

<b>2017 End User Device Refresh</b>	
<b>Agency Requesting The Project:</b>	
Economic Security Department	
<b>Business Unit Requesting The Project:</b>	
Division of Technology Services	
<b>Sponsor Of the Project:</b>	
D. Allen Platt	
<b>Sponsor Title:</b>	
Chief Operating Officer	
<b>Sponsor Phone Number:</b>	<b>Extension:</b>
602-774-5145	
<b>Sponsor Email Address:</b>	
dplatt@azdes.gov	

Has a Project Request been completed for this PIJ?	Y
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<p>What is the operational issue or business need that the Agency is trying to solve? (i.e. ...current process is manual, which increases resource time/costs to the State/Agency, and leads to errors...)</p> <p>The Division of Technology Services will refresh computer technology each year as desktops, laptops, monitors and printers become obsolete or worn out. Our refresh cycle is based on a 4 year replacement so the equipment being refreshed has been already used for the past 4 to 7 years, depending on the hardware. The equipment being replaced will be sent to Surplus in according to our current standards and policies.</p>
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<p>How will solving this issue or addressing this need benefit the State or the Agency?</p> <p>In order to maintain current technology, it is necessary to upgrade computers, laptops, monitors and printers when they have outlived their usefulness or circumstances require appropriate changes. Windows 7 will be unsupported by Microsoft after 2020 and vendors have ceased providing Windows 7 options, so this refresh cycle also includes updating our fleet to Windows 10 Enterprise.</p>
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Describe the proposed solution to this business need:

Our primary hardware vendor is Hewlett-Packard and their re-seller Milestone. They have provided support and service offerings as well as we have developed standards for desktop, laptop, monitors and printers. If an individual Division has requested a non-standard device, we entertain additional vendors/equipment to meet specific business needs. (Lexmark, Lenovo, Canon and Dell thin clients)

The Enterprise Desktop Support team will coordinate with each Division, the proposed devices to be replaced and will also handle coordinating the Surplus of the old equipment.

Has the existing technology environment, into which the proposed solution will be implemented, been documented?  Y

Indicate where that documentation can be found, or provide the information under separate cover before the meeting, otherwise describe below:

A spreadsheet derived from Microsoft Software & Configuration Manager outlining the current fleet of hardware has been identified and then evaluated to determine age or need of replacement. Those systems were shared with each Division who made the final determination of which systems to be refreshed/replaced.

Have the business requirements been gathered, along with any technology requirements that have been identified?  Y

Are you submitting this as a Pre-PIJ in order to issue a Request for Proposal (RFP) to evaluate options and select a solution that meets the project requirements?  N

Will you be completing an assessment/Pilot/RFP phase, i.e., an evaluation by a vendor, third party or your agency, of the current state, needs, and desired future state, in order to determine the cost, effort, approach (RFP or otherwise) and/or feasibility of a project before submitting the full PIJ?  N

Does the project fall into one of the following categories:

- hardware technology refresh/expansion, e.g., replacement/more laptops, radios, peripherals, etc.?

Y

Is there any possibility that project implementation costs could reach \$1 million or more?  Y

Is the proposed procurement the result of an RFP solicitation process?  N

Is this project referenced in your agency's Strategic IT Plan?  Y

Does your agency have a formal project methodology in place?  Y

Describe the high level make-up and roles/responsibilities of the Agency, Vendor(s), and other third parties below: (i.e. ...agency will do...vendor will do...other third parties will do..)

Agency has already determined which machines are in need of replacement and have secured quotes from vendors (Milestone and Dell) to determine cost of this project.

Agency will work with Divisions to order the equipment, once approved, and then will build a deployment schedule by Davison to refresh individual PCs at locations around the state of Arizona.

Will a PM be assigned to manage the project, regardless of whether internal or vendor provided?  N

Is a project plan available that reflects the estimated start date and end date of the project, and the supporting milestones for the project?  Y

Have steps needed to roll-out to all impacted parties been incorporated, e.g. communications, planned outages, deployment plan?  Y

Will any physical infrastructure improvements be required prior to the implementation of the proposed solution. e.g., building reconstruction, cabling, etc.?  N

Are there any known resource availability conflicts that could impact the project?  N

Does your schedule have dependencies on any other projects or procurements?  N

Will the implementation involve major end user view or functionality changes?  N

Will the proposed solution result in a change to a public-facing application or system?  N

Is a detailed project budget reflecting all of the up-front/startup costs to implement the project available, e.g., hardware, initial software licenses, training, taxes, P&OS, etc.?

Y

Have the ongoing support costs for sustaining the proposed solution over a 5-year lifecycle, once the project is complete, been determined, e.g., ongoing vendor hosting costs, annual maintenance and support not acquired upfront, etc.?

Y

Have all required funding sources for the project and ongoing support costs been identified?

Y

Will the funding for this project expire on a specific date, regardless of project timelines?

Y

Provide the dates for the funding availability below:

Estimated Start

09/01/17

Estimated Finish

06/30/18

Will the funding allocated for this project include any contingency, in the event of cost over-runs or potential changes in scope?

N

Please indicate whether a statewide enterprise solution will be used or select the primary reason for not choosing an enterprise solution:

We are using statewide contracts for all hardware purchases

Will the technology and all required services be acquired off existing State contract(s)?

Y

Will any software be acquired through the current State value-added reseller contract?

N

Describe how the software was selected below:

No software is being purchased, this is for hardware only. Operating Systems are provided through our Enterprise Architecture agreement that we have with Microsoft.

Does the project involve any technology that is new and/or unfamiliar to your agency, e.g., software tool never used before, virtualized server environment?

N

Does your agency have experience with the vendor (if known)?

Y

Does the vendor (if known) have professional experience with similar projects?  Y

Does the project involve any coordination across multiple vendors?  N

Does this project require multiple system interfaces, e.g., APIs, data exchange with other external application systems/agencies or other internal systems/divisions?  N

Have any compatibility issues been identified between the proposed solution and the existing environment, e.g., upgrade to server needed before new COTS solution can be installed?  N

Will a migration/conversion step be required, i.e., data extract, transformation and load?  N

Is this replacing an existing solution?  Y

Indicate below when the solution being replaced was originally acquired?  
PC, laptop, monitor or printer replacements for equipment that is between 4 and 7 years old.

Describe the planned disposition of the existing technology below, e.g., surplus, retired, used as backup, used for another purpose:  
Surplus in accordance to standards and policies.

Describe how the agency determined the quantities reflected in the PIJ, e.g., number of hours of P&OS, disk capacity required, number of licenses, etc. for the proposed solution?  
An extraction of our current PC fleet from Microsoft System & Configuration Manager (SCCM) was analyzed and based on age or need, systems were identified for replacement (over 4 years of age)

Does the proposed solution and associated costs reflect any assumptions regarding projected growth, e.g., more users over time, increases in the amount of data to be stored over 5 years?  N

Does the proposed solution and associated costs include failover and disaster recovery contingencies?  N

Please select why failover and disaster recovery is not included in the proposed solution.

Not needed

Will the vendor need to configure the proposed solution for use by your agency?

N

Will any application development or customization of the proposed solution be required for the agency to use the product in the current/planned technology environment, e.g., a COTS application that will require custom programming, an agency application that will be entirely custom developed?

N

Have you determined that this project is in compliance with all applicable statutes, regulations, policies, standards, and procedures, including those for network, security, platform, software/application, and/or data/information found at <https://aset.az.gov/resources/psp?>

Y

Are there other high risk project issues that have not been identified as part of this PIJ?

N

Will the proposed solution be vendor-hosted?

N

Will the proposed solution be hosted on-premise in a state agency?

N

Will any PII, PHI, or other Protected Information as defined in the 8110 Statewide Data Classification Policy be transmitted, stored, or processed with this project?

N

What help could ASET offer to increase the probability of project success?

Vendor management and escalation where needed

# Areas of Impact

## 1 Application Systems

- Application Enhancements
- Internal Use Web Application
- Mobile Application Development
- Arizona Enterprise Solution Platform (AESP) based Application
- New Application Development
- az.gov Web Portal Application
- Other: (Please specify below)

## 2 Database Systems

- Data Warehouse/Mart
- Database Consolidation/Migration/Extract Transform and Load Data
- Database Products and Tools:
  - Oracle
  - MySQL
  - DB2
  - MS SQL Server
- Other: (Please specify below)

## 3 Software

- COTS Application Customization
- COTS Application Acquisition
- Mainframe Systems Software
- Open Source
- PC/LAN Systems Software
- Virtualization
- Other: (Please specify below)

## 4 Hardware

- LAN/WAN Infrastructure
- Mainframe Infrastructure
- Storage Area Network Devices
- Public Safety Radios, Systems
- PC Purchases, Peripherals
- Tape Libraries/Silos
- UPS Devices
- Other: (Please specify below)

### 5 Hosted Solution (Cloud Implementation)

- State Data Center
- Commercially Hosted:
  - Amazon (AWS) GovCloud
  - Century Link - I/O Data Center
  - AWS (non-government) cloud
  - Microsoft Azure
- Vendor Hosted
- Other: (Please explain below)

### 6 Security

- Encryption
- Security Appliances:
  - Firewall
  - Intrusion Detection System (IDS)
  - Intrusion Prevention System (IPS)
- SecurityControls/Systems - Other: (Please specify below)
- Physical Controls (Badging Systems, Iris Scanners, Other: (Please specify below))
- Other: (Please specify below)

### 7 Telecommunications

- Network Communications Infrastructure
- Telephone Upgrade-Business-Specific
- Cabling
- Wireless Access Points
- Telephony Upgrade-EIC Solution
- Trenching
- Videoconferencing
- Other: (Please specify below)



## 8 Enterprise Solutions

- Business Intelligence System
- E-Signatures
- Geographic Information Systems
- Other Imaging - Photos, Fingerprints, etc.
- Document Management/Imaging
- eLicensing
- Management Systems - Financial, Grants, Asset
- Disaster Recovery/Business Continuity
- Other: (Please specify below)

## 9 Contract Services/Procurement

- Contracted Project Management
- Contractor Support Services
- Install/Configuration Contract Services
- State Contract
- Vendor provided
- Procurement (RFP, IFB, DPR, etc.)
- Other: (Please specify below)

Summary of PJ Financials	
Total of Development Cost:	\$ 2,825,099
Total of Operational Cost:	\$ -
<b>Total Costs:</b>	<b>\$ 2,825,099</b>

Project Cost - Itemized

Item	Description	Category	Development (Implementation) or Operational (Ongoing)	Fiscal Year Spend	Qty or Hours	Unit Cost	Extended Cost	Enter Tax Rate if Applicable (Generally 8.6% for PHX)	Tax	Total Cost
1	Desktop: HP Elite 800 G3 DM 65W Business PC	Hardware	Development	1	1313	\$781	\$1,025,217	8.60%	\$88,169	\$1,113,385
2	HP IWC Desktop Mini/ TC	Hardware	Development	1	1308	\$45	\$58,860	8.60%	\$5,062	\$63,922
3	Laptop: HP EliteBook 840 G4	Hardware	Development	1	279	\$1,103	\$307,737	8.60%	\$26,465	\$334,202
5	Laptop HP Elite 850 G4 Notebook	Hardware	Development	1	303	\$1,174	\$355,722	8.60%	\$30,592	\$386,314
6	Desk top HP 3 year care pack (support and security)	License & Maint Fees	Development	1	1313	\$39	\$51,207	8.60%	\$4,404	\$55,611
7	Laptop HP 3 year carepack (support and security)	License & Maint Fees	Development	1	582	\$118	\$68,676	8.60%	\$5,906	\$74,582
9	HP USB External DVDRW Drive	Hardware	Development	1	245	\$45	\$11,025	8.60%	\$948	\$11,973
10	Dell thin client: Smart Selection - SS Dual Core ThinOS™. Includes 2 year warranty and support	Hardware	Development	1	400	\$359	\$143,400	8.60%	\$12,332	\$155,732
11	Dell B3460dn Mono Laser Printer- US	Hardware	Development	1	350	\$380	\$133,000	8.60%	\$11,438	\$144,438
12	Canon imageFORMULA P-215II Scan-tini - document scanner	Hardware	Development	1	1865	\$239	\$446,537	8.60%	\$38,402	\$484,939
13		[-Select-]	[-Select-]	[-Select-]						
14		[-Select-]	[-Select-]	[-Select-]						
15		[-Select-]	[-Select-]	[-Select-]						
16		[-Select-]	[-Select-]	[-Select-]						
17		[-Select-]	[-Select-]	[-Select-]						
Total Development Cost										\$2,825,099
Total Operational Cost										\$0
<b>Total Itemization of Costs:</b>										<b>\$2,825,099</b>

Summary of Funding Sources			
Fund Type	% of Project	\$ of Project (Available)	\$ of Project (To Be Requested)
Base Budget	16.50%	\$456,253.49	
APF			
Other Appropriated	0.64%	\$18,080.63	
Federal	39.65%	\$1,120,151.75	
Other Non-Appropriated	43.56%	\$1,230,613.12	

**PIJ Development & Operational Cost Summary**

Description	Type	Year 1	Year 2	Year 3	Year 4	Year 5	Extended Cost
Professional & Outside Services	Development	\$0	\$0	\$0	\$0	\$0	\$0
	Operational	\$0	\$0	\$0	\$0	\$0	\$0
Hardware	Development	\$2,694,906	\$0	\$0	\$0	\$0	\$2,694,906
Software	Development	\$0	\$0	\$0	\$0	\$0	\$0
	Operational	\$0	\$0	\$0	\$0	\$0	\$0
Communications	Development	\$0	\$0	\$0	\$0	\$0	\$0
Facilities	Development	\$0	\$0	\$0	\$0	\$0	\$0
	Operational	\$0	\$0	\$0	\$0	\$0	\$0
Licensing & Maintenance Fees	Development	\$130,193	\$0	\$0	\$0	\$0	\$130,193
	Operational	\$0	\$0	\$0	\$0	\$0	\$0
Other	Development	\$0	\$0	\$0	\$0	\$0	\$0
	Operational	\$0	\$0	\$0	\$0	\$0	\$0
<b>Development Cost:</b>		\$2,825,099	\$0	\$0	\$0	\$0	\$2,825,099
<b>Operational Cost:</b>		\$0	\$0	\$0	\$0	\$0	\$0
<b>Total Cost:</b>							\$2,825,099

## PIJ Review Checklist

Role	Name	Email Address	Date Reviewed
Agency Project Sponsor*	Allen Platt	<a href="mailto:Dplatt@azdes.gov">Dplatt@azdes.gov</a>	07/28/17
Agency Chief Information Officer (CIO) (or designee)*	Lori Cunningham	<a href="mailto:LoriCunningham@azdes.gov">LoriCunningham@azdes.gov</a>	07/31/17
Agency Information Security Officer (ISO) (or designee)*	Jeff Raynor	<a href="mailto:Jraynor@azdes.gov">Jraynor@azdes.gov</a>	07/31/17
ADOA-ASET Engagement Manager *	Reem Prendiville	<a href="mailto:Reem.Prendiville@azdoa.gov">Reem.Prendiville@azdoa.gov</a>	08/16/17
Agency CFO or Finance representative (if different from CPO)	Scott Carson	<a href="mailto:Scarson@azdes.gov">Scarson@azdes.gov</a>	08/03/17
<b>Others to Review (if applicable):</b>			
DES Director (Approver)	Michael Trailor	<a href="mailto:Mtrailor@azdes.gov">Mtrailor@azdes.gov</a>	08/02/17
Enterprise Architecture (Approver)	Al Barbieri	<a href="mailto:Abarbieri@azdes.gov">Abarbieri@azdes.gov</a>	07/31/17
DTS Business Administrator (Approver)	Jonathan Lucke	<a href="mailto:Jlucke@azdes.gov">Jlucke@azdes.gov</a>	07/31/17
DDD Business Administrator (Approver)	Ben Kauffman	<a href="mailto:Bkauffman@azdes.gov">Bkauffman@azdes.gov</a>	08/02/17
DDD Business Administrator (Approver)	Joe Tansill	<a href="mailto:Jtansill@azdes.gov">Jtansill@azdes.gov</a>	08/02/17
OIG Business Administrator (Approver)	Lora Mae Aquinde	<a href="mailto:Laquinde@azdes.gov">Laquinde@azdes.gov</a>	08/03/17
DBF Business Administrator (Approver)	Ronda Duryea	<a href="mailto:Rduryea@azdes.gov">Rduryea@azdes.gov</a>	07/31/17
DBME Business Administrator (Approver)	Roberta Blyth	<a href="mailto:Rblyth@azdes.gov">Rblyth@azdes.gov</a>	07/31/17
DERS Business Administrator (Approver)	Mary Schumacher	<a href="mailto:Mschumacher@azdes.gov">Mschumacher@azdes.gov</a>	07/28/17
DAAS Business Administrator (Approver)	Nina Sutton	<a href="mailto:Nsutton@azdes.gov">Nsutton@azdes.gov</a>	08/04/17
DCSS Business Administrator (Approver)	Molly McCarthy	<a href="mailto:Mwoodhouse@azdes.gov">Mwoodhouse@azdes.gov</a>	08/02/17
DTS Chief Technology Officer (Reviewer)	Ryan Riach	<a href="mailto:Rriach@azdes.gov">Rriach@azdes.gov</a>	08/04/17
PMO Administrator (Reviewer)	Leisa Bell	<a href="mailto:Lbell@azdes.gov">Lbell@azdes.gov</a>	08/04/17
DES Business & Finance Manager (Reviewer)	Jason Bernbaum	<a href="mailto:Jbernbaum@azdes.gov">Jbernbaum@azdes.gov</a>	08/03/17
DES Deputy Director Development (Reviewer)	Jim Hillyard	<a href="mailto:Jhillyard@azdes.gov">Jhillyard@azdes.gov</a>	08/04/17
DES Deputy Director Operations (Reviewer)	Sean Price	<a href="mailto:SeanPrice@azdes.gov">SeanPrice@azdes.gov</a>	08/04/17
Service Center Administrator (Reviewer)	Phillip Jablonski	<a href="mailto:Piablonski@azdes.gov">Piablonski@azdes.gov</a>	08/04/17
DES Correspondence Control (Reviewer)		<a href="mailto:CorrespondenceControl@azdes.gov">CorrespondenceControl@azdes.gov</a>	08/03/17
DTS Vendor Manager	Eric Greis	<a href="mailto:Egreis@azdes.gov">Egreis@azdes.gov</a>	08/04/17
DES PIJ Manager	Sierra Rose	<a href="mailto:PIISupport@azdes.gov">PIISupport@azdes.gov</a>	08/04/17
DTS Project Request Coordinator	Rick Glashan	<a href="mailto:Rglashan@azdes.gov">Rglashan@azdes.gov</a>	08/04/17

\* Required Attendee

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X	Has the value of the IT project to the public and the State been identified?
X	Does the proposed solution address the stated problem or situation?
X	Has the budget unit demonstrated competency to carry out the project successfully?
X	Have all applicable questions in the PIJ been addressed?
X	Have the Areas of Impact associated with the project been identified?
X	Is sufficient sponsorship and support by budget unit leadership evidenced in the meeting?
X	Has the compatibility of the proposed solution with other budget unit solutions been addressed?
X	Has a reasonable Project Plan been provided?
X	Has the compliance of the proposed solution with all applicable statewide standards been confirmed?
X	Have any potential risks or issues associated with the project or the proposed solution been identified and appropriately addressed to minimize unintended consequences?
X	Have the cost estimates for the project been vetted for accuracy?
X	Have the PIJ Financials been completed?
X	Have any/all of the following startup costs to implement the project been included under Development in the financial tables, if applicable - tax; shipping; upfront maintenance and support; professional services (P&OS); ancillary software to run on equipment; ancillary hardware to install equipment, e.g., cables; other associated costs, e.g., training, travel, documentation, etc.?
X	Have any/all of the following ongoing/5-year support costs, once the project is implemented, been included under Operational in the financial tables, if applicable - ongoing vendor hosting costs, including any projected increase over time; annual maintenance and support not acquired upfront; extended costs after warranty expiration; P&OS commitments beyond implementation?
X	Have you confirmed that no Full Time Employee (FTE) related costs have been included in the project costs?
X	Have quotes been provided for all itemized costs in the PIJ, e.g., professional services, hardware, software, licensing, etc.?
X	Do the quotes match the itemized list and only reflect those items and costs (within 5%) associated with this project?
	If not, describe below how the costs in the PIJ differ from the quotes, e.g., if quantities are different, costs are comprised of portions of multiple quotes provided, etc.:

# PIJ Disposition

<input type="checkbox"/>	Approved
<input checked="" type="checkbox"/>	Approved with conditions
<input type="checkbox"/>	Not Approved

### Strategic Program Manager Analysis

**Project Background:** The Department of Economic Security, Division of Technology Services (DTS), will refresh computer technology each year as desktops, laptops, monitors and printers become obsolete or worn out. The refresh cycle is based on a 4 year replacement so the equipment being refreshed has been already used for the past 4 to 7 years. The equipment being replaced will be sent to surplus according to current standards and policies.

**Project Justification:** To maintain and support current technology, it is necessary to upgrade computers, laptops, monitors and printers when they have outlived their usefulness or circumstances require appropriate changes. Windows 7 will be unsupported by Microsoft after 2020 and vendors have ceased providing Windows 7 options, so this refresh cycle also includes updating the fleet to Windows 10 Enterprise.

**Vendor Selection:** The Agency is utilizing the State of Arizona Statewide contract with HP and reseller Milestone as well as Dell, for Computer Hardware and Support. The Agency selected those vendors based on the Agency's experience with them, as well as the vendors' capability to deliver the equipment at the best price and in the time frame required.

**Implementation Methodology:** An extraction of the Agency current PC fleet from Microsoft System & Configuration Manager (SCCM) was analyzed and based on age or need, systems were identified for replacement (over 4 years of age)project.

**Budget or Funding Considerations:** This project is from Base Budget (16.15%), Other Appropriated (0.64%), Federal (39.65%) and Other Non-Appropriated (43.56%) Funds in the amount of \$4,973.7 thousand for the total estimated five-year life cycle cost for the project.

Authorized Approver:	Reem Prendiville	Approval Date:	08/18/2017
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## Condition (If Applicable)

Should the final costs exceed the estimated costs by 10% or more, or should there be significant changes to the proposed technology, scope of work or implementation schedule, the Agency must amend the PIJ to reflect the changes and submit it to ADOA-ASET for review and approval prior to further expenditure of funds.

# Refresh 2017

Requesting					Deployed				Projected		Completed %
Program	Laptops	Desktops	Printers	Thin Client	Laptops	Desktops	Thin Client	Printers	Start	Finish	
DDD	40	660	0	0	0	0	0	0	10/15/2017		0.0%
DAAS***	80	0	0	0	0	0	0	0	10/15/2017		0.0%
OIG	20	20	0	0	0	0	0	0	10/15/2017		0.0%
DTS	50	85	0	0	0	0	0	0	10/15/2017		0.0%
DBF	25	180	0	0	0	0	0	0	11/1/2017		0.0%
DERS UI	26	40	0	0	0	0	0	0	11/1/2017		0.0%
DERS WA	11	5	0	0	0	0	0	0	11/1/2017		0.0%
DERS RSA	40	8	0	0	0	0	0	0	11/15/2017		0.0%
DERS CCA	0	15	0	0	0	0	0	9	11/15/2017		0.0%
DCSS	30	300	0	0	0	0	0	0	11/15/2017		0.0%
DBME	260	400	350	400	0	0	0	0	12/1/2017		0.0%
Totals	582	1713	350	400	0	0	0	9			0.0%

\*\*\* DAAS will be one of the first deployed to help assist with various project goals



CONTACT INFORMATION	PURCHASING INFORMATION	QUOTE INFORMATION
<b>Account Manager:</b> Andy Johnson (623.572.5635) Fax: 866.323.8020  <b>Quoting Resource:</b> Brandon Luther (602.457.6777) AZOM@milestonetech.com  <b>Special Notes:</b>	<b>To Purchase:</b>  <b>Make Purchase Order out to Hewlett Packard and designate Partner ID: 10281367 on PO. Forward PO to AZOM@MilestoneTech.com for processing. Thank you!</b>	<b>Quote Name:</b> AZ DES Large Purchase  <b>Quote ID:</b> 11808934 <b>Quote Date:</b> Aug 14, 2017  <b>Contract: (WSCA/NASPO VP):</b> ADSP016-098209 <b>Special Pricing ID:</b> 40388960



QUOTE CONTENT:

ITEM DESCRIPTION	PART NUMBER	UNIT PRICE	QUANTITY	EXT. PRICE
HP EliteDesk 800 G3 DM 65W Business PC	Y3A18AV	\$780.82	1313	\$1,025,216.66
ENERGY STAR Certified Label	Y0H28AV			
Desktop Mini 2nd Display Port	Y3L99AV			
Intel Core i7-7700 3.6G 8M 2400 4C	Z6G38AV			
16GB (1x16GB) DDR4-2400 SODIMM	Y3A22AV			
SSD 256GB SATA 2.5	Y3M47AV			
HP USB Business Slim Keyboard	X0R96AV#ABA			
HP Optical USB Mouse	Y3M60AV			
HP 90W DM External Power Adapter	Y3A14AV			
Single unit (DM) Packaging	Y3M41AV			
3/3/3 DM Warranty	Y3M63AV#ABA			
HP EliteDesk 800 G3 Country Kit	Y3M67AV#ABA			
Intel 7th Generation Core i7 Label DM	1CP52AV			
HP IWC Desktop Mini/TC	G1V61AA	\$45.00	1308	\$58,860.00
HP 3 Year Absolute Data Device Security Standard for	U8UQ3E	\$31.00	1313	\$40,703.00
HP 3-year, 9x5 next business day on-site coverage with disk	UE332E	\$8.00	1313	\$10,504.00
HP EliteBook 840 G4 Notebook PC with i5-7200U (2.5GHz)	X3V02AV	\$1,130.00	0	
Windows 10 Pro 64	X4M79AV#ABA			
Intel Core i5 G7 Label	Y8C92AV			
Energy Star Module- Required selection is a Microsoft	X7B43AV			
Intel SGX Permanent Disable	X9H52AV			
NO vPro AMT supported Feature	X9H42AV			
14" FHD (1920x1080) Anti-Glare LED SVA enabled for	1BA07AV			
Integrated HD 720p DualAryMic Webcam	X3V27AV			
8 GB (1x8GB) DDR4 2133	X3V45AV			
256 GB PCIe NVMe Value SSD	1JH85AV			
Dual Point Backlit spill-resistant Keyboard	X3X49AV#ABA			
Intel 8265 802.11 a/b/g/n/ac 2x2 +Bluetooth 4.2	X3V59AV			
HP It4120 LTE HSPA+ EVDO Gobi 4G Foxconn	X3V80AV			
Service Provider information for Verizon	X3V87AV			
Integrated Fingerprint Reader	X3V25AV			
No NFC Module	X3V55AV			
45 Watt Smart nPFC AC Adapter	X3V61AV			
Power Cord - 1.0 Meters	X3X45AV#ABA			
Destination Country Kit Localization	X3X48AV#ABA			
3 Cell 51 WHr Long Life Battery	X3V65AV			
3/3/0 Warranty	Y5E11AV#ABA			



HP 3 year Absolute Data Device Security Premium Service for Education (NA only)	U8UK1E	\$80.00	0	
9x5 Next-Business-Day On-Site Coverage with Disk Retention, 3 Year	UE335E	\$38.00	0	
HP EliteBook 840 G4 Notebook PC with i7-7500U (2.7GHz Windows 10 Pro 64 Intel Core i7 G7 Label Energy Star Module- Required selection is a Microsoft Intel SGX Permanent Disable NO vPro AMT supported Feature 14" FHD (1920x1080) Anti-Glare LED SVA enabled for Integrated HD 720p DualAryMic Webcam 8 GB (1x8GB) DDR4 2133 256 GB PCIe NVMe Value SSD Dual Point Backlit spill-resistant Keyboard Intel 8265 802.11 a/b/g/n/ac 2x2 +Bluetooth 4.2 HP It4120 LTE HSPA+ EVDO Gobi 4G Foxconn Service Provider information for Verizon Integrated Fingerprint Reader No NFC Module 45 Watt Smart nPFC AC Adapter Power Cord - 1.0 Meters Destination Country Kit Localization 3 Cell 51 WHr Long Life Battery 3/3/0 Warranty	X3V06AV X4M79AV#ABA Y8C94AV X7B43AV X9H52AV X9H42AV 1BA07AV X3V27AV X3V45AV 1JH85AV X3X49AV#ABA X3V59AV X3V80AV X3V87AV X3V25AV X3V55AV X3V61AV X3X45AV#ABA X3X48AV#ABA X3V65AV Y5E11AV#AB	\$1,103.00	279	\$307,737.00
HP 3 year Absolute Data Device Security Premium Service 9x5 Next-Business-Day On-Site Coverage with Disk	U8UK1E UE335E	\$80.00 \$38.00	279 279	\$22,320.00 \$10,602.00
HP EliteBook 850 G4 Notebook PC with Intel i7-7600U (2.8 GHz) Windows 10 Pro 64 Intel Core i7 G7 Label Energy Star Module- Required selection is a Microsoft Ultrabook Qualified NO vPro AMT supported Feature 15.6" FHD (1920x1080) Anti-Glare LED SVA enabled for Integrated HD 720p DualAryMic Webcam 16 GB (2x8GB) DDR4 2133 256 GB PCIe NVMe Value SSD Dual Point Backlit spill-resistant Keyboard Intel 8265 802.11 a/b/g/n/ac 2x2 +Bluetooth 4.2 No NFC Module HP It4120 LTE HSPA+ EVDO Gobi 4G Foxconn Service Provider information for Verizon Integrated Fingerprint Reader 65 Watt Smart nPFC AC Adapter Power Cord - 1.8 Meters Destination Country Kit Localization 3 Cell 51 WHr Long Life Battery 3/3/0 Warranty	X4B28AV X7W39AV#ABA Y8C94AV X7B43AV X9R50AV X9H42AV X4B46AV X4B53AV X4B74AV 1JH87AV X4B69AV#ABA X4B81AV X4B77AV X4C07AV X4C14AV X4B51AV X4B88AV X4B85AV#ABA X4B42AV#ABA X4B90AV Y5X84AV#ABA	\$1,174.00	303	\$355,722.00
HP 3 year Absolute Data Device Security Premium Service for Education (NA only)	U8UK1E	\$80.00	303	\$24,240.00

9x5 Next-Business-Day On-Site Coverage with Disk

Retention, 3 Year

UE335E

\$38.00

303

\$11,514.00

HP USB External DVDRW Drive

F2B56AA

\$45.00

245

\$11,025.00

SubTotal: \$1,878,443.66

Tax Rate (0%):                     

Quote Total: \$1,878,443.66

- The terms and conditions of the contract will apply to any order placed as a result of this inquiry, no other terms or conditions shall apply.
- Product availability and product discontinuation are subject to change without notice. The prices in this quotation are valid for 30 days from quote date above.
- This quotation may contain open market products which are sold in accordance with HP's Standard Terms and Conditions. HP makes no representation
- For detailed warranty information, please go to [www.hp.com/go/specificwarrantyinfo](http://www.hp.com/go/specificwarrantyinfo). Sales taxes added where applicable. Freight is FOB Destination.

→ **For ProcureAZ Orders please follow the steps below to ensure the order is processed correctly and that there are no**

**The above steps will email a copy of the PO to Milestone directly for processing and will prevent duplicate orders. This also ensures all post sales processes are completed correctly (eg. Carepacks, Invoicing, etc.). The**





## A quote for your consideration!

**Total: \$154,728.60**

Based on your business needs, we put the following quote together to help with your purchase decision. Please review your quote details below, then contact your sales rep when you're ready to place your order.

<b>Quote number:</b> 3000016564246.1	<b>Quote date:</b> Aug. 16, 2017	<b>Quote expiration:</b> Sep. 15, 2017	<b>Solution ID:</b> 8490865	<b>Deal ID:</b> 14216505
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<b>Company name:</b> ARIZONA DEPRT OF ECON SECURITY	<b>Customer number:</b> 146071461	<b>Phone:</b> (602) 555-5555
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**Sales rep information:**  
Michele Sweet  
Michele\_Sweet@Dell.com  
(800) 456-3355  
Ext: 5139612

**Bill to:**  
ARIZONA DEPRT OF ECON SECURITY  
1789 W JEFFERSON ST  
3RD FL NE MAIL DROP 3237B  
PHOENIX  
AZ 85007-3202  
US  
(602) 555-5555

### Pricing Summary

Item	Qty	Unit price	Subtotal
Smart Selection - SS Dual Core ThinOS™ 8.0+PCoIP 8GF 2GR w/o WIFI POD (D10DP)- SS5010THINPCOIPWOWUSr - [ss5010thinpcqipwowusr]	400	\$358.50	\$143,400.00
			<b>Subtotal:</b> \$143,400.00
			<b>Shipping:</b> \$0.00
			<b>Environmental Fees:</b> \$0.00
			<b>Non-Taxable Amount:</b> \$0.00
			<b>Taxable Amount:</b> \$143,400.00
			<b>Estimated Tax:</b> \$11,328.60
			<b>Total: \$154,728.60</b>

Special lease pricing may be available for qualified customers. Please contact your DFS Sales Representative for details.

## Dear Customer,

Your Quote is detailed below; please review the quote for product and information accuracy. If you find errors or desire certain changes please contact me as soon as possible.

Regards,

Michele Sweet

Order this quote easily online through your [Premier page](#),

or if you do not have Premier, using [Quote to Order](#)

SKU	Description	Qty	Unit Price	Subtotal
	<b>Smart Selection - SS   Dual Core   ThinOS™ 8.0+PCoIP   8GF   2GR   w/o WIFI   POD (D10DP)- SS5010THINPCOIPWOWUSr - [ss5010thinpcqipwowusr]</b>	400	\$358.50	\$143,400.00
	<b>Estimated Delivery Date: Aug. 22 - Aug. 24, 2017</b>			
	<b>Contract Code: WN01AGW</b>			
	<b>Customer Agreement No: ADSP016-098163</b>			
619-ALHQ	Wyse ThinOS +PCOIP, English	400	-	-
329-BCOJ	Wyse 5010 thin client, without WIFI	400	-	-
580-ADJC	Dell KB216 Wired Multi-Media Keyboard English Black	400	-	-
275-BBBW	Dell MS116 Wired Mouse, Black	400	-	-
450-ACSP	US Power Cord	400	-	-
575-BBCO	Vertical stand	400	-	-
492-BBKU	DVI-I port. DVI to VGA (DB-15) adapter	400	-	-
340-AAPZ	Energy Star Compliant	400	-	-
340-APZS	English and French, Shipping Docs	400	-	-
340-APNT	Tech Sheet (English, French, Spanish, Brazilian Portuguese)	400	-	-
328-BBKI	Shipping Material for System	400	-	-
340-AINJ	Directship Info Mod	400	-	-
389-BILN	Print on Demand Label	400	-	-
210-AENP	Wyse 5010 thin client, BTX	400	-	-
998-BRZJ	Fixed Hardware Configuration	400	-	-
389-BGVZ	Regulatory Label	400	-	-
450-ACTL	65 Watt AC Adapter	400	-	-
370-ACDQ	2GB (1x2GB) 1600MHz DDR3L Memory	400	-	-
400-AHNW	8GB SATA FLASH	400	-	-
805-0837	Dell Limited Hardware Warranty Extended Year(s)	400	-	-
805-0838	Dell Limited Hardware Warranty	400	-	-
805-0851	ProSupport: 7x24 Technical Support, 2 Years Extended	400	-	-
805-0856	ProSupport: 7x24 Technical Support, Initial Year	400	-	-
810-9159	ProSupport: Advance Exchange Service, 2 Years	400	-	-

810-9160	Extended			
989-3449	ProSupport: Advance Exchange Service, 1 Year	400	-	-
	Thank you choosing Dell ProSupport. For tech support, visit <a href="http://support.dell.com/ProSupport">http://support.dell.com/ProSupport</a> or call 1-866-516-3115	400	-	-

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<b>Subtotal:</b>	\$143,400.00
<b>Shipping:</b>	\$0.00
<b>Environmental Fees:</b>	\$0.00
<b>Estimated Tax:</b>	\$11,328.60
<b>Total:</b>	<b>\$154,728.60</b>

## Important Notes

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If this purchase is for your internal use only: Dell's Commercial Terms of Sale ([www.dell.com/CTS](http://www.dell.com/CTS)), which incorporate Dell's U.S Return Policy([www.dell.com/returnpolicy](http://www.dell.com/returnpolicy)) and Warranty ([www.dell.com/warrantyterms](http://www.dell.com/warrantyterms)).

If this purchase is intended for resale: Dell's Reseller Terms of Sale ([www.dell.com/resellerterms](http://www.dell.com/resellerterms)).

If this purchase includes services: in addition to the foregoing applicable terms, Dell's service contracts and related service terms ([www.dell.com/servicecontracts/global](http://www.dell.com/servicecontracts/global)).

If this purchase includes software: in addition to the foregoing applicable terms, your use of the software is subject to the license terms accompanying the software, and in the absence of such terms, then use of the Dell-branded application software is subject to the Dell End User License Agreement - A Version. ([www.dell.com/AEULA](http://www.dell.com/AEULA)) and use of the Dell-branded system software is subject to the Dell End User License Agreement - S Version ([www.dell.com/SEULA](http://www.dell.com/SEULA)) (the "End User License Agreements").

You acknowledge having read and agree to be bound by the foregoing applicable terms in their entirety. Any terms and conditions set forth in your purchase order or any other correspondence that are in addition to, inconsistent or in conflict with, the foregoing applicable online terms will be of no force or effect unless specifically agreed to in a writing signed by Dell that expressly references such terms.

### Pricing, Taxes, and Additional Information

All product, pricing, and other information is valid for U.S. customers and U.S. addresses only, and is based on the latest information available and may be subject to change. Dell reserves the right to cancel quotes and orders arising from pricing or other errors. Please indicate any tax-exempt status on your PO, and fax your exemption certificate, including your Customer Number, to the Dell Tax Department at 800-433-9023. Please ensure that your tax-exemption certificate reflects the correct Dell entity name: **Dell Marketing L.P.** Note: All tax quoted above is an estimate; final taxes will be listed on the invoice. If you have any questions regarding tax please send an e-mail to [Tax\\_Department@dell.com](mailto:Tax_Department@dell.com).

For certain products shipped to end-users in California, a [State Environmental Fee](#) will be applied to your invoice. Dell encourages customers to dispose of electronic equipment properly.

**Dell Business Credit (DBC):**

OFFER VARIES BY CREDITWORTHINESS AS DETERMINED BY LENDER. Offered by WebBank to Small and Medium Business customers with approved credit. Taxes, shipping and other charges are extra and vary. Minimum monthly payments are the greater of \$15 or 3% of account balance. Dell Business Credit is not offered to government or public entities, or business entities located and organized outside of the United States.

**Dell Financial Services Lease:**

1. This proposal is property of Dell Financial Services and contains confidential information. This proposal shall not be duplicated or disclosed in whole or part. Minimum transaction size \$500.
2. All terms are subject to credit approval, execution and return of mutually acceptable lease documentation.
3. Lease rates are based upon the final amount, configuration and specification of the supplied equipment. Interim rent may apply and be due in the first payment cycle.
4. 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.
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If this purchase includes services: in addition to the foregoing applicable terms, the terms of your service contract will apply ([Consumer](#); [Commercial](#)). If this purchase includes software: in addition to the foregoing applicable terms, your use of the software is subject to the license terms accompanying the software, and in the absence of such terms, then use of the Dell-branded application software is subject to the Dell End User License Agreement - Type A ([www.dell.com/AEULA](http://www.dell.com/AEULA)) and use of the Dell-branded system software is subject to the Dell End User License Agreement - Type S ([www.dell.com/SEULA](http://www.dell.com/SEULA)).

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## A quote for your consideration!

**Total: \$625,320.37**

Based on your business needs, we put the following quote together to help with your purchase decision. Please review your quote details below, then contact your sales rep when you're ready to place your order.

**Quote number:**  
3000016564156.1

**Quote date:**  
Aug. 16, 2017

**Quote expiration:**  
Sep. 15, 2017

**Company name:**  
ARIZONA DEPRT OF ECON SECURITY

**Customer number:**  
146071461

**Phone:**  
(602) 555-5555

**Sales rep information:**  
Michele Sweet  
Michele\_Sweet@Dell.com  
(800) 456-3355  
Ext: 5139612

**Bill to:**  
ARIZONA DEPRT OF ECON SECURITY  
1789 W JEFFERSON ST  
3RD FL NE MAIL DROP 3237B  
PHOENIX  
AZ 85007-3202  
US  
(602) 555-5555

### Pricing Summary

Item	Qty	Unit price	Subtotal
Dell B3460dn Mono Laser Printer- US	350	\$380.00	\$133,000.00
Canon imageFORMULA P-215II Scan-tini - document scanner	1865	\$239.43	\$446,536.95
<b>Subtotal:</b>			\$579,536.95
<b>Shipping:</b>			\$0.00
<b>Environmental Fees:</b>			\$0.00
<b>Non-Taxable Amount:</b>			\$0.00
<b>Taxable Amount:</b>			\$579,536.95
<b>Estimated Tax:</b>			\$45,783.42
<b>Total:</b>			<b>\$625,320.37</b>

Special lease pricing may be available for qualified customers. Please contact your DFS Sales Representative for details.

## Dear Customer,

Your Quote is detailed below; please review the quote for product and information accuracy. If you find errors or desire certain changes please contact me as soon as possible.

Regards,  
Michele Sweet

Order this quote easily online through your [Premier page](#),  
or if you do not have Premier, using [Quote to Order](#)

SKU	Description	Qty	Unit Price	Subtotal
	<b>Dell B3460dn Mono Laser Printer- US</b>	350	\$380.00	\$133,000.00
	<b>Estimated Delivery Date: Aug. 22 - Aug. 25, 2017</b>			
	<b>Contract Code: WN01AGW</b>			
	<b>Customer Agreement No: ADSP016-098163</b>			
225-4019	Dell B3460DN Laser Printer,110v	350	-	-
969-2077	Dell Limited Hardware Warranty Plus Onsite Service Initial Year	350	-	-
969-2078	Dell Limited Hardware Warranty Plus Onsite Service Extended Year(s)	350	-	-
969-2088	ProSupport: Next Business Day Parts and Labor Onsite Response Initial Year	350	-	-
969-2090	ProSupport: Next Business Day Parts and Labor Onsite Response 2 Year Extended	350	-	-
988-4482	ProSupport: 7x24 Technical Support , 3 YEARS	350	-	-
989-3449	Thank you choosing Dell ProSupport. For tech support, visit <a href="http://support.dell.com/ProSupport">http://support.dell.com/ProSupport</a> or call 1-866-516-3115	350	-	-

SKU	Description	Qty	Unit Price	Subtotal
	<b>Canon imageFORMULA P-215II Scan-tini - document scanner</b>	1865	\$239.43	\$446,536.95
	<b>Estimated Delivery Date: Aug. 22 - Aug. 25, 2017</b>			
	<b>Contract Code: WN01AGW</b>			
	<b>Customer Agreement No: ADSP016-098163</b>			
A8340403	Canon imageFORMULA P-215II Scan-tini - document	1865	-	-

scanner

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<b>Subtotal:</b>	\$579,536.95
<b>Shipping:</b>	\$0.00
<b>Environmental Fees:</b>	\$0.00
<b>Estimated Tax:</b>	\$45,783.42
<b>Total:</b>	<b>\$625,320.37</b>

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2. All terms are subject to credit approval, execution and return of mutually acceptable lease documentation.
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