



University of Pittsburgh

Pittsburgh, Pennsylvania 15260

TO: University Purchasers

FROM: Arthur G. Ramicone, Chief Financial Officer
Jinx P. Walton, Chief Information Officer

DATE: January 2, 2013

SUBJECT: Dell Preferred Provider Award

AGR
J.P.W.

In the spirit of continuous improvement, we are pleased to announce the award to Dell, Inc., as the preferred provider of desktop and notebook computers. This award resulted from a sourcing process overseen by a commodity advisory team consisting of representatives from Arts & Sciences, the Schools of Health Sciences, the Office of the Chief Financial Officer and the Office of the Chief Information Officer. Prior to requesting supplier proposals, the team conducted a thorough analysis of the University's technology needs, service requirements, and the desktop and notebook computer market segment. In addition to providing significant cost savings, Dell was chosen based on its product quality, reliability, technical and customer support and broad installed base at the University.

This six-month project resulted in significant potential product cost savings, approximately \$2 million over three years, for University faculty and staff. Deep discounts and free freight have been negotiated on a range of the most popular desktop and notebook computers. By purchasing the best value Dell configurations offered on the University's PantherExpress System and reducing the purchase of highly-customized models, your department will save money and also reduce repair and replacement times.

In order to receive the best value when purchasing new computers, departments are encouraged to select from the Dell desktop and notebook featured configurations on the Dell Premier page in the PantherExpress system. The featured configurations available under this program will be revised quarterly by the commodity advisory team to keep pace with University community requirements and advances in technology.

The commodity advisory team analyzed and compared computing power, application availability and cost, and noted that price premiums of up to 41% for other manufacturers' desktop and notebook computers. While some areas have unique requirements best met by other manufacturers, the team noted that comparable power and functionality that is sufficient for the majority of administrative and academic needs can be obtained far less expensively from Dell. Therefore, we hope that you will consider Dell as your first stop for desktop and notebook computers.

3G and 4G Mobile Devices

The Dell program will not affect 3G and 4G mobile devices such as smart phones, iPads and other tablets that require cellular data plans. Right now, departments will see no changes in mobile device offerings or plans.

In these difficult economic times, we appreciate your cooperation in achieving the full benefits of this new contract. Participation in the Dell program is highly encouraged since the value, efficiency and convenience of the program will benefit the entire University.

The exact implementation date of this new contract and other important information including tools to help staff and faculty select a configuration under the Dell program is available at <http://cfo.pitt.edu/cci>.

AGR/JPW:slc