
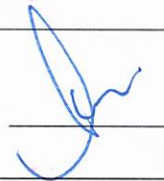



DATE SUBMITTED 10/10/2023  
 SUBMITTED BY R. Alejandro Estrada  
 DATE ACTION REQUIRED 10/18/2023

COUNCIL ACTION (x)  
 PUBLIC HEARING REQUIRED ( )  
 RESOLUTION ( )  
 ORDINANCE 1<sup>ST</sup> READING ( )  
 ORDINANCE 2<sup>ND</sup> READING ( )  
 CITY CLERK'S INITIALS ( )

**IMPERIAL CITY COUNCIL  
 AGENDA ITEM**

SUBJECT: DISCUSSION/ACTION: 1. APPROVAL OF THREE YEARS LEASE AGREEMENT BETWEEN THE CITY OF IMPERIAL AND DELL FINANCIAL SERVICES IN THE AMOUNT OF 37,657.20 AND DISBURSEMENT OF FUNDS FOR THE FIRST YEAR IN THE AMOUNT OF 12,552.40. DEPARTMENT INVOLVED: DEPARTMENT OF INFORMATION TECHNOLOGY	
BACKGROUND/SUMMARY:  As part of the improvement to the Information Technology Infrastructure, we have included in the IT Budget for 2023-2024 the implementation of a Modular APC Battery Backup System for our main Data Center. We have received a quote from Dell Financial Services for a three-year lease agreement with the option to buy at 1.00 dollars at the end of the agreement in the amount of 37,657.20 (three payments of 12,552.40).	
FISCAL IMPACT: NOT TO EXCEED  Fiscal Impact: \$12,552.40  As budgeted in the 2023-24 Municipal Budget: Account 01-144-5250	FINANCE INITIALS 
STAFF RECOMMENDATION:  Its is staffs recommendation to approve the disbursement of funds.	DEPT. INITIALS 
MANAGER'S RECOMMENDATION:  The City Manager agrees with staffs recomendation.	CITY MANAGER'S INITIALS 
MOTION:  SECONDED: APPROVED ( ) REJECTED ( ) AYES: DISAPPROVED ( ) DEFERRED ( ) NAYES: ABSENT: REFERRED TO:	



Prepared For:

City of Imperial

October 9, 2023

Thank you for giving Dell Financial Services L.L.C. ("DFS") the opportunity to provide a technology financing solution. Enclosed is a financing proposal for your new technology needs. We look forward to discussing this opportunity in further detail with you. If you have any questions, please contact me at the phone number or email address below.

<b>Term</b>	<b>36</b>
<b>Option</b>	<b>TELP</b>
Payments	Annual
Consolidation	Monthly
Payments Due:	Advance
Interim Rent	None

Dell Quote Number	Summary Product Description	Product Price	Quantity	Extended Price	Rate Factor	3 Payments
3000162105563.3	SRYLRMXBP-APC BY SCHNEIDER ELECTRIC APC Smart-UPS Modular Ultra External Battery Pack with 4 Battery	\$6,494.47	1	\$6,494.47	0.36312	\$2,358.27
	SRYLPD2-APC BY SCHNEIDER ELECTRIC APC Backplate Kit w/ Qty. 65-20R for Smart-UPS Modular Ultra SRYL	\$309.52	2	\$619.04	0.36312	\$224.79
	SRYLSBP20KP-APC BY SCHNEIDER ELECTRIC APC Service Bypass Unit for SRYL 200/208/230/240V 125A MBB	\$3,353.30	1	\$3,353.30	0.36312	\$1,217.65
	SRYL15K15RMXLT-APC BY SCHNEIDER ELECTRIC APC Smart-UPS Modular Ultra 15kW Scalable to 15kW N+1 Redun	\$24,101.37	1	\$24,101.37	0.36312	\$8,751.69
<b>TOTALS</b>				<b>\$34,568.18</b>		<b>\$12,552.40</b>

Proposal Expiration Date:  
November 8, 2023

**PLEASE NOTE:** Proposal excludes applicable taxes.  
Personal Property Taxes (PPT) do not apply to this lease.

Leasing and financing provided 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. Dell and the Dell logo are trademarks of Dell Inc. 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 financing. 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.

**End of Term Options:**  
**Tax Exempt Lease Purchase (TELP):**  
• Exercise the option to purchase the products for \$1.00.  
• Return all products to lessor at the lessee's expense.

**Joe Sarabia**  
Financial Sales | Public-West  
Dell | Financial Services  
737-270-9129  
joe.sarabia@dell.com

**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 be sure to 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.

**INSURANCE:** The risk of loss on the equipment is borne solely by the Lessee. Lessee shall be required to purchase and maintain during the Term (i) comprehensive public liability insurance naming Lessor as additional insured; and (ii) "all-risk" physical damage insurance in a minimum amount of the Purchase Price, naming DFS as first loss payee.

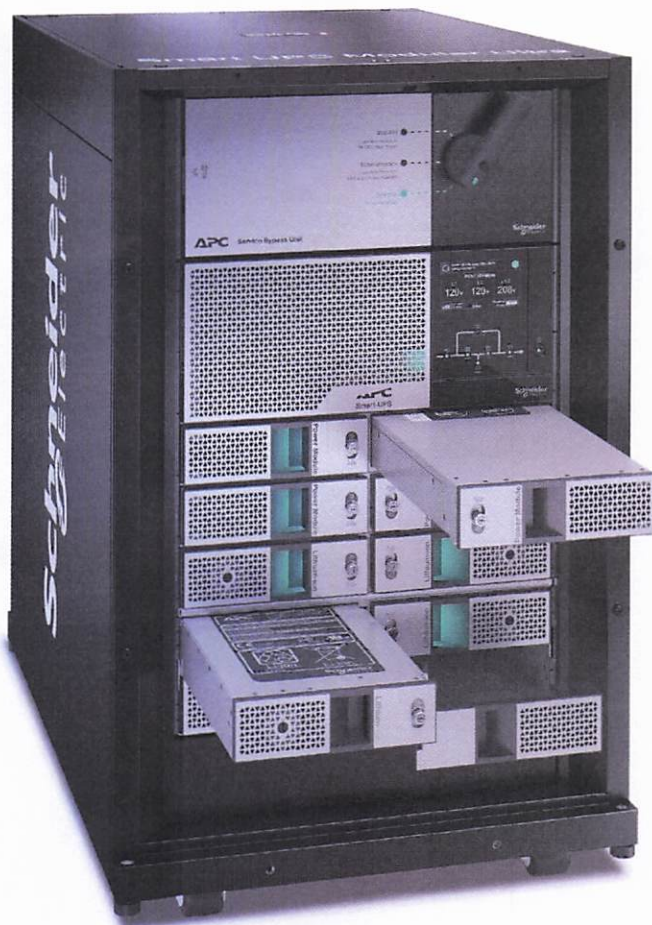
**APPROPRIATION COVENANT:** The Lease will contain an appropriation of funds clause. The Lessee will covenant that it shall do all things legally within its power to obtain and maintain funds from which the payments may be paid.

**DOCUMENTATION:** 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. Upon expiration, lease rates may be changed in the event that market rates change.

# The most sustainable modular UPS of its kind

Best-in-class embedded carbon reduction, agile power & runtime scaling



**50% smaller, 60% lighter, 2.5x more power**  
Next-gen semiconductor technology gives this UPS 2.5x more power in half the size.

## Redundant displays

Touchscreen display with Start-up wizard, access to status and configuration menus & data, including serial number. One-line diagram with UPS status when display is in power saving mode.

## Modular, scalable & redundant

Smart-UPS Modular Ultra features more redundancy: power, battery, displays and intelligence modules.

## LED status indicators

At-a-glance UPS and module status.

## Universal Bays

Module Bays within the 9U UPS chassis allow you to add power or battery modules based on your current needs.

## EcoStruxure Ready

Connect to EcoStruxure™ IT via the embedded network port.

## 3x the battery life

Lithium-ion batteries last 8-10 years (3x VRLA), reducing Total Cost of Ownership.