



PROCUREMENT SERVICES

BSS \_\_\_\_\_ BCC \_\_\_\_\_
PCA \_\_\_\_\_ CNT \_\_\_\_\_
BONDS \_\_\_\_\_
COI \_\_\_\_\_
NTP \_\_\_\_\_

PROCUREMENT REQUEST FORM

Use this form for General Requisitions, Task Orders, or Solicitations. Leave non-applicable fields blank. Incomplete or incorrect forms will be returned. Hover over a field for help

Date: 3/11/2026 Type of Request: General Requisition (PO Request)

Department: Information Technology Name & Phone: Norman Otto 352-671-8825

Solicitation/Contract #: 23026 / 43210000-23- NASPO-ACS 28880179 or State/Cooperative Contract#: Dell NASPO Computer Equipment PA - Florida C000001116132

Board Action Required? Yes If yes, Board Date Requested: 4/7/2026 Quotes Attached: Yes

Vendor Number: 11897 Vendor Address: PO BOX 534118 ATLANTA GA 30353
Vendor Email: Lesly.Botello@dell.com
Vendor Name: Dell Marketing LP

Department Ship To: Information Technology

Street: 2511 SE 3rd St City: Ocala Zip: 34471

GL Account & Project Code Amounts by Line Item: AA305526 - 552116 - \$129,229.00 EF300522 - 552116 - \$207,650.10 \$ 336,879.10 Total Purchase Amount

\*\*\* All computer purchases (software or hardware) require prior IT approval. Attach approval to this form.\*\*\*

THIS SECTION FOR PROJECTS ONLY

Contingency % Amount: 0.00% Contingency \$ Amount:
Substantial Completion Date: Final Completion Date:
Liquidated Damages:

Detailed Description/Scope of Work - Grant Information (if applicable)

For the purchase of (70) MDT's, (100) Keyboards, and (100) Docking Stations.
WO370200 Fire- EMS
Dell Quote 3000200142677.1 Dated 3/11/26

Additional Information/County Admin Notes for Agenda

Contract Name Dell NASPO Computer
Equipment PA - Florida
Contract Code C000001116132
Customer Agreement # 23026 / 43210000-23-
NASPO-ACS
Deal ID 28880179



## IT Purchase Request

New                       Renewal

Work Order #	370200		
Assigned To	Norman Otto		
Requesting Department	Fire - EMS		
Vendor Name	Dell		
Type of Purchase	<input checked="" type="checkbox"/> Hardware <input type="checkbox"/> Software <input type="checkbox"/> Service If Software, select one <input type="checkbox"/> Perpetual <input type="checkbox"/> Annual <input type="checkbox"/> Other _____ Date(s): _____ (attach terms & conditions)		
Business Use Case	<b>Bulk Order for MDT's</b>		
Purchasing Department	Fire Rescue - EMS	Available Funds: \$352,567.12	
Total Cost	\$336,879.10		
Is it Coded to Capital?	<input checked="" type="checkbox"/> No <input type="checkbox"/> Yes: 56 _____ (Check for project number, use stamp on PO, and submit acquisition form)		
On Approved Software List	<input type="checkbox"/> No <input type="checkbox"/> Yes <input checked="" type="checkbox"/> N/A		
Payment Type	<input type="checkbox"/> PCard <input checked="" type="checkbox"/> Requisition (PO) <input type="checkbox"/> Payment Request Form		
BCC Approval Required	<input type="checkbox"/> No <input checked="" type="checkbox"/> Yes If yes, save copy in L Drive folder <input checked="" type="checkbox"/> _Admin\BCC Agenda Items\FY	Meeting Date: <u>4/7/26</u> Date: <u>3/11/26</u>	
Calendar Reminder	<input checked="" type="checkbox"/> No <input type="checkbox"/> Yes	Date: _____ Set reminder three (3) months before renewal date	
<b>IT Budget Administrative Coordinator or Designee Approval</b>			
IT Budget	\$ _____		
IT Variance	<input type="checkbox"/> Over: \$ _____	<input type="checkbox"/> Under: \$ _____	
IT Budget Code(s)	_____		
Signature: _____	Date: _____		
Print Name: _____	_____		

**REVIEWED BY:**  
*Wendy Powell*  
 3/11/26

**IT Director or Designee Approval**

Signature: *Michael Vann*

Date: 3/12/26

Print Name: MICHAEL VANN

**IT Director or Designee Notes**

**Botello, Lesly**

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**From:** Botello, Lesly  
**Sent:** Wednesday, March 11, 2026 11:09 AM  
**To:** Botello, Lesly  
**Subject:** Your Dell Quote 3000200142677.1



**Your quote is ready for purchase.**

Complete the purchase of your personalized quote through our secure online checkout before the quote expires on **Mar. 25, 2026**.

You can download a copy of this quote during checkout.

**Place your order**

<b>Quote Name:</b>	<b>Dell Rugged MDT</b>	<b>Sales Rep</b>	Lesly Botello
<b>Quote No.</b>	<b>3000200142677.1</b>	<b>Phone</b>	1(800) 4563355
<b>Total</b>	<b>\$336,879.10</b>	<b>Email</b>	Lesly.Botello@dell.com
<b>Customer #</b>	93982443	<b>Billing To</b>	PROCUREMENT SERVICES MARION COUNTY BOCC 2631 SE 3RD ST OCALA, FL 34471- 6279
<b>Quoted On</b>	Mar. 11, 2026		
<b>Expires by</b>	Mar. 25, 2026		
<b>Contract Name</b>	Dell NASPO Computer Equipment PA - Florida		
<b>Contract Code</b>	C000001116132		
<b>Customer Agreement #</b>	23026 / 43210000-23- NASPO-ACS		
<b>Deal ID</b>	28880179		

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**Message from your Sales Rep**

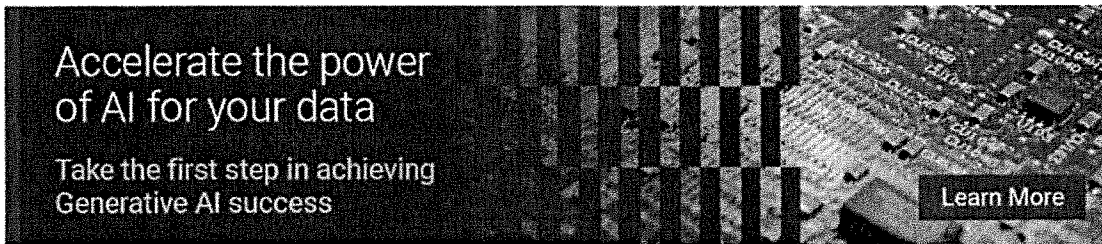
Please use the Order button to securely place the order with your preferred payment method online. You may contact your Dell sales team if you have any questions. Thank you for shopping with Dell.

Regards,  
Lesly Botello

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Product	Unit Price	Quantity	Subtotal
Havis Docking Station	\$852.61	100	\$85,261.00
Dell Pro Rugged 12 Keyboard - US English	\$439.68	100	\$43,968.00
Dell Pro Rugged 12 RA02260	\$2,966.43	70	\$207,650.10
<b>Subtotal:</b>			<b>\$336,879.10</b>
<b>Shipping:</b>			<b>\$0.00</b>
<b>Non-Taxable Amount:</b>			<b>\$336,879.10</b>
<b>Taxable Amount:</b>			<b>\$0.00</b>
<b>Estimated Tax:</b>			<b>\$0.00</b>
<b>Total:</b>			<b>\$336,879.10</b>

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



### Shipping Group Details

**Shipping To**  
 NORMAN OTTO  
 MARION COUNTY BOCC  
 2630 SE 3RD ST  
 ANNEX BLDG  
 OCALA, FL 34471  
 (352) 671-8809

**Shipping Method**  
 Standard Delivery

	Unit Price	Quantity	Subtotal	
<b>Havis Docking Station</b>	\$852.61	100	\$85,261.00	
Estimated delivery if purchased today: Mar. 18, 2026 Contract # C000001116132 Customer Agreement # 23026 / 43210000-23-NASPO-ACS				
Description	SKU	Unit Price	Quantity	Subtotal
Havis Docking Station	AD384639	-	100	-
		Unit Price	Quantity	Subtotal
<b>Dell Pro Rugged 12 Keyboard - US English</b>		\$439.68	100	\$43,968.00
Estimated delivery if purchased today: Apr. 22, 2026 Contract # C000001116132				

Customer Agreement # 23026 / 43210000-23-  
NASPO-ACS

Description	SKU	Unit Price	Quantity	Subtotal
Dell Pro Rugged 12 Keyboard - US English	580-BCYY	-	100	-
<b>Dell Pro Rugged 12 RA02260</b>		<b>Unit Price</b>	<b>Quantity</b>	<b>Subtotal</b>
		\$2,966.43	70	\$207,650.10

Estimated delivery if purchased today:

Mar. 25, 2026

Contract # C000001116132

Customer Agreement # 23026 / 43210000-23-  
NASPO-ACS

Description	SKU	Unit Price	Quantity	Subtotal
Dell Pro Rugged, RA02260	210-BSXC	-	70	-
Intel(R) Core(TM) Ultra 5 236V vPro(R) Enterprise (40 TOPS NPU, 8 cores, up to 4.7 GHz)	379-BGLQ	-	70	-
Windows 11 Pro, Copilot+ PC	619-BBGL	-	70	-
Intel(R) Core(TM) Ultra 5 236V vPro(R), ARC 130V graphics, 16GB LPDDR5x, Airoha GPS	338-CTNK	-	70	-
16 GB, LPDDR5x, 8533 MT/s, dual-channel	370-BDLD	-	70	-
512 GB SSD, TLC	400-BTQT	-	70	-
30.5cm (12"), Touch, FHD+, 60Hz, WVA, 1200 nits, Anti-Glare, stylus, No 5G, No RF, w/ Cam and Mic	391-BKHK	-	70	-
8MP front dedicated IR/RGB, 11MP rear with flash and microphone	319-BBJL	-	70	-
Intel® Wi-Fi 7 BE201, 2x2, 802.11be, Bluetooth® 5.4 wireless card	555-BNDC	-	70	-
Intel Wi-Fi 7 BE201 Wireless Driver Bluetooth	555-BNDK	-	70	-
No Removable SSD, No Smartcard reader, No Fingerprint reader, Cameras	346-BMQM	-	70	-
65W USB-C AC adapter	492-BDTG	-	70	-
E4 Power Cord 1M for US	537-BBDO	-	70	-
2 Cell 35.6 Wh, ExpressCharge Capable Battery	451-BDNR	-	70	-
Battery Slot Cover	325-BGNF	-	70	-
Service and Support Guide MUI for DAO (English, French, Multi)	340-DSGW	-	70	-
Quick Setup Guide for Dell Pro Rugged 12	340-DXXB	-	70	-
Intel vPro Enabled	631-BCKQ	-	70	-
ENERGY STAR Qualified	387-BBLW	-	70	-
EPEAT Gold with Climate+	379-BDZB	-	70	-
Mix Model Packaging for WLAN card with 65W Adapter	340-DXXH	-	70	-

English, French, Spanish, Brazilian Portuguese	619-BBPD	-	70	-
Right hand side expansion port - USB 3.2 Gen 1 Type-A	590-TFQW	-	70	-
Top expansion port - 1GbE RJ45 Ethernet	590-TFRB	-	70	-
Standard Rigid Handle	409-BCZG	-	70	-
Class I, Division 2 Groups A, B, C, and D Hazardous Location Certification	389-FPHG	-	70	-
Intel Connectivity Performance Suite for Evo/vPro	640-BBTB	-	70	-
WLAN+GPS Ant only No RF passthrough Pogo vehicle docking, No RF passthrough	321-BMKW	-	70	-
ProSupport Plus: Next Business Day Onsite, 1 Year Extended	723-0177	-	70	-
ProSupport Plus: Next Business Day Onsite, 3 Years	723-0279	-	70	-
ProSupport Plus: Accidental Damage Service, 4 Years	723-0300	-	70	-
ProSupport Plus: Keep Your Hard Drive, 4 Years	723-0305	-	70	-
ProSupport Plus: 7X24 Technical Support, 4 Years	723-0310	-	70	-
Dell Limited Hardware Warranty Initial Year	723-0386	-	70	-
Dell Limited Hardware Warranty Extended Year(s)	975-3461	-	70	-
Thank you for choosing Dell ProSupport Plus. For tech support, visit <a href="http://www.dell.com/contactdell">www.dell.com/contactdell</a> or call 1-866-516-3115	997-8367	-	70	-
Dell Additional SW - Dell Pro Laptop	658-BFVB	-	70	-

Subtotal: \$336,879.10  
Shipping: \$0.00  
Estimated Tax: \$0.00

**Total: \$336,879.10**

CONNECT WITH DELL:



**BROWSE MORE OPTIONS:**



IT Transformation



Laptops



Desktops



Servers & Storage



2-in-1's



Electronics & Accessories



Financing Options



Dell Services



Dell Support



Subscription Center



Events



Dell Premier

## 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 Fourteen days from the date of this Quote. All products, pricing, and other information are based on the latest information available and are subject to change for any reason, including but not limited to tariffs imposed by government authorities, shortages in materials or resources, increase in the cost of manufacturing or other factors beyond Supplier's reasonable control. If such changes occur, pricing may be adjusted or purchase orders may be cancelled by Supplier, even after an order has been placed. Supplier also reserves the right to cancel this Quote and Customer purchase orders arising from pricing errors and/or customer changes to Supplier's planned delivery date. 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 or 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.



Information Technology

MAR 02 2026

Purchase Authorization Form *W0370200*

Please click [here](#) to see IT Budget Projections for FY 25-26.

**Item Name:**

Item:\* FY 26 MDT Order

Brand: Dell

Model: \_\_\_\_\_

Quantity:\* 1 Approximate Price Per: \$291,574.10 Total Cost: \$291,574.10

\* Required Field

**Account Code:**

Department:\* EMS

Org Code:\* see below Object Code:\* 552116 Project: \_\_\_\_\_

\* Required Field

**Summary:**

Please move forward to issue a purchase order for 70MDTs, 100 keyboards and 100 docks. It will be split up the following way: AA305526-552116: 100 keyboards and 100 docks: \$112,995; EF300522-552116: 70 MDTs, totaling \$178,579.10, per quote 3000199031364.1

**Name:**

Manager:\*

**Cassandra Li**

Digitally signed by Cassandra Li  
Date: 2026.02.25 14:28:59 -05'00'

\* Required Field

Send E-mail

## Otto, Norman

---

**From:** Li, Cassandra  
**Sent:** Wednesday, March 11, 2026 1:51 PM  
**To:** Otto, Norman; Powell, Wendy  
**Subject:** RE: Quote - WO370200 EMS

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

Yes, so we can get the BCC to approve and then we can work on ordering it.

**Cassandra Li**  
*Admin Financial Services Manager*  
Fire Rescue  
Main: +1 352 291 8000 | Direct: +1 352 291 8095 | Cell: +1 352 843 3022  
*Empowering Marion for Success!*

**From:** Otto, Norman <Norman.Otto@marionfl.org>  
**Sent:** Wednesday, March 11, 2026 12:33 PM  
**To:** Li, Cassandra <Cassandra.Li@marionfl.org>; Powell, Wendy <Wendy.Powell@marionfl.org>  
**Subject:** RE: Quote - WO370200 EMS

Cassandra,

I asked Dell for a revised quote and they came back with highest pricing case scenario of \$336,879.10. Is it ok to still process?

**Norman Otto**  
*IT Purchasing & Asset Specialist*  
Information Technology  
Main: +1 352 671 8809  
*Empowering Marion for Success!*

**From:** Li, Cassandra <Cassandra.Li@marionfl.org>  
**Sent:** Wednesday, March 11, 2026 11:01 AM

**To:** Otto, Norman <[Norman.Otto@marionfl.org](mailto:Norman.Otto@marionfl.org)>; Powell, Wendy <[Wendy.Powell@marionfl.org](mailto:Wendy.Powell@marionfl.org)>  
**Subject:** RE: Quote - WO370200 EMS

Ok, please let me know what it ends up becoming. Thanks.

**Cassandra Li**  
*Admin Financial Services Manager*  
Fire Rescue  
Main: +1 352 291 8000 | Direct: +1 352 291 8095 | Cell: +1 352 843 3022  
*Empowering Marion for Success!*

**From:** Otto, Norman <[Norman.Otto@marionfl.org](mailto:Norman.Otto@marionfl.org)>  
**Sent:** Wednesday, March 11, 2026 10:21 AM  
**To:** Li, Cassandra <[Cassandra.Li@marionfl.org](mailto:Cassandra.Li@marionfl.org)>; Powell, Wendy <[Wendy.Powell@marionfl.org](mailto:Wendy.Powell@marionfl.org)>  
**Subject:** RE: Quote - WO370200 EMS

Hi Cassandra,

The quote is for \$319,610.00, this is the highest case scenario from Dell. There's no guarantee that it could be higher by the time this goes to the board.

**Norman Otto**  
*IT Purchasing & Asset Specialist*  
Information Technology  
Main: +1 352 671 8809  
*Empowering Marion for Success!*

**From:** Li, Cassandra <[Cassandra.Li@marionfl.org](mailto:Cassandra.Li@marionfl.org)>  
**Sent:** Wednesday, March 11, 2026 8:45 AM  
**To:** Powell, Wendy <[Wendy.Powell@marionfl.org](mailto:Wendy.Powell@marionfl.org)>  
**Cc:** Otto, Norman <[Norman.Otto@marionfl.org](mailto:Norman.Otto@marionfl.org)>  
**Subject:** RE: Quote - WO370200 EMS

Thanks. How much is the maximum for?

**Cassandra Li**  
*Admin Financial Services Manager*

**Fire Rescue**

Main: +1 352 291 8000 | Direct: +1 352 291 8095 | Cell: +1 352 843 3022

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**From:** Powell, Wendy <[Wendy.Powell@marionfl.org](mailto:Wendy.Powell@marionfl.org)>

**Sent:** Tuesday, March 10, 2026 4:35 PM

**To:** Li, Cassandra <[Cassandra.Li@marionfl.org](mailto:Cassandra.Li@marionfl.org)>

**Cc:** Otto, Norman <[Norman.Otto@marionfl.org](mailto:Norman.Otto@marionfl.org)>

**Subject:** RE: Quote - WO370200 EMS

Cassandra,

FYI – Norman will be sending this over to Procurement tomorrow. They are aware and will write the Board packet for the higher amount for approval.

Thanks,

**Wendy Powell**

*Budget Administrative Coordinator*

Information Technology

Main: +1 352 671 8809 | Direct: +1 352 671 8858

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**From:** Powell, Wendy

**Sent:** Tuesday, March 3, 2026 4:03 PM

**To:** Otto, Norman <[Norman.Otto@marionfl.org](mailto:Norman.Otto@marionfl.org)>; Meza, John <[John.Meza@marionfl.org](mailto:John.Meza@marionfl.org)>; Li, Cassandra <[Cassandra.Li@marionfl.org](mailto:Cassandra.Li@marionfl.org)>

**Subject:** RE: Quote - WO370200 EMS

Procurement suggests simply getting the highest quote and they will write the agenda item Not-to-Exceed the total \$.

**From:** Powell, Wendy

**Sent:** Tuesday, March 3, 2026 3:53 PM

**To:** Otto, Norman <[Norman.Otto@marionfl.org](mailto:Norman.Otto@marionfl.org)>; Meza, John <[John.Meza@marionfl.org](mailto:John.Meza@marionfl.org)>; Li, Cassandra <[Cassandra.Li@marionfl.org](mailto:Cassandra.Li@marionfl.org)>

**Subject:** FW: Quote - WO370200 EMS

I have reached out to Procurement to see if this will work.

**From:** Botello, Lesly <[Lesly.Botello@dell.com](mailto:Lesly.Botello@dell.com)>

**Sent:** Tuesday, March 3, 2026 3:44 PM

**To:** Powell, Wendy <[Wendy.Powell@marionfl.org](mailto:Wendy.Powell@marionfl.org)>  
**Cc:** Otto, Norman <[Norman.Otto@marionfl.org](mailto:Norman.Otto@marionfl.org)>; Meza, John <[John.Meza@marionfl.org](mailto:John.Meza@marionfl.org)>; Li, Cassandra <[Cassandra.Li@marionfl.org](mailto:Cassandra.Li@marionfl.org)>  
**Subject:** RE: Quote - WO370200 EMS

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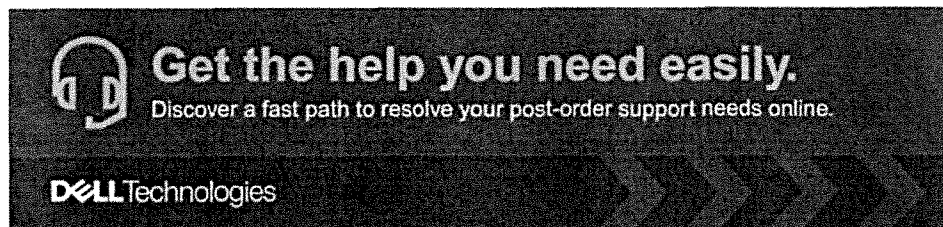
Hi Wendy,

I completely understand what you're saying. I have been discussing this situation with my manager that has occurred with my other customer as well. Unfortunately, the quotes and the pricing approvals from the finance team are only valid for 14 days. I have attached a highest case scenario quote for pricing that way when the time comes to price it after the approval, we can price it off the current pricing. I can refresh this quote before the 13<sup>th</sup> for procurement which would make that would valid until the last full week of March and refresh it. It would make the expiration date not until after the 7<sup>th</sup>.

Let me know what else I can help with or we can further discuss this 😊

Thanks,

**Lesly Botello**  
Account Manager  
Dell Technologies – Enterprise  
512-387-2790



Internal Use - Confidential

**From:** Powell, Wendy <[Wendy.Powell@marionfl.org](mailto:Wendy.Powell@marionfl.org)>  
**Sent:** Tuesday, March 3, 2026 8:50 AM  
**To:** Botello, Lesly <[Lesly.Botello@dell.com](mailto:Lesly.Botello@dell.com)>  
**Cc:** Otto, Norman <[Norman.Otto@marionfl.org](mailto:Norman.Otto@marionfl.org)>; Meza, John <[John.Meza@marionfl.org](mailto:John.Meza@marionfl.org)>; Li, Cassandra <[Cassandra.Li@marionfl.org](mailto:Cassandra.Li@marionfl.org)>  
**Subject:** FW: Quote - WO370200 EMS

[EXTERNAL EMAIL]

Good morning Lesly,

Due to the dollar amount for this quote / purchase, it will need to go to our Board for approval. The next available meeting agenda we can get it placed on is April 7<sup>th</sup>. Our deadline to submit to Procurement is March 13<sup>th</sup>.

Unfortunately, 14 days does not allow enough time for the quote to be valid and they cannot accept an expired quote. Once the Board approves a certain amount, we cannot complete a purchase if it exceeds that amount. We would also need to go back to the department and get their approval to increase the amount.

If you can get us a highest case scenario pricing, we can go with that. If we come in under at the time of purchase that will be ok.

Any way you can assist us with getting this purchase processed is appreciated.



**Wendy Powell**  
*Budget Administrative Coordinator*  
Information Technology

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Marion County Board of County Commissioners  
2511 SE Third St.  
Ocala, FL 34471  
Main: +1 352 671 8809 | Direct: +1 352 671 8858

*[Empowering Marion for Success! \[marionfl.org\]](http://marionfl.org)*

Under Florida law, emails to our organization are public records. If you do not want your email reviewed in response to a public records request, contact this office by phone.

**From:** Botello, Lesly <[Lesly.Botello@dell.com](mailto:Lesly.Botello@dell.com)>  
**Sent:** Monday, March 2, 2026 4:30 PM  
**To:** Otto, Norman <[Norman.Otto@marionfl.org](mailto:Norman.Otto@marionfl.org)>  
**Subject:** RE: Quote - WO370200 EMS

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Hi Norman,

I hope you had a good weekend!

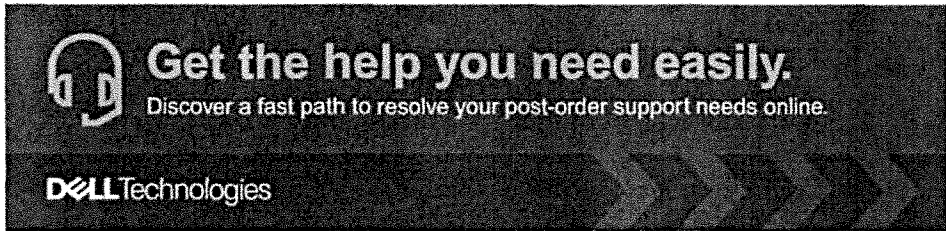
I have attached the quote #3000199788058.1 for the Ruggeds with its accessories. Unfortunately, with the price fluctuation the quote validity period is 14 days. My team and I were advised that most price

changes were to occur this month. Which is why I priced the systems a bit higher than normal, because this way when April comes around the prices don't look like it had a huge increase from the previous month. I can refresh this quote before it expires (3/16) to avoid any additional increases and keep you posted if there are any changes.

Let me know if you have any questions at all, I'm happy to help where I can.

Thanks,

**Lesly Botello**  
Account Manager  
Dell Technologies – Enterprise  
512-387-2790



Internal Use - Confidential

**From:** Otto, Norman <[Norman.Otto@marionfl.org](mailto:Norman.Otto@marionfl.org)>  
**Sent:** Monday, March 2, 2026 2:52 PM  
**To:** Botello, Lesly <[Lesly.Botello@dell.com](mailto:Lesly.Botello@dell.com)>  
**Subject:** Quote - WO370200 EMS

[EXTERNAL EMAIL]

Good Afternoon Lesley,

Could you please provide a quote for 70 MDTs, 100 MDT Keyboards, and 100 MDT Vehicle Docking Station?

These show on our configuration page, and John had a quote for the MDT on # 3000199031364.1. Also, this must be presented to our board, is there any way to have the expiration date on or past 4/10/26?

Thank you,



Marion  
County  
FLORIDA

Norman Otto  
*IT Purchasing & Asset Specialist*  
Information Technology

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