

ITEMS REQUIRING BOCC APPROVAL

April 10, 2025

(1 Item)

1. TECHNOLOGY SOLUTIONS PRODUCTS AND SERVICES -- VARIOUS DEPARTMENTS

FUNDING -- VARIOUS DEPARTMENTS

[Joint Governmental Purchase The Interlocal Purchasing System (TIPS) Contract #220105]

#25-2044 Contract

	Heartland Business Systems, LLC
IT Hardware, Software, and Consulting Services	Pricing listed on The Interlocal Purchasing System (TIPS) Contract #220105

On the recommendation of Lee Barrier, on behalf of various departments, Anna Meyerhoff-Cole moved to **utilize The Interlocal Purchasing Systems (TIPS) Contract #220105 with Heartland Business Systems, LLC (HBS) good through March 31, 2027 with a one (1) year option to renew at the discounted rates listed in the referenced contract.** Kenly Zehring seconded the motion. The motion passed 4 to 5 with Philip Davolt abstaining from the vote.

In order to obtain competitive pricing on both hardware and software solutions, Sedgwick County Division of Information Technology (DIT) would like to add HBS as an approved Value Added Reseller (VAR).

By incorporating these resellers into the approved supplier list, Sedgwick County will benefit not only from competitive pricing but also from the valuable consulting services HBS has to offer. This approach will enable DIT to make informed decisions when it comes to hardware and software needs which ensures DIT can choose the best possible solutions for its requirements.

Notes:

Discounts are 5% or better depending on products and services.

Questions and Answers

Philip Davolt: Can someone give me some examples of products or services these would provide for us?

James Arnce: They can actually do pretty much anything. For their consulting services, if we have questions on software, an example would be like Office 365 we're looking at AI. They have consulting services that would be able to help us in that function, hardware, like switching, routers, computers, PCs, anything like that. This just allows us to be able to do competitive pricing with other vendors. We've had a few that have left Wichita so this is kind of to fill that void and to allow us to be able to do multiple quoting as needed.