance Director and the City Manager.

X A Purchase Requisition has been created in the City's Springbrook finance system, and a copy is attached to this report.

X All bid pricing and other supporting documentation and the committed Purchase Requisition has been submitted to the appropriate Finance staff member for review.

X The Finance Director's signature has been obtained on the Purchase Requisition as reviewed by Finance staff.

X An insurance certificate ___ is required / X is not required for this expenditure. If a certificate is required, it is attached to this report.

STAFF RECOMMENDATIONS

Approve the lease of 20 new Dell workstations and sign both the PO form from Dell and our own Purchase Requisition.

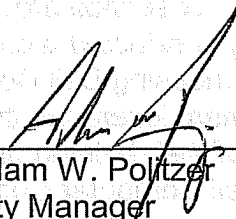
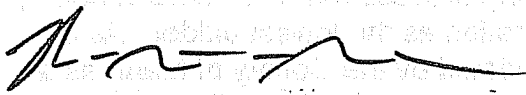
ATTACHMENTS

1. Quotes for pricing with and without County of Marin discount for 20 Dell workstations
2. City of Sausalito Purchase Requisition for first 12 months of the 36 month hardware lease with Finance Director authorization
3. Dell Lease document

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PREPARED BY:

SUBMITTED BY:



Rhett Redelings-MacDermott
Technology Manager

Adam W. Politzer
City Manager

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DELL**QUOTATION**

QUOTE #: 429058730

Customer #: 15521721

Contract #: N39913654

Customer Agreement #: NASPOWSCA # A63307

Quote Date: 5/9/08

Date: 5/13/08 8:18:57 AM

Customer Name: CITY OF SAUSALITO

TOTAL QUOTE AMOUNT:	\$19,732.30		
Product Subtotal:	\$18,238.80		
Tax:	\$1,413.50		
State Environmental Fee:	\$80.00		
Shipping & Handling:	\$0.00		
Shipping Method:	Ground	Total Number of System Groups:	2

GROUP: 1	QUANTITY: 10	SYSTEM PRICE: \$1,000.46	GROUP TOTAL: \$10,004.60
Base Unit:	OptiPlex 755 Minitower,Core 2 Duo E6550/2.33GHz,4M,VT 1333FSB (223-0592)		
Processor:	NTFS File System,Factory Install (420-3699)		
Memory:	2GB,Non-ECC,667MHz DDR2,2X1GB OptiPlex 740 (311-7440)		
Keyboard:	Dell USB Keyboard,No Hot Keys English,Black,Optiplex (310-8010)		
Monitor:	Dell E198FP,19 Inch Flat Panel19.0 Inch Viewable Image Size OptiPlex,Precision and Latitude (320-5578)		
Video Card:	256MB ATI RADEON HD 2400 Pro Graphics w/DVI and TV Out,FullHeight,Dell OptiPlex (320-5739)		
Hard Drive:	80GB SATA 3.0Gb/s and 8MB DataBurst Cache,Dell OptiPlex 755 (341-5472)		
Floppy Disk Drive:	3.5 inch,1.44MB,Floppy Drive Dell OptiPlex 740,755 and 330 (341-4005)		
Floppy Disk Drive:	Cable for 3.5IN,1.44MB Floppy Drive, Dell OptiPlex Minitower (330-0474)		
Operating System:	Windows XP PRO SP2 with Windows Vista Business LicenseDell OptiPlex,English,Factory Install (420-6972)		
Mouse:	New Dell USB 2 Button Optical Mouse with Scroll,Black OptiPlex (310-9627)		
TBU:	vPro Secure Advanced Hardware Enabled Systems Management Dell OptiPlex (310-9491)		
CD-ROM or DVD-ROM Drive:	16X DVD+/-RW,SATA,Dell OptiPlex 755 Desktop or Minitower (313-5426)		
CD-ROM or DVD-ROM Drive:	Cyberlink Power DVD,No Media Dell OptiPlex (420-7964)		
CD-ROM or DVD-ROM Drive:	Compact Diskette for CyberlinkPower DVD,Dell OptiPlex (420-7965)		
CD-ROM or DVD-ROM Drive:	Roxio Creator Dell Edidion,9.0Dell OptiPlex (420-7963)		
Speakers:	Internal Chassis Speaker Option,Dell OptiPlex Minitower (313-3350)		
Documentation Diskette:	Resource CD contains Diagnostics and Drivers for Dell OptiPlex 755 (310-9380)		
Factory Installed Software:	Energy Smart,Energy Star,EIST for OptiPlex (if applicable) (310-9504)		
Service:	ProSupport for IT: Next Business Day Parts and Labor Onsite Response Initial Year (985-5930)		

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Service:	Dell Hardware Limited Warranty Plus Onsite Service Extended Year(s) (989-1568)
Service:	ProSupport for IT: 7x24 Technical Support for certified IT Staff, Initial (984-6640)
Service:	ProSupport for IT: 7x24 Technical Support for certified IT Staff, 2 Year Extended (984-0002)
Service:	Dell Hardware Limited Warranty Plus Onsite Service Initial Year (989-1567)
Service:	ProSupport for IT: Next Business Day Parts and Labor Onsite Response 2 Year Extended (985-0482)
Service:	Thank you choosing Dell ProSupport. For tech support, visit http://support.dell.com/ProSupport or call 1-866-516-31 (989-3449)
Installation:	Standard On-Site Installation Declined (900-9987)
Misc:	Shipping Material for System Smith Minitower, Dell OptiPlex (310-9330)
	Vista Premium Downgrade Relationship Desktop (310-9161)
	You have chosen a vPro System (310-9490)

GROUP: 2	QUANTITY: 10	SYSTEM PRICE: \$831.42	GROUP TOTAL: \$8,314.20
Base Unit:	OptiPlex 755 Minitower, Core 2 Duo E6550/2.33GHz, 4M, VT 1333FSB (223-0592)		
Processor:	NTFS File System, Factory Install (420-3699)		
Memory:	2GB, Non-ECC, 667MHz DDR2, 2X1GB OptiPlex 740 (311-7440)		
Keyboard:	Dell USB Keyboard, No Hot Keys English, Black, OptiPlex (310-8010)		
Monitor:	No Monitor Selected, OptiPlex (320-3704)		
Video Card:	256MB ATI RADEON HD 2400 Pro Graphics w/DVI and TV Out, Full Height, Dell OptiPlex (320-5739)		
Hard Drive:	80GB SATA 3.0Gb/s and 8MB DataBurst Cache, Dell OptiPlex 755 (341-5472)		
Floppy Disk Drive:	3.5 inch, 1.44MB, Floppy Drive Dell OptiPlex 740, 755 and 330 (341-4005)		
Floppy Disk Drive:	Cable for 3.5IN, 1.44MB Floppy Drive, Dell OptiPlex Minitower (330-0474)		
Operating System:	Windows XP PRO SP2 with Windows Vista Business License Dell OptiPlex, English, Factory Install (420-6972)		
Mouse:	New Dell USB 2 Button Optical Mouse with Scroll, Black OptiPlex (310-9627)		
TBU:	vPro Secure Advanced Hardware Enabled Systems Management Dell OptiPlex (310-9491)		
CD-ROM or DVD-ROM Drive:	16X DVD+/-RW, SATA, Dell OptiPlex 755 Desktop or Minitower (313-5426)		
CD-ROM or DVD-ROM Drive:	Cyberlink Power DVD, No Media Dell OptiPlex (420-7964)		
CD-ROM or DVD-ROM Drive:	Compact Diskette for Cyberlink Power DVD, Dell OptiPlex (420-7965)		
CD-ROM or DVD-ROM Drive:	Roxio Creator Dell Edition, 9.0 Dell OptiPlex (420-7963)		
Speakers:	Internal Chassis Speaker Option, Dell OptiPlex Minitower (313-3350)		
Documentation Diskette:	Resource CD contains Diagnostics and Drivers for Dell OptiPlex 755 (310-9380)		
Factory Installed Software:	Energy Smart, Energy Star, EIST for OptiPlex (if applicable) (310-9504)		
Service:	ProSupport for IT: Next Business Day Parts and Labor Onsite Response Initial Year (985-5930)		
Service:	Dell Hardware Limited Warranty Plus Onsite Service Extended Year(s) (989-1568)		
Service:	ProSupport for IT: 7x24 Technical Support for certified IT Staff, Initial (984-6640)		

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Service:	ProSupport for IT: 7x24 Technical Support for certified IT Staff, 2 Year Extended (984-0002)
Service:	Dell Hardware Limited Warranty Plus Onsite Service Initial Year (989-1567)
Service:	ProSupport for IT: Next Business Day Parts and Labor Onsite Response 2 Year Extended (985-0482)
Service:	Thank you choosing Dell ProSupport. For tech support, visit http://support.dell.com/ProSupport or call 1-866-516-31 (989-3449)
Installation:	Standard On-Site Installation Declined (900-9987)
Misc:	Shipping Material for System Smith Minitower, Dell OptiPlex (310-9330)
	Vista Premium Downgrade Relationship Desktop (310-9161)
	You have chosen a vPro System (310-9490)

SALES REP:	Elizabeth McCann	PHONE:	800-274-7799
Email Address:	elizabeth_mccann@dell.com	Phone Ext:	

For shipments of certain products to California, a State Environmental Fee of up to \$10 per item has been added to your quote.

For your convenience, your sales representative, quote number and customer number have been included to provide you with faster service when you are ready to place your order. Orders may be faxed to the attention of your sales representative to 1-866-607-6914. You may also place your order online at www.dell.com/qto

This quote is subject to the terms of the agreement signed by you and Dell, or absent such agreement, to Dell's Terms of Sale.

Prices and tax rates are valid in the U.S. only and are subject to change.

****Sales/use tax is a destination charge, i.e. based on the "ship to" address on your purchase order.**

Please indicate your taxability status on your PO. If exempt, please fax exemption certificate to Dell Tax Department at 888-863-8778, referencing your customer number.

If you have any questions regarding tax please call 800-433-9019 or email Tax_Department@dell.com. **

All product and pricing information is based on latest information available. Subject to change without notice or obligation.

LCD panels in Dell products contain mercury, please dispose properly. Please contact Dell Financial Services' Asset Recovery Services group for EPA compliant disposal options at US_Dell_ARS_Requests@dell.com. Minimum quantities may apply.

Shipments to California: For certain products, a State Environmental Fee Of Up to \$10 per item may be applied to your invoice as early as Jan 1, 2005. Prices in your cart do not reflect this fee. More Info: or refer to URL www.dell.com/environmentalfee

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The first part of the document discusses the importance of maintaining accurate records of all transactions. It emphasizes that every entry should be supported by a valid receipt or invoice. This ensures transparency and allows for easy verification of the data.

Furthermore, it is noted that the records should be kept in a secure and accessible format. Regular backups are recommended to prevent data loss in the event of a system failure or disaster.

In addition, the document outlines the process for reconciling accounts. This involves comparing the internal records with the bank statements to identify any discrepancies. If a difference is found, it is crucial to investigate the cause immediately to avoid any financial irregularities.

The final section of this part discusses the role of the accounting department in providing accurate financial statements to management. These statements are essential for making informed decisions about the company's future.

The second part of the document focuses on the implementation of internal controls. These controls are designed to prevent fraud, reduce errors, and ensure the integrity of the financial reporting process. Key elements include segregation of duties, authorization requirements, and regular audits.

It is stressed that these controls must be consistently applied and monitored. Any weaknesses identified during an audit should be addressed promptly to strengthen the internal control system.

The document also addresses the importance of staying up-to-date with changes in accounting standards and regulations. Compliance is a top priority, and failure to adhere to these standards can result in significant penalties and reputational damage.

Finally, it concludes by highlighting the value of a strong financial foundation for the long-term success of the organization. By following these guidelines, the company can ensure its financial health and sustainability.

The document is intended to serve as a comprehensive guide for all employees involved in financial reporting. It is the responsibility of each individual to ensure that all transactions are recorded accurately and in accordance with the established policies.

For further information or assistance, please contact the accounting department.

DELL**QUOTATION**

QUOTE #: 429532654

Customer #: 15521721

Contract #: N39913654

Customer Agreement #: NASPOWSCA # A63307

Quote Date: 5/13/08

Date: 5/13/08 8:18:58 AM

Customer Name: CITY OF SAUSALITO

TOTAL QUOTE AMOUNT:	\$24,433.73		
Product Subtotal:	\$22,602.00		
Tax:	\$1,751.73		
State Environmental Fee:	\$80.00		
Shipping & Handling:	\$0.00		
Shipping Method:	Ground	Total Number of System Groups:	2

GROUP: 1	QUANTITY: 10	SYSTEM PRICE: \$1,247.90	GROUP TOTAL: \$12,479.00
Base Unit:	OptiPlex 755 Minitower,Core 2 Duo E6550/2.33GHz,4M,VT 1333FSB (223-0592)		
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Service:	Thank you choosing Dell ProSupport. For tech support, visit http://support.dell.com/ProSupport or call 1-866-516-31 (989-3449)
Installation:	Standard On-Site Installation Declined (900-9987)
Misc:	Shipping Material for System Smith Minitower, Dell OptiPlex (310-9330)
	Vista Premium Downgrade Relationship Desktop (310-9161)
	You have chosen a vPro System (310-9490)

GROUP: 2	QUANTITY: 10	SYSTEM PRICE: \$1,020.30	GROUP TOTAL: \$10,203.00
Base Unit:	OptiPlex 755 Minitower, Core 2 Duo E6550/2.33GHz, 4M, VT 1333FSB (223-0592)		
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Service:	ProSupport for IT: 7x24 Technical Support for certified IT Staff, Initial (984-6640)		

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Misc:	Shipping Material for System Smith Minitower,Dell OptiPlex (310-9330)
	Vista Premium Downgrade Relationship Desktop (310-9161)
	You have chosen a vPro System (310-9490)

SALES REP:	Elizabeth McCann	PHONE:	800-274-7799
Email Address:	elizabeth_mccann@dell.com	Phone Ext:	

For shipments of certain products to California, a State Environmental Fee of up to \$10 per item has been added to your quote.

For your convenience, your sales representative, quote number and customer number have been included to provide you with faster service when you are ready to place your order. Orders may be faxed to the attention of your sales representative to 1-866-607-6914. You may also place your order online at www.dell.com/qto

This quote is subject to the terms of the agreement signed by you and Dell, or absent such agreement, to Dell's Terms of Sale.

Prices and tax rates are valid in the U.S. only and are subject to change.

****Sales/use tax is a destination charge, i.e. based on the "ship to" address on your purchase order.**

Please indicate your taxability status on your PO. If exempt, please fax exemption certificate to Dell Tax Department at 888-863-8778, referencing your customer number.

If you have any questions regarding tax please call 800-433-9019 or email Tax_Department@dell.com. **

All product and pricing information is based on latest information available. Subject to change without notice or obligation.

LCD panels in Dell products contain mercury, please dispose properly. Please contact Dell Financial Services' Asset Recovery Services group for EPA compliant disposal options at US_Dell_ARS_Requests@dell.com. Minimum quantities may apply.

Shipments to California: For certain products, a State Environmental Fee Of Up to \$10 per item may be applied to your invoice as early as Jan 1, 2005. Prices in your cart do not reflect this fee. More Info: or refer to URL www.dell.com/environmentalfee

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1. The first part of the report deals with the general situation of the country and the progress of the work during the year. It is divided into two main sections: the first section deals with the general situation and the second section deals with the progress of the work.

2. The second part of the report deals with the results of the work during the year. It is divided into two main sections: the first section deals with the results of the work in the field of research and the second section deals with the results of the work in the field of education.

3. The third part of the report deals with the conclusions and recommendations. It is divided into two main sections: the first section deals with the conclusions and the second section deals with the recommendations.

4. The fourth part of the report deals with the financial statement. It is divided into two main sections: the first section deals with the income and the second section deals with the expenditure.

5. The fifth part of the report deals with the appendix. It is divided into two main sections: the first section deals with the list of names and the second section deals with the list of references.

6. The sixth part of the report deals with the index. It is divided into two main sections: the first section deals with the index of names and the second section deals with the index of subjects.

7. The seventh part of the report deals with the summary. It is divided into two main sections: the first section deals with the summary of the work and the second section deals with the summary of the financial statement.

8. The eighth part of the report deals with the conclusion. It is divided into two main sections: the first section deals with the conclusion of the work and the second section deals with the conclusion of the financial statement.

9. The ninth part of the report deals with the recommendations. It is divided into two main sections: the first section deals with the recommendations of the work and the second section deals with the recommendations of the financial statement.

10. The tenth part of the report deals with the appendix. It is divided into two main sections: the first section deals with the list of names and the second section deals with the list of references.

11. The eleventh part of the report deals with the index. It is divided into two main sections: the first section deals with the index of names and the second section deals with the index of subjects.

12. The twelfth part of the report deals with the summary. It is divided into two main sections: the first section deals with the summary of the work and the second section deals with the summary of the financial statement.

13. The thirteenth part of the report deals with the conclusion. It is divided into two main sections: the first section deals with the conclusion of the work and the second section deals with the conclusion of the financial statement.

14. The fourteenth part of the report deals with the recommendations. It is divided into two main sections: the first section deals with the recommendations of the work and the second section deals with the recommendations of the financial statement.

<u>Req No</u>	<u>Req Date</u>	<u>Item Name</u>	<u>Vendor No</u>	<u>Appr Status</u>	<u>Account No</u>	<u>PM Task and Type</u>	<u>Quantity</u>	<u>Price</u>	<u>Amount</u>
Dept: 130									
Employee No: REDEDER									
0000423	05/13/2008		DELL	Approved	100-130-7000-760	-	1.00	6,652.43	6,652.43
							Employee Total:		6,652.43
							Dept Total:		6,652.43
							Grand Total:		6,652.43

Sales tax is included.

Account Number	Description	Budgeted Amount	Period Amount	YTD Amount	YTD Var Encumbered Amt	Available % Available
100-130-5000-521	Insurance - Property	0.00	0.00	0.00	0.00	0.00
100-130-5000-581	Conferences	0.00	0.00	0.00	0.00	0.00
100-130-5000-582	Training and Workshops	4,000.00	1,000.00	1,000.00	3,000.00	75.00
100-130-5000-583	Mileage Reimbursement	0.00	0.00	0.00	0.00	0.00
100-130-5000-584	Employee Education Reimb	0.00	0.00	0.00	0.00	0.00
	Operations	5,200.00	3,165.46	3,165.46	2,034.54	39.12
E05	Other Services					
100-130-5000-540	Recruitment Costs	0.00	0.00	0.00	0.00	0.00
100-130-5000-541	Advertising - Noticing	0.00	0.00	0.00	0.00	0.00
100-130-5000-542	Advertising - General	0.00	0.00	0.00	0.00	0.00
100-130-5000-550	Copy Machines	0.00	0.00	0.00	0.00	0.00
100-130-5000-551	Printing - External Service	0.00	0.00	0.00	0.00	0.00
100-130-5000-560	Election Costs	0.00	0.00	0.00	0.00	0.00
100-130-5000-570	Banking Services	0.00	0.00	0.00	0.00	0.00
100-130-5000-580	Travel - General	0.00	0.00	0.00	0.00	0.00
	Other Services	0.00	0.00	0.00	0.00	0.00
E06	Supplies					
100-130-6000-000	Supplies	0.00	0.00	0.00	0.00	0.00
100-130-6000-610	Supplies - General	0.00	8.58	8.58	(8.58)	0.00
100-130-6000-611	Office Supplies	0.00	207.03	207.03	(207.03)	0.00
100-130-6000-615	Copy Paper	0.00	0.00	0.00	0.00	0.00
100-130-6000-620	Bottled Gas	0.00	0.00	0.00	0.00	0.00
100-130-6000-621	Oil and Gasoline	0.00	0.00	0.00	0.00	0.00
100-130-6000-630	Food	0.00	0.00	0.00	0.00	0.00
100-130-6000-640	Books	0.00	145.44	145.44	(145.44)	0.00
100-130-6000-641	Newspapers & Periodicals	0.00	0.00	0.00	0.00	0.00
100-130-6000-650	Computer Maintenance Contract	19,427.00	14,891.19	14,891.19	4,535.81	23.34
100-130-6000-660	Computer Parts & Supplies	8,000.00	4,950.00	4,950.00	3,050.00	38.12
100-130-6000-661	Computer Software Licensing	45,164.00	45,068.49	45,068.49	95.51	0.21
	Supplies	72,591.00	65,270.73	65,270.73	7,320.27	10.08
E07	Property, Plant & Equipment					
100-130-7000-000	Property	0.00	0.00	0.00	0.00	0.00
100-130-7000-710	Land	0.00	0.00	0.00	0.00	0.00
100-130-7000-720	Buildings	0.00	0.00	0.00	0.00	0.00
100-130-7000-730	Land Improvements	0.00	0.00	0.00	0.00	0.00
100-130-7000-740	Machinery	0.00	0.00	0.00	0.00	0.00
100-130-7000-750	Equipment	0.00	0.00	0.00	0.00	0.00
100-130-7000-760	Computer Equipment	40,849.00	24,129.67	24,129.67	16,719.33	36.00
100-130-7000-761	Financial System	24,200.00	1,400.00	1,400.00	22,800.00	94.21
100-130-7000-762	IT Infrastructure Plan	46,000.00	0.00	0.00	46,000.00	100.00
100-130-7000-770	Vehicles	0.00	0.00	0.00	0.00	0.00

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DELLTM | Financial Services

May 9, 2008

Thank you for the opportunity to present to you a proposal of our financial alternatives for acquisition of new Dell Computer products through Dell Financial Services.

Your greatest advantage in any product or service acquisition lies in the strength of the relationship between you and your provider. At Dell, we negotiate with our suppliers so that you, the Dell Customer, obtain the benefit of our leverage in the PC acquisition process.

Some of the benefits of leasing with Dell Financial Services include:

- **Fully Integrated Lease Processing** - Leasing is fully integrated into Dell systems and operations. The benefit to you is quick response to your leasing needs such as asset tracking and product upgrades.
- **One Stop Shopping** - Dell provides hardware, software, peripherals, service, support, and Dell Financial Service provides financing alternatives under a single integrated program. You don't have to seek out and educate a funding source to your requirements when you make that single call to Dell.
- **Multi-vendor Lease Program** - We will finance your other vendor's products along with Dell hardware, providing for "one stop financing" of all computer related products.

I am pleased to provide the following proposal. We would be happy to discuss any specific requirements you may have and develop a solution to meet your needs, upon our receipt of your financial information.

Regards,

Jason Tran
Jason_L_Tran@Dell.com
Fax: 512.283. 9380
800-955-3355 ext. 723-7225
Dell Financial Services

DELL™ | Financial Services

City of Sausalito

May 9, 2008

Customer #	Quote \$\$\$	Qty	Description	Monthly Rental Payments	
15521721					36 Month
Quote #					FMV
429058730	\$18,318.80	20	OPTI 755 MT		\$502.85
				Est. PPT	\$14.05
				Total:	\$516.90
*Lease and Lease rate factors subject to receipt of financial statements and credit approval.				**Payments do not include all applicable taxes. PPT - Personal Property Tax is an estimated charge from the state associated with any FMV lease	

Credit Approval:

The proposed lease is subject to credit approval by Dell Financial Services, no material adverse change in the Lessee's financial condition; and is further conditioned upon the Lessee's compliance with all of its lease and loan agreements.

The lease quote contained herein is valid for 30 days and is indicative, and is subject to change depending on our evaluation of your credit standing.

Thank you for the opportunity to present this summary to some of our leasing products. It is our sincere wish that we can be of service in this capacity.

FMV PURCHASE OPTION

END OF LEASE OPTIONS:

Options available to lessee upon completion of the base lease term are as follows:

- 1) Exercise the option to purchase the products at the then fair market value of the products.
- 2) Return all products to lessor at lessee's expense.
- 3) Continue to lease on a fair market renewal basis.

\$1 OUT OPTION

END OF LEASE OPTIONS:

Options available to lessee upon completion of the base lease term are as follows:

- 1) Exercise the option to purchase the products for \$1.
- 2) Return all products to lessor at lessee's expense.

DELL™ | Financial Services

May 9, 2008

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GENERAL

DOCUMENTATION:

This offer is subject to the execution of mutually acceptable documentation between the Lessor and the Lessee, the terms and conditions of which shall be controlling. Dell Financial Services will charge a one time \$75.00 documentation fee on each new lease.

MONTHLY PAYMENTS:

Monthly payments are to be in Arrears. Dell Financial Services does not require any up front payments. Billing for your new lease by Dell Financial Services will begin 23 days after ship date. Your first invoice will include a one-time charge for applicable shipping and taxes.

NET LEASE:

The above Lease Quote is net of maintenance fees, filing fees, licensing fees, property or use taxes, insurance premiums and similar items that shall be for Lessee's account.

INSURANCE:

Lessee shall provide lessor written confirmation of insurance coverage acceptable to lessor.

TRANSACTION APPROVAL:

Financial Statements:

Lessee shall provide Lessor with its audited financial statements for the last two (2) years, and its current interim financial statements, when applicable. As well as, other financial information as required by Lessor.

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