

UNIVERSITY OF
NORTHERN COLORADO

BOARD OF TRUSTEES AGENDA ITEM

Meeting Date: August 10, 2022	
<input checked="" type="checkbox"/> Action Item <input type="checkbox"/> Discussion Item <input type="checkbox"/> Information Item	
Name of Item:	Recommended Approval of Leasing/Financing Options-IM&T Equipment Financing

Responsible Staff Member: Dale Pratt

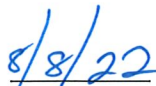
Summary of Issue:	Information Management and Technology (IM&T) is requesting approval of a lease-purchase for Dell's Avamar and Data Domain backup solution to ensure there is a reliable, high-quality backup system for the campus per attached terms. The total of the lease-purchase requires Board approval as it is greater than \$250,000. The University will also be entering into a lease-purchase agreement with Cisco for networking equipment which does not require Board Approval as it is less than \$250,000.
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Recommended Action by BOT:	<input checked="" type="checkbox"/> Approval <input type="checkbox"/> No Action Needed
Change to Board Policy Manual:	<input type="checkbox"/> Approval <input checked="" type="checkbox"/> No Action Needed
	If yes, Section:

Administrative Recommendation (Motion): Approve recommended Dell lease-purchase.



Signature of Assistant Vice President



Date

Signature of President

Date

memo

University of Northern Colorado

To: Dale Pratt
From: Wyperd, Phillip
CC: Brad Sharp, Jennifer Mitchell
Date: 8/5/2022
Re: Request for lease-purchase approval for Dell backup solution.

Comments: Information Management and Technology (IM&T) is requesting approval of a lease-purchase agreement for Dell's Avamar and Data Domain backup solution. UNC purchased Avamar and Data Domain software and hardware in FY18. IM&T is requesting approval in the next thirty days because the current hardware and software go end of support on 11/19/22. Dell indicates that we have sixty to ninety days of lead time for the equipment to be delivered.

UNC's backup environment protects 372 servers that contain 192 TB's of university data from events ranging in impact from small accidental data deletion to major server outages. The servers protected by the backup environment range from simple file and print servers to our entire Banner ERP environment. This solution also changes a portion of our disaster recovery solution and should allow us to send more information into a cloud-hosted Microsoft Azure environment. All the solutions components would include maintenance support for five years.

UNC's state financial audit requires IM&T to provide evidence of successful backups and disaster recovery plans of our financial systems and data. Our Dell backup solution is critical to meeting those requirements.

Having a reliable, high-quality backup system is an insurance policy for the campus. Without good backups, servers and services would have to be rebuilt, significantly impacting campus operations. To ensure that UNC's data and services remain accessible on current technology-supported devices, IM&T recommends this upgrade.

Thank you for considering the lease-purchase agreement for the Dell backup solution.

Thank you for giving Dell Financial Services L.L.C. ("DFS") the opportunity to provide a technology payment solution. Enclosed is a payment solution 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.

Expiration Date: 08/06/2022

Solution Details

Quote	Description	Subtotal	60 Month Rotation	
			Rate Factor	Payment
3000125024535.1	PowerProtect DD6400	\$259,427.71	0.21500	\$55,776.96
Totals		\$259,427.71		\$55,776.96

End of Term Options

Below are the typical end of term options:

Purchase Agreement (PA):

When Customer fulfills all obligations including payment of applicable sales, use, property taxes, fees, and performance requirements, the contract will end.

Additional Information

LEASE QUOTE:

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, RR1DF-27, 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.

Tim Mangle
DFS Account Executive
612-512-4135
tim.mangle@dell.com

Payment solutions 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 a payment solution. 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, licensing 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. Upon expiration, lease rates may be changed in the event that market rates change. Subject to applicable law and regulations. Restrictions and additional requirements may apply to transactions with governmental or public entities.

To find out more about Dell Financial Services, please visit www.delltechnologies.com

memo

University of Northern Colorado

To: Dale Pratt
From: Wyperd, Phillip
CC: Matt Langford, Jennifer Mitchell
Date: 8/5/2022
Re: Request for lease-purchase agreement for Cisco networking equipment

Comments: Information Management and Technology (IM&T) is requesting approval of a lease-purchase agreement for Cisco networking equipment. The lease will be for essential networking equipment that is nearing end-of-life. The vendor indicates that the current lead time for equipment is up to three hundred days. Colorado state procurement rules require equipment to arrive the same year they are purchased. Therefore, we are asking for approval in the next thirty days. We are requesting the following equipment/technology:

- VPN – These are Cisco firepower devices that allow users to use the virtual private network (VPN) to access our controlled systems from any location. The VPN has become more critical with additional hybrid/remote staff.
- Wireless LAN Controllers (WLC) – These hardware devices manage UNC's 1000 wireless access points. We have two controllers, one on each side of campus.
- UNC Switches – These are networking switches. We can no longer buy our existing switches (they aren't sold anymore), and our stock of replacements is dangerously low. We plan on purchasing some so that we can replace entire closet stacks and take the old units to use as replacement units across campus.
- Wireless Access Points – UNC approved two wireless improvement projects for the Patton and Davis houses. Each currently operates with extremely minimal wireless coverage.
- Call Recording System (Cistera) – This hardware and software allows the university to record calls for the campus, primarily the Police Department.

Networking equipment is critical to the user experience of UNC's students, faculty, and staff. Approval of this funding will allow IM&T to maintain and improve the wireless environments, upgrade a portion of our network backbone, update our VPN, and improve call recording for the campus.

Thank you for considering the Cisco lease-purchase agreement.