



## A quote for your consideration.

Based on your business needs, we put the following quote together to help with your purchase decision. Below is a detailed summary of the quote we've created to help you with your purchase decision.

To proceed with this quote, you may respond to this email, order online through your [Premier page](#), or, if you do not have Premier, use this [Quote to Order](#).

**Quote No.** 3000062514181.1  
**Total** \$217,475.00  
Customer # 53576  
Quoted On Jun. 04, 2020  
Expires by Jul. 16, 2020

Sales Rep Justin Stacy  
Phone (800) 456-3355, 7239803  
Email Justin\_Stacy@Dell.com  
**Billing To** INFORMATION TECHNOLOGY  
CITY OF SAN MARCOS  
630 E HOPKINS ST  
SAN MARCOS, TX 78666-6314

### Message from your Sales Rep

Please contact your Dell sales representative if you have any questions or when you're ready to place an order. Thank you for shopping with Dell!

Regards,  
Justin Stacy

### Shipping Group

| Shipping To  | Shipping Method   |
|--|-------------------|
| BRIAN HENRY<br>CITY OF SAN MARCOS<br>630 E HOPKINS ST<br>SAN MARCOS, TX 78666-6300<br>(512) 393-8125 | Standard Delivery |

| Product  | Unit Price  | Qty  | Subtotal    |
|--|-------------|------|-------------|
| TX SAN MARCOS CTY QUEST KACE SYS MGMT ADDTL<br>MGD COMP LIC/MAINT QTY 900 11.97 MO | \$29,475.00 | 1    | \$29,475.00 |
| TX SAN MARCOS CTY QUEST KACE SYS MGMT APPL<br>W/100 MNGD COMP LIC/MAINT 11.97 MO   | \$9,675.00  | 1    | \$9,675.00  |
| TX SAN MARCOS CTY QUEST KACE SYS DEPL APPL<br>W/100 MGD COMP MAINT/RNWL 48.03 MO   | \$4,650.00  | 1    | \$4,650.00  |
| TX SAN MARCOS QUEST KACE CLOUD MOBILE DEVICE<br>MANAGER STD SUBS 24X7 MNT 1YR      | \$20.16     | 3750 | \$75,600.00 |

|  |             |   |             |
|--|-------------|---|-------------|
| TX SAN MARCOS CTY QUEST KACE QUICKSTART<br>PREMIUM PREPAID REM SVCS 11.97 MO       | \$3,850.00  | 1 | \$3,850.00  |
| TX SAN MARCOS CTY QUEST KACE SYS DEPL ADDTL<br>MGD COMP LIC/MAINT 11.97 MO         | \$12,600.00 | 1 | \$12,600.00 |
| TX SAN MARCOS CTY QUEST KACE SYS DEPL APPL<br>W/100 MGD COMP LIC/MAINT 11.97 MO    | \$4,900.00  | 1 | \$4,900.00  |
| TX SAN MARCOS CTY QUEST KACE SYS MGMT APPL<br>W/100 MNGD COMP MAINT/RNWL 48.03 MO  | \$9,200.00  | 1 | \$9,200.00  |
| TX SAN MARCOS CTY QUEST KACE SYS DEPL ADDTL<br>MGD COMP MAINT/RNWL QTY900 48.03 MO | \$12,150.00 | 1 | \$12,150.00 |
| TX SAN MARCOS CTY QUEST KACE SYS MGMT ADDTL<br>MGD COMP MAINT/RNWL QTY900 48.03 MO | \$29,700.00 | 1 | \$29,700.00 |
| TX SAN MARCOS CTY QUEST KACE QUICKSTART 5 DAYS<br>PREPAID CONS ONS SVCS 11.97 MO   | \$13,275.00 | 1 | \$13,275.00 |
| TX SAN MARCOS CTY QUEST KACE PREPAID CONS P/HR<br>REM SVCS QTY 40 11.97 MO         | \$12,400.00 | 1 | \$12,400.00 |

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|                            |                     |
|----------------------------|---------------------|
| <b>Subtotal:</b>           | <b>\$217,475.00</b> |
| <b>Shipping:</b>           | <b>\$0.00</b>       |
| <b>Non-Taxable Amount:</b> | <b>\$217,475.00</b> |
| <b>Taxable Amount:</b>     | <b>\$0.00</b>       |
| <b>Estimated Tax:</b>      | <b>\$0.00</b>       |

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|               |                     |
|---------------|---------------------|
| <b>Total:</b> | <b>\$217,475.00</b> |
|---------------|---------------------|

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

## Shipping Group Details

### Shipping To

BRIAN HENRY  
CITY OF SAN MARCOS  
630 E HOPKINS ST  
SAN MARCOS, TX 78666-6300  
(512) 393-8125

### Shipping Method

Standard Delivery

|  |                    | Qty      | Subtotal           |
|--|--------------------|----------|--------------------|
| <b>TX SAN MARCOS CTY QUEST KACE SYS MGMT ADDTL MGD<br/>COMP LIC/MAINT QTY 900 11.97 MO</b> | <b>\$29,475.00</b> | <b>1</b> | <b>\$29,475.00</b> |

Estimated delivery if purchased today:

Jun. 16, 2020

Contract # C000000006841

Customer Agreement # DIR-TSO-3763

| Description  | SKU      | Unit Price | Qty | Subtotal |
|--|----------|------------|-----|----------|
| TX SAN MARCOS CTY QUEST KACE SYS MGMT ADDTL MGD<br>COMP LIC/MAINT QTY 900 11.97 MO | AB188924 | -          | 1   | -        |

|  |                   | Qty      | Subtotal          |
|--|-------------------|----------|-------------------|
| <b>TX SAN MARCOS CTY QUEST KACE SYS MGMT APPL W/100<br/>MNGD COMP LIC/MAINT 11.97 MO</b> | <b>\$9,675.00</b> | <b>1</b> | <b>\$9,675.00</b> |

Estimated delivery if purchased today:

Jun. 16, 2020

Contract # C000000006841

Customer Agreement # DIR-TSO-3763

| Description  | SKU      | Unit Price | Qty | Subtotal |
|--|----------|------------|-----|----------|
| TX SAN MARCOS CTY QUEST KACE SYS MGMT APPL W/100<br>MNGD COMP LIC/MAINT 11.97 MO | AB188837 | -          | 1   | -        |

|  |                   | Qty      | Subtotal          |
|--|-------------------|----------|-------------------|
| <b>TX SAN MARCOS CTY QUEST KACE SYS DEPL APPL W/100 MGD<br/>COMP MAINT/RNWL 48.03 MO</b> | <b>\$4,650.00</b> | <b>1</b> | <b>\$4,650.00</b> |

Estimated delivery if purchased today:

Jun. 16, 2020

Contract # C000000006841

Customer Agreement # DIR-TSO-3763

| Description  | SKU      | Unit Price | Qty | Subtotal |
|--|----------|------------|-----|----------|
| TX SAN MARCOS CTY QUEST KACE SYS DEPL APPL W/100 MGD<br>COMP MAINT/RNWL 48.03 MO | AB188986 | -          | 1   | -        |

|   |                | Qty         | Subtotal           |
|---|----------------|-------------|--------------------|
| <b>TX SAN MARCOS QUEST KACE CLOUD MOBILE DEVICE<br/>MANAGER STD SUBS 24X7 MNT 1YR</b> | <b>\$20.16</b> | <b>3750</b> | <b>\$75,600.00</b> |

Estimated delivery if purchased today:

Jun. 17, 2020

Contract # C000000006841

Customer Agreement # DIR-TSO-3763

| Description   | SKU      | Unit Price | Qty  | Subtotal |
|---|----------|------------|------|----------|
| TX SAN MARCOS QUEST KACE CLOUD MOBILE DEVICE<br>MANAGER STD SUBS 24X7 MNT 1YR | AB188727 | -          | 3750 | -        |

|  |                   | Qty      | Subtotal          |
|--|-------------------|----------|-------------------|
| <b>TX SAN MARCOS CTY QUEST KACE QUICKSTART PREMIUM<br/>PREPAID REM SVCS 11.97 MO</b> | <b>\$3,850.00</b> | <b>1</b> | <b>\$3,850.00</b> |

Estimated delivery if purchased today:

Jun. 16, 2020

Contract # C000000006841

Customer Agreement # DIR-TSO-3763

| Description  | SKU      | Unit Price | Qty | Subtotal    |
|--|----------|------------|-----|-------------|
| TX SAN MARCOS CTY QUEST KACE QUICKSTART PREMIUM<br>PREPAID REM SVCS 11.97 MO   | AB189025 | -          | 1   | -           |
|  |          |            | Qty | Subtotal    |
| <b>TX SAN MARCOS CTY QUEST KACE SYS DEPL ADDTL MGD<br/>COMP LIC/MAINT 11.97 MO</b>                                       |          |            | 1   | \$12,600.00 |
| Estimated delivery if purchased today:<br>Jun. 16, 2020<br>Contract # C000000006841<br>Customer Agreement # DIR-TSO-3763 |          |            |     |             |
| Description  | SKU      | Unit Price | Qty | Subtotal    |
| TX SAN MARCOS CTY QUEST KACE SYS DEPL ADDTL MGD COMP<br>LIC/MAINT 11.97 MO   | AB189051 | -          | 1   | -           |
|  |          |            | Qty | Subtotal    |
| <b>TX SAN MARCOS CTY QUEST KACE SYS DEPL APPL W/100 MGD<br/>COMP LIC/MAINT 11.97 MO</b>                                  |          |            | 1   | \$4,900.00  |
| Estimated delivery if purchased today:<br>Jun. 16, 2020<br>Contract # C000000006841<br>Customer Agreement # DIR-TSO-3763 |          |            |     |             |
| Description  | SKU      | Unit Price | Qty | Subtotal    |
| TX SAN MARCOS CTY QUEST KACE SYS DEPL APPL W/100 MGD<br>COMP LIC/MAINT 11.97 MO  | AB188989 | -          | 1   | -           |
|  |          |            | Qty | Subtotal    |
| <b>TX SAN MARCOS CTY QUEST KACE SYS MGMT APPL W/100<br/>MNGD COMP MAINT/RNWL 48.03 MO</b>                                |          |            | 1   | \$9,200.00  |
| Estimated delivery if purchased today:<br>Jun. 16, 2020<br>Contract # C000000006841<br>Customer Agreement # DIR-TSO-3763 |          |            |     |             |
| Description  | SKU      | Unit Price | Qty | Subtotal    |
| TX SAN MARCOS CTY QUEST KACE SYS MGMT APPL W/100<br>MNGD COMP MAINT/RNWL 48.03 MO  | AB188835 | -          | 1   | -           |
|  |          |            | Qty | Subtotal    |
| <b>TX SAN MARCOS CTY QUEST KACE SYS DEPL ADDTL MGD<br/>COMP MAINT/RNWL QTY900 48.03 MO</b>                               |          |            | 1   | \$12,150.00 |
| Estimated delivery if purchased today:<br>Jun. 16, 2020<br>Contract # C000000006841<br>Customer Agreement # DIR-TSO-3763 |          |            |     |             |
| Description  | SKU      | Unit Price | Qty | Subtotal    |
| TX SAN MARCOS CTY QUEST KACE SYS DEPL ADDTL MGD COMP<br>MAINT/RNWL QTY900 48.03 MO                                       | AB189050 | -          | 1   | -           |
|  |          |            | Qty | Subtotal    |
| <b>TX SAN MARCOS CTY QUEST KACE SYS MGMT ADDTL MGD<br/>COMP MAINT/RNWL QTY900 48.03 MO</b>                               |          |            | 1   | \$29,700.00 |
| Estimated delivery if purchased today:<br>Jun. 16, 2020<br>Contract # C000000006841<br>Customer Agreement # DIR-TSO-3763 |          |            |     |             |
| Description  | SKU      | Unit Price | Qty | Subtotal    |
| TX SAN MARCOS CTY QUEST KACE SYS MGMT ADDTL MGD<br>COMP MAINT/RNWL QTY900 48.03 MO                                       | AB188990 | -          | 1   | -           |
|  |          |            | Qty | Subtotal    |
| <b>TX SAN MARCOS CTY QUEST KACE QUICKSTART 5 DAYS</b>  |          |            | 1   | \$13,275.00 |

PREPAID CONS ONS SVCS 11.97 MO

Estimated delivery if purchased today:  
Jun. 16, 2020  
Contract # C000000006841  
Customer Agreement # DIR-TSO-3763

| Description  | SKU      | Unit Price | Qty | Subtotal |
|--|----------|------------|-----|----------|
| TX SAN MARCOS CTY QUEST KACE QUICKSTART 5 DAYS<br>PREPAID CONS ONS SVCS 11.97 MO | AB188867 | -          | 1   | -        |

|  |  |             | Qty | Subtotal    |
|--|--|-------------|-----|-------------|
| TX SAN MARCOS CTY QUEST KACE PREPAID CONS P/HR REM<br>SVCS QTY 40 11.97 MO |  | \$12,400.00 | 1   | \$12,400.00 |

Estimated delivery if purchased today:  
Jun. 16, 2020  
Contract # C000000006841  
Customer Agreement # DIR-TSO-3763

| Description  | SKU      | Unit Price | Qty | Subtotal |
|--|----------|------------|-----|----------|
| TX SAN MARCOS CTY QUEST KACE PREPAID CONS P/HR REM<br>SVCS QTY 40 11.97 MO | AB188932 | -          | 1   | -        |

|                |              |
|----------------|--------------|
| Subtotal:      | \$217,475.00 |
| Shipping:      | \$0.00       |
| Estimated Tax: | \$0.00       |
| Total:         | \$217,475.00 |

## Important Notes

### Terms of Sale

This Quote will, if Customer issues a purchase order for the quoted items that is accepted by Supplier, constitute a contract between the entity issuing this Quote ("Supplier") and the entity to whom this Quote was issued ("Customer"). Unless otherwise stated herein, pricing is valid for thirty days from the date of this Quote. All product, pricing and other information is based on the latest information available and is subject to change. Supplier reserves the right to cancel this Quote and Customer purchase orders arising from pricing errors. Taxes and/or freight charges listed on this Quote are only estimates. The final amounts shall be stated on the relevant invoice. Additional freight charges will be applied if Customer requests expedited shipping. Please indicate any tax exemption status on your purchase order and send your tax exemption certificate to [Tax\\_Department@dell.com](mailto:Tax_Department@dell.com) or [ARSalesTax@emc.com](mailto:ARSalesTax@emc.com), as applicable.

**Governing Terms:** This Quote is subject to: (a) a separate written agreement between Customer or Customer's affiliate and Supplier or a Supplier's affiliate to the extent that it expressly applies to the products and/or services in this Quote or, to the extent there is no such agreement, to the applicable set of Dell's Terms of Sale (available at [www.dell.com/terms](http://www.dell.com/terms) or [www.dell.com/oemterms](http://www.dell.com/oemterms)), or for cloud/as-a-Service offerings, the applicable cloud terms of service (identified on the Offer Specific Terms referenced below); and (b) the terms referenced herein (collectively, the "Governing Terms"). Different Governing Terms may apply to different products and services on this Quote. The Governing Terms apply to the exclusion of all terms and conditions incorporated in or referred to in any documentation submitted by Customer to Supplier.

**Supplier Software Licenses and Services Descriptions :** Customer's use of any Supplier software is subject to the license terms accompanying the software, or in the absence of accompanying terms, the applicable terms posted on [www.Dell.com/eula](http://www.Dell.com/eula). Descriptions and terms for Supplier-branded standard services are stated at [www.dell.com/servicecontracts/global](http://www.dell.com/servicecontracts/global) or for certain infrastructure products at [www.dell.com/en-us/customer-services/product-warranty-and-service-descriptions.htm](http://www.dell.com/en-us/customer-services/product-warranty-and-service-descriptions.htm)

**Offer-Specific, Third Party and Program Specific Terms:** Customer's use of third-party software is subject to the license terms that accompany the software. Certain Supplier-branded and third-party products and services listed on this Quote are subject to additional, specific terms stated on [www.dell.com/offeringspecificterms](http://www.dell.com/offeringspecificterms) ("Offer Specific Terms").

**In case of Resale only:** Should Customer procure any products or services for resale, whether on standalone basis or as part of a solution, Customer shall include the applicable software license terms, services terms, and/or offer-specific terms in a written agreement with the end-user and provide written evidence of doing so upon receipt of request from Supplier.

**In case of Financing only:** If Customer intends to enter into a financing arrangement ("Financing Agreement") for the products and/or services on this Quote with Dell Financial Services LLC or other funding source pre-approved by Supplier ("FS"), Customer may issue its purchase order to Supplier or to FS. If issued to FS, Supplier will fulfill and invoice FS upon confirmation that: (a) FS intends to enter into a Financing Agreement with Customer for this order; and (b) FS agrees to procure these items from Supplier. Notwithstanding the Financing Agreement, Customer's use (and Customer's resale of and the end-user's use) of these items in the order is subject to the applicable governing agreement between Customer and Supplier, except that title shall transfer from Supplier to FS instead of to Customer. If FS notifies Supplier after shipment that Customer is no longer pursuing a Financing Agreement for these items, or if Customer fails to enter into such Financing Agreement within 120 days after shipment by Supplier, Customer shall promptly pay the Supplier invoice amounts directly to Supplier.

Customer represents that this transaction does not involve: (a) use of U.S. Government funds; (b) use by or resale to the U.S. Government; or (c) maintenance and support of the product(s) listed in this document within classified spaces. Customer further represents that this transaction does not require Supplier's compliance with any statute, regulation or information technology standard applicable to a U.S. Government procurement.

For certain products shipped to end users in California, a State Environmental Fee will be applied to Customer's invoice. Supplier encourages customers to dispose of electronic equipment properly.

Electronically linked terms and descriptions are available in hard copy upon request.

**^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.



Prepared For:

City of San Marcos

June 5, 2020

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.

|                |          |
|----------------|----------|
| Term           | 60       |
| Option         | IPA      |
| Payments:      | Annual   |
| Consolidation: | Monthly  |
| Payments Due:  | Advance  |
| Interim Rent:  | None     |
|                | 5        |
|                | Payments |

| Dell Quote numbers | Summary Product Description    | Product Price | Quantity | Extended Price | Rate Factor |             |
|--------------------|--------------------------------|---------------|----------|----------------|-------------|-------------|
| 3000062514181      | San Marcos Quest/Kace Solution | \$217,475.00  | 1        | \$217,475.00   | 0.20000     | \$43,495.00 |
|                    | TOTALS                         |               | 1        | \$217,475.00   |             | \$43,495.00 |

**PLEASE NOTE: (1)**

Rate Factor: is Contingent upon and **PO must state "in agreement to" (or) "in compliance with" the use of Texas DIR-TSO-3763, Master Lease Agreement Appendix (F)".** Other related DFS documentation will also be required, **(unless already on file)** such as: **Updated (Secretary/Clerk form, Billing information form).** The actual Lease Schedule will be created and sent for signature after all items have shipped per the PO. Along with IRS form 8038 - if applicable for signature. An Opinion of Counsel / Validity opinion will be required for lease schedules of \$500,000 or greater. The person who signs the PO must be on the Sec/clerk form or the person on the Sec/clerk form must - co-sign the PO.

Proposal Expiration Date:

July 5, 2020

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:****Installment Payment Agreement (IPA) or Extended Terms Payment Agreement (ETPA):**

• When Maker fulfills all payment obligations including any applicable sales, use, property taxes, fees, and performance requirements under the IPA or ETPA terms, the contract will end.

**Andre Williams**  
Account Executive  
Education - State & Local Government  
Dell | Financial Services  
Cell: 512-497-3195  
[Andre.D.Williams@Dell.Com](mailto:Andre.D.Williams@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.**

**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 contract name of the Agreement and identification number (if any), 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.