



CUYAHOGA COUNTY COUNCIL

COUNCIL OPERATIONS, INFORMATION TECHNOLOGY & PUBLIC TRANSPORTATION COMMITTEE

CUYAHOGA COUNTY ADMINISTRATIVE HEADQUARTERS
4th FLOOR

MEETING AGENDA

TUESDAY, JUNE 30, 2026 — 3:00 P.M.

Committee Members

Robert E. Schleper, Jr., Chair | Dist. 6

Sunny M. Simon, Vice Chair | Dist. 11

Mark Casselberry | Dist. 4

Michael J. Gallagher | Dist. 5

Martin J. Sweeney | Dist. 3

1. CALL TO ORDER

2. ROLL CALL

3. PUBLIC COMMENT

4. APPROVAL OF MINUTES FROM THE JUNE 16, 2026 MEETING

5. MATTERS REFERRED TO COMMITTEE

- a) R2026-0193: A Resolution authorizing a contract with Dell Inc. dba Dell Marketing L.P. in the amount not-to-exceed \$10,520,200.20 for a state contract purchase of a Microsoft Enterprise Agreement for various licensing and support services for the period 7/1/2026 - 6/30/2029, authorizing the County Executive to execute Contract No. 6279 and all other documents consistent with said award and this Resolution; and declaring the necessity that this Resolution become immediately effective.
- b) R2026-0194: A Resolution authorizing a contract with LEO Technologies, LLC in the amount not-to-exceed \$1,270,624.85 for LeoTech VERUS software subscription and support services for the period 9/1/2025 - 8/31/2026; authorizing the County Executive to execute Contract No. 6261 and all other documents consistent with said award and this Resolution; and declaring the necessity that this Resolution become immediately effective.

6. MISCELLANEOUS BUSINESS

7. ADJOURNMENT

** Complimentary parking for the public is available in the attached garage at 900 Prospect. A skywalk extends from the garage to provide additional entry to the Council Chambers from the 5th floor parking level of the garage. Download the Metropolis smartphone app and create an account to have parking validated at meetings.*

Please scan the QR code posted in Council Chambers to input your license plate information for parking to be validated by Metropolis, a non-County entity. You will be responsible for the cost of parking if you are unable to utilize this online parking service.

***Council Chambers is equipped with a hearing assistance system. If needed, please see the Clerk to obtain a receiver.*



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MEETING MINUTES

TUESDAY, JUNE 16, 2026 — 3:00 P.M.

1. CALL TO ORDER

Chairman Schleper called the meeting to order at 3:03 p.m.

2. ROLL CALL

Mr. Schleper asked Deputy Clerk Carter to call the roll. Committee members Schleper, Simon, Gallagher and Sweeney were in attendance and a quorum was determined. Committee member Casselberry was absent.

3. PUBLIC COMMENT

There were no public comments given.

4. APPROVAL OF MINUTES FROM THE MARCH 31, 2026 MEETING

A motion was made by Mr. Schleper, seconded by Mr. Sweeney and approved by unanimous vote to approve the minutes from the March 31, 2026 meeting.

[Clerk's Note: The agenda was taken out of order and the items were considered as follows: presentation from Greater Cleveland Regional Transportation, Resolution No. R2026-0180 and Resolution No. R2026-0179.]

5. MATTERS REFERRED TO COMMITTEE

- a) R2026-0179: A Resolution authorizing an amendment to Contract No. 865 with Sadler-NeCamp Financial Services, Inc. dba PROWARE for general computer system support, software maintenance and support, licensing, training and related services for the period 2/1/2016 – 12/31/2025 to extend the time period to 12/31/2030 and for additional funds in the amount not-to-exceed \$18,507,120.00; authorizing the County Executive to execute the amendment and all other documents consistent with this Resolution, and declaring the necessity that this Resolution become immediately effective.

Mr. Gregory Popovich, Administrator of Common Pleas Court; and Mr. Andy Johnson, Chief Information Officer, addressed the Committee regarding Resolution No. R2026-0179. Discussion ensued.

Committee members asked questions of Messrs. Popovich and Johnson pertaining to the item, which they answered accordingly.

On a motion by Mr. Schleper with a second by Mr. Gallagher, Resolution No. R2026-0179 was considered and approved by unanimous vote to be referred to the full Council agenda with a recommendation for passage under second reading suspension of the rules.

- b) R2026-0180: A Resolution authorizing an award on RQ15429 to CourtSmart Digital Systems Inc. in the amount not-to-exceed \$886,686.00 for the purchase and installation and upgrades to the Courtroom Digital Recording System and various hardware for the period 1/1/2026 - 12/31/2026, authorizing the County Executive to execute Contract No. 6229 and all other documents consistent with said award and this Resolution, and declaring the necessity that this Resolution become immediately effective.

Ms. Jennifer Howard, Business Manager for Juvenile Court; and Mr. Vincent Carlozzi, IT Operations Manager for Juvenile Court, addressed the Committee regarding Resolution No. R2026-0180. Discussion ensued.

Committee members asked questions of Ms. Howard and Mr. Carlozzi pertaining to the item, which they answered accordingly.

On a motion by Mr. Schleper with a second by Mr. Gallagher, Resolution No. R2026-0180 was considered and approved by unanimous vote to be referred to the full Council agenda with a recommendation for passage under second reading suspension of the rules.

6. PRESENTATION

- a) Greater Cleveland Regional Transit Authority update on the launch of fare capping and account-based ticketing

Mr. Jose Feliciano Jr, Intergovernmental Affairs Officer for Greater Cleveland Regional Transit Authority; Ms. Chanel Steiner, Manager of Digital & External Marketing for Greater Cleveland Regional Transit Authority; and Mr. Jonathan Ciesla, Project Resource Manager for Greater Cleveland Regional Transit Authority, provided the Committee with an overview of fare capping, including how it works, where the practice originated, how account-based ticketing will aid riders and how the new system will be communicated to the public. Discussion ensued.

Committee members asked questions of Mr. Feliciano, Jr., Ms. Steiner and Mr. Ciesla pertaining to the item, which they answered accordingly.

7. MISCELLANEOUS BUSINESS

There was no miscellaneous business.

8. ADJOURNMENT

With no further business to discuss, Chairman Schleper adjourned the meeting at 3:51 p.m., without objection.

County Council of Cuyahoga County, Ohio

Resolution No. R2026-0193

Sponsored by: County Executive Ronayne/Department of Information Technology	A Resolution authorizing a contract with Dell Inc. dba Dell Marketing L.P. in the amount not-to-exceed \$10,520,200.20 for a state contract purchase of a Microsoft Enterprise Agreement for various licensing and support services for the period 7/1/2026 - 6/30/2029, authorizing the County Executive to execute Contract No. 6279 and all other documents consistent with said award and this Resolution; and declaring the necessity that this Resolution become immediately effective.
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WHEREAS, the County Executive/Department of Information Technology recommends a contract with Dell Inc. dba Dell Marketing L.P. in the amount not-to-exceed \$10,520,200.20 for a state contract purchase of a Microsoft Enterprise Agreement for various licensing and support services for the period 7/1/2026 - 6/30/2029; and

WHEREAS, the primary goal of this project is to provide proper licensing for the Microsoft cloud and on-premises product line that support the applications, business processes and functions; and

WHEREAS, this project is funded 100% General Fund; and

WHEREAS, it is necessary that this Resolution become immediately effective in order that critical services provided by Cuyahoga County can continue.

NOW, THEREFORE, BE IT RESOLVED BY THE COUNTY COUNCIL OF CUYAHOGA COUNTY, OHIO:

SECTION 1. That the Cuyahoga County Council hereby authorizes a contract with Dell Inc. dba Dell Marketing L.P. in the amount not-to-exceed \$10,520,200.20 for a state contract purchase of a Microsoft Enterprise Agreement for various licensing and support services for the period 7/1/2026 - 6/30/2029.

SECTION 2. That the County Executive is authorized to execute Contract No. 6279 and all other documents consistent with said award and this Resolution. To the extent that any exemptions are necessary under the County Code and

contracting procedures, they shall be deemed approved by the adoption of this Resolution.

SECTION 3. It is necessary that this Resolution become immediately effective for the usual daily operation of the County; the preservation of public peace, health or safety in the County; and any additional reasons set forth in the preamble. Provided that this Resolution receives the affirmative vote of at least eight members of Council, it shall take effect and be in force immediately upon the earliest occurrence of any of the following: (1) its approval by the County Executive through signature, (2) the expiration of the time during which it may be disapproved by the County Executive under Section 3.10(6) of the Cuyahoga County Charter, or (3) its passage by at least eight members of Council after disapproval pursuant to Section 3.10(7) of the Cuyahoga County Charter. Otherwise, it shall take effect and be in force from and after the earliest period allowed by law.

SECTION 4. It is found and determined that all formal actions of this Council relating to the adoption of this Resolution were adopted in an open meeting of the Council, and that all deliberations of this Council and of any of its committees that resulted in such formal action were in meetings open to the public, in compliance with all legal requirements, including Section 121.22 of the Ohio Revised Code.

On a motion by _____, seconded by _____, the foregoing Resolution was duly adopted.

Yeas:

Nays:

County Council President

Date

County Executive

Date

Clerk of Council

Date

First Reading/Referred to Committee: June 23, 2026
Committee(s) Assigned: Council Operations, Information Technology
& Public Transportation

Journal _____
_____, 20__

PURCHASE-RELATED TRANSACTIONS

Title	Microsoft Enterprise Agreement
Department or Agency Name	Department of Information Technology
Requested Action	☒ Contract ☐ Agreement ☐ Lease ☐ Amendment ☐ Revenue Generating ☐ Purchase Order ☐ Other (please specify):

Original (O)/ Amendment (A-#)	Contract No. (If PO, list PO#)	Vendor Name	Time Period	Amount	Date BOC/Council Approved	Approval No.
	CM6279	Dell, Inc. dba Dell Marketing LP	07/01/2026 – 06/30/2029	\$10,520,200.20	PENDING	PENDING

Service/Item Description (include quantity if applicable). When submitting an amendment, address any changes to the time period of the agreement, reduction or addition of funds, changes to the existing scope of services, changes to service rates/costs, and retroactive applicability of the changes, if any.

The Department of Information Technology plans to contract with Dell, Inc. dba Dell Marketing LP, for the July 1, 2026 – June 30, 2029 for Microsoft Enterprise Agreement in the amount of \$10,520,200.20.

Indicate whether: ☐ New service/purchase ☒ Existing service/purchase ☐ Replacement for an existing service/purchase (provide details in Service/Item Description section above)

For purchases of furniture, computers, vehicles: ☐ Additional ☐ Replacement
Age of items being replaced: **How will replaced items be disposed of**

Project Goals, Outcomes or Purpose (list 3):

Dell provides the proper licensing for the Microsoft cloud and on-premises product line that support the applications, business processes and functions for all County lines of business.

In the boxes below, list Vendor/Contractor, etc. Name, Street Address, City, State and Zip Code. Beside each vendor/contractor, etc. provide owner, executive director, other (specify). If there are multiple vendors copy this table and complete for each vendor.

Vendor Name and address:	Owner, executive director, other (specify):
Dell, Inc. dba Dell Marketing LP One Dell Way Round Rock, Texas 78680	Matthew Lauer Account Representative
Vendor Council District:	Project Council District:

If applicable provide the full address or list the municipality(ies) impacted by the project.	
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COMPETITIVE PROCUREMENT	NON-COMPETITIVE PROCUREMENT
RQ# _____ ☐ RFB ☐ RFP ☐ RFQ ☐ Informal ☐ Formal Closing Date: _____	Provide a short summary for not using competitive bid process. Dell is able to provide the County with Ohio State term schedule pricing. A competitive process was completed through the State of Ohio with an award being made to Dell Marketing LP for Microsoft Enterprise Agreements. All vendors who are awarded a stater term schedule contract have gone through a competitive procurement process and have been vetted by the State of Ohio prior to receiving an award. *See Justification for additional information.
The total value of the solicitation:	☐ Exemption
Number of Solicitations (sent/received) /	☐ State Contract, list STS number and expiration date Contract # CSP029109 expires June 30, 2030. ☐ Government Coop (Joint Purchasing Program/GSA), list number and expiration date
Participation/Goals (%): () DBE () SBE () MBE () WBE. Were goals met by awarded vendor per DEI tab sheet review? ☐ Yes ☐ No, please explain. If no, has this gone to the Administrative Reconsideration Panel? If so, what was the outcome?	☐ Sole Source ☐ Public Notice posted by Department of Purchasing. Enter # of additional responses received from posting ().
Recommended Vendor was low bidder: ☐ Yes ☐ No, please explain:	☐ Government Purchase ☐ Alternative Procurement Process
How did pricing compare among bids received?	☐ Contract Amendment - (list original procurement) ☐ Other Procurement Method, please describe:

Is Purchase/Services technology related ☐ No ☐ Yes If yes, list date of TAC approval and answer the questions below.		
<table border="1"> <tr> <td>List date of TAC approval</td> <td>Date: 06/04/2026</td> </tr> </table> ☒ Check if item on IT Standard List of approved purchase and provide date of TAC approval. ☐ Check if item is ERP related? ☐ No ☐ Yes.	List date of TAC approval	Date: 06/04/2026
List date of TAC approval	Date: 06/04/2026	
Are the purchases compatible with the new ERP system? ☐ Yes ☐ No, please explain.		

FUNDING SOURCE: Please provide the complete, proper name of each funding source (No acronyms). Include % for each funding source listed.

100% General Fund

Is funding for this included in the approved budget? ☒ Yes ☐ No (if "no" please explain):

List all Accounting Unit(s) upon which funds will be drawn and amounts if more than one accounting unit.
IT100140

Payment Schedule: ☒ Invoiced ☐ Monthly ☐ Quarterly ☐ One-time ☐ Other (please explain):

Provide status of project.

Is contract/purchase late ☐ No ☒ Yes, In the fields below provide reason for late and timeline of late submission

Reason: Negotiations and review of the services needed took several months to prepare with Microsoft before it was ready for the business team to complete the purchase. The Department of Information Technology will continue to work with Dell and Microsoft to prepare for Council review approval in advance of the next renewal term.

Timeline

Project/Procurement Start Date (date your team started working on this item):	10/16/2025 DoIT discussions for renewal begin with team and Dell and Microsoft. Microsoft provided 3 pricing scenarios in February, internal discussions on best cost-savings measure option. In April, Dell and Microsoft stated they were not able to generate official paperwork until 30 days before the renewal date as is their policy. DoIT pushed back and Dell and Microsoft agreed to complete a manual process to provide contract paperwork. 04/15/2026 Business Team engaged for purchasing
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Date documents were requested from vendor:	04/15/2026
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Date of insurance approval from risk manager:	06/03/2026
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Date Department of Law approved Contract:	06/03/2026
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Detail any issues that arose during processing in Infor, such as the item being disapproved and requiring correction:

If late, have services begun? ☒ No ☐ Yes (if yes, please explain) Contract is scheduled to begin on 07/01/2026. Microsoft is providing a grace period for contract renewal in which the County may still access the platform, however no new onboarding will be possible until the agreement is signed.

Have payments been made? ☒ No ☐ Yes (if yes, please explain)

HISTORY (see instructions):

Prior Original (O) and subsequent Amendments (A-#)	Contract No. (If PO, list PO#)	Vendor Name	Time Period	Amount	Date BOC/Council Approved	Approval No.
Original	CE1700172	Dell, Inc. dba Dell	07/01/2017 – 06/30/2020	\$2,749,993.98	09/12/2017	R2017-0148

		Marketing LP				
1 st Amendment	CE1700172	Dell, Inc. dba Dell Marketing LP	07/01/2020 – 06/30/2023	\$8,464,100.31	07/21/2020	R202-0144
2 nd Amendment	CM2101	Dell, Inc. dba Dell Marketing LP	07/01/2023 – 06/30/2026	\$9,219,554.46	06/08/2023	R2023-0152

Department of Purchasing – Required Documents Checklist

Upload as “word” document in Infor

RQ# (if applicable)	
PO Code	STAC
CM Contract #	6279

Late Submittal Required:	Yes ☒	No ☐
Why is the contract being submitted late?	Negotiations and review of the services needed took several months to prepare with Microsoft.	
What is being done to prevent this from reoccurring?	The Department of Information Technology will continue to work with Dell and Microsoft to prepare for Council review approval in advance of the next renewal term.	

TAC Approval/Request Item?	Yes ☒	No ☐
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OTHER THAN FULL AND OPEN COMPETITION State Contract Contracts (<i>not Government Coop</i>) Reviewed by Purchasing				
			Department Initials	Purchasing
Briefing Memo			KK	Attached
Justification Form			KK	OK
IG#	22-0047-REG		KK	OK
Annual Non-Competitive Bid Contract Statement (<i>See Contracts Checklist Glossary on the intranet for form requirements</i>).	Date:			N/A
Debarment/Suspension Verified	Date:	06/02/2026	KK	OK
Auditor's Findings	Date:	06/02/2026 6/4/2026	KK	OK (for both names attached 6/4/2026)
Vendor's Submission (must have state contract # listed)			KK	OK
Independent Contractor (I.C.) Form	Date:	07/07/2025	KK	OK
State Contract Cover Sheet *			KK	OK (verification attached by Department of Purchasing)
Cover - Master contracts only				OK
Contract Evaluation – if required provide most recent CM history on contract history table (see pg 2)			KK	OK (revised attached 6/4/2026)
TAC/CTO Approval or TAC Request Communication (if required attach and identify relevant page # or meeting approval number)			KK	OK (2026-TAC-EM, 6/4/2026) CIO Approval
Checklist Verification			KK	OK

*If State Contract or Cooperative purchase, must have the contract number and expiration date listed

Other documentation may be required depending upon your specific item

Glossary of Terms at: <https://intranet.cuyahoga.cc/policies-procedures/procurement-information>

Reviewed by Law	
	Department Initials
Agreement/Contract and Exhibits	KK

Department of Purchasing – Required Documents Checklist

Matrix Law Screen shot	KK
COI	KK
Workers' Compensation Insurance	KK

CONTRACT SPENDING PLAN (per revised checklist attached 6/4/2026)

Time Period	Accounting Unit	Budget Edit Group	Activity Code	Amount
07/01/2026 – 12/31/2026	IT100140	Other Expenditures		\$3,506,733.40
01/01/2027 – 12/31/2027	IT100140	Other Expenditures		\$3,506,733.40
01/01/2028 – 12/31/2028	IT100140	Other Expenditures		\$3,506,733.40
01/01/2029 – 6/30/2029	IT100140	Other Expenditures		\$0.00
			TOTAL	\$10,520,200.20

CONTRACT SPENDING PLAN

Time Period	Accounting Unit	Budget Edit Group	Activity Code	Amount
07/01/2026 – 12/31/2026	IT100140	Other Expenditures		\$3,506,733.40
01/01/2027 – 12/31/2027	IT100140	Other Expenditures		\$3,506,733.40
01/01/2028 – 12/31/2028	IT100140	Other Expenditures		\$3,506,733.40
			TOTAL	\$10,520,200.20

CONTRACT HISTORY (see Contract Evaluation, if applicable/ to be completed by Department) (per revised checklist attached 6/4/2026)

CE/AG# (if applicable)	CE1700172				
RQ# (if applicable)	40912 (BuySpeed)				
CM Contract #	CM2101 (FKA CM203)				
	Original Amount	Amendment Amount (if applicable)	Original Time Period/Amended End Date	BOC/ Resolution Approval Date	BOC/ Resolution Approval #
Original Amount	\$2,749,993.98		07/01/2017 – 06/30/2020	09/12/2017	R2017-0148
Prior Amendment Amounts (list separately)		\$8,464,100.31	07/01/2020 – 06/30/2023	07/21/2020	R2020-0144
A1					
A2		\$9,219,554.46	07/01/2023 – 06/30/2026	6/8/2023 6/6/2023	R2023-0152
Total Amendments		\$17,683,654.77			

Department of Purchasing – Required Documents Checklist

Total Contract Amount		\$20,433,648.75			
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CONTRACT HISTORY (see Contract Evaluation, if applicable/ to be completed by Department)

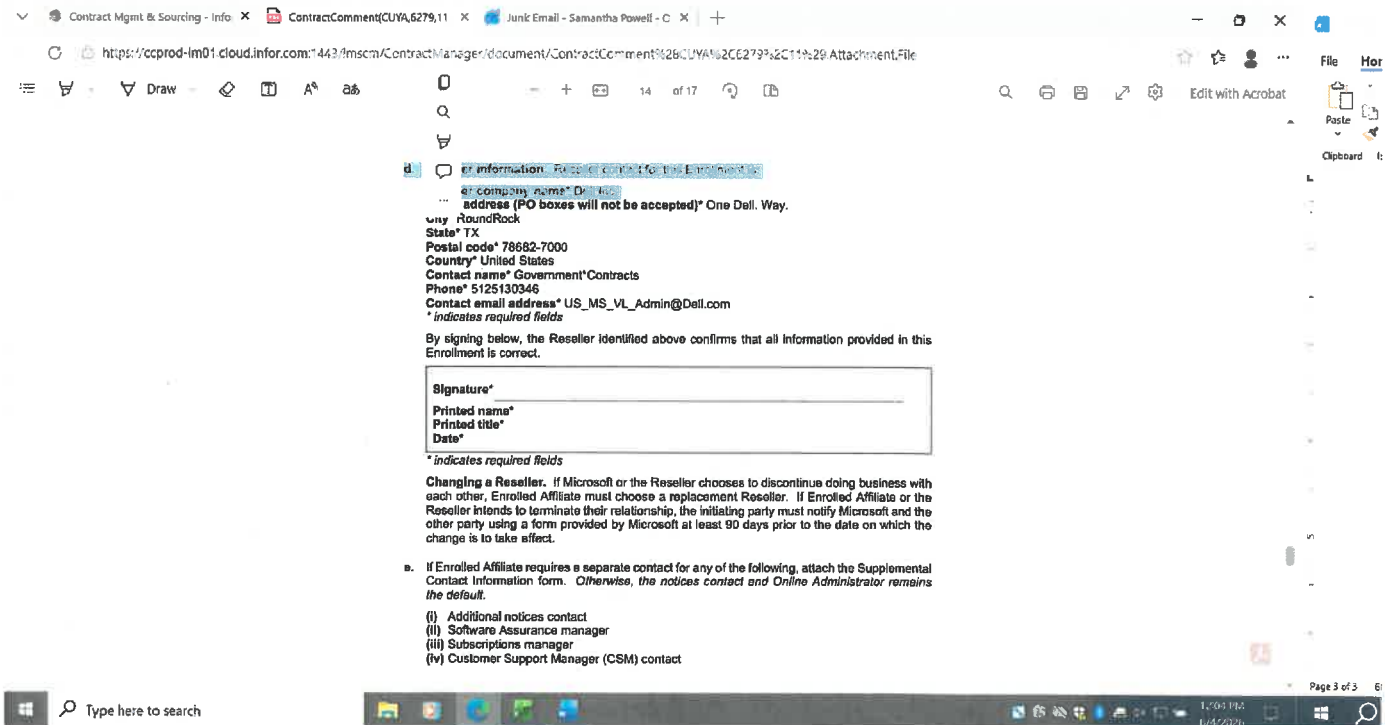
CE/AG# (if applicable)	CE1700172 CM2101 (fka 203)	Original Amount	Amendment Amount (if applicable)	Original Time Period/Amended End Date	BOC/ Resolution Approval Date	BOC/ Resolution Approval #
	Original Amount	\$2,749,993.98		07/01/2017— 06/30/2020	09/12/2017	R2017-0148
	Prior Amendment Amounts (list separately) (A-#)		\$8,464,100.31	07/01/2020— 06/30/2023	07/21/2020	R2020-0144
			\$9,219,554.46	07/01/2023— 06/30/2026	06/08/2023	R2023-0152
			\$			
	Pending Amendment		\$			
	Total Amendments		\$			
	Total Contract Amount		\$17,683,654.77			
RQ# (if applicable)	40912 (BuySpeed)					
CM-Contract #	CM6279					
	Original Amount	Amendment Amount (if applicable)	Original Time Period/Amended End Date	BOC/ Resolution Approval Date	BOC/ Resolution Approval #	
Original Amount	\$10,520,200.20		07/01/2026— 06/30/2029	PENDING	PENDING	
Prior Amendment Amounts (list separately) (A-#)		\$				
		\$				
		\$				
Pending Amendment		\$				
Total Amendments		\$				
Total Contract Amount		\$10,520,200.20				

PURCHASING USE ONLY

Prior Resolutions:	R2023-0152, R2020-0144, R2017-0148
Current CM#:	6279

Department of Purchasing – Required Documents Checklist

Vendor Name: <i>(if applicable include any fka, dba, or aka's)</i>	Dell Inc., dba Dell Marketing LP
Time Period:	7/1/2026 – 6/30/2029
Amount:	\$10,520,200.20mm
History/Contract Evaluation:	OK
Electronic Language:	☐ Yes ☒ If No, ☒ select box to indicate “WET” signature required
Purchasing Notes:	6/4/2026A: E-mail to department to attach revised checklist in word. 6/4/2026: Attach auditor for Dell Inc. Contract evaluation must be properly completed. Attach revised checklist – contract spending plan does not go through entire contract period and department must complete prior contract history in the formatted checklist history section, as noted in the checklist for CM6212/noted in comments as reference. Notes for CotB: Contract does not have a time period or NTE amount, no vendor quote attached as contract document, as in the past. Vendor has not signed (as in the past)- It is the department’s responsibility to upload the fully-completed executed document prior to any additional action for the contract (cover mod, amendment, additional cert).
Purchasing Agents Initials and date of approval	OK, ssp 6/4/2026



Department of Purchasing – Required Documents Checklist

Contract Mgmt & Sourcing - Info X Junk Email - Samantha Powell - C X +

https://mingle-portal.inforcloudsuite.com/CUYAHOGACOUNTY_PRD/ae2f25da-8708-418c-9035-557507052ca6?favoriteContext=home.htm&LogicalId=ld%3A%2F%2FInfor...

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Quotation

Quote Number: MXL25121804-R06

Quote Expires: June 10, 2026

Cuyahoga County
Keith Kozer

Software At
matthew.lauer@ dell.com

Remit To: Dell Marketing LP
One Dell Way
Round Rock TX 78680

Federal ID: 74-2616805

kkozer@cuyahogacounty.us
April 3, 2026

Notes	Part Number	Quantity	Unit Price	Ext. Price
Year 1 Payment (7/1/26 to 6/30/27)	125-00124	4	\$ 64.40	\$ 257.6
2L	9GS-00135	672	\$ 186.14	\$ 125,086.0
3 2L	7IQ-00343	92	\$ 2,515.51	\$ 231,426.9
2L	7NQ-00292	67	\$ 656.07	\$ 43,956.6
SA	QEJ-00003	34	\$ 1,090.77	\$ 37,086.1
SA	QEK-00003	6	\$ 312.46	\$ 1,874.7
ALng SA UCAL	6VC-01254	362	\$ 26.45	\$ 9,574.9
ig SA	R39-00396	1	\$ 369.44	\$ 369.4

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6/4/2026

Requestor	Kristen Kaspar
Requestor Phone Number	216.443.5546
Date	06/02/2026
Contract Number	CM6279 STAC



JUSTIFICATION FOR USE OF NON-COMPETITIVE PROCESS

The County requires submitting departments to provide a business case which includes specific details supporting the contract/purchase being made.

As a consequence, departments need to provide detailed information justifying any purchases to be made non-competitively. The County has developed a justification packet for completion. If submitting a request for a non-competitive purchase, the department must complete this form, and attach it (along with supporting documentation) in the procurement software system.

A review of the contract/purchase request will not be completed without a signed completed justification packet uploaded as an attachment when submitting the contract/purchase request in the procurement software system. It is critically important, and incumbent upon the department to fully and accurately complete the form in order to avoid any lengthy and unnecessary delays in processing the contract/purchase request.

OPERATING DEPARTMENT & ACTIVITY: (Choose 1)

The Department of Information Technology plans to contract with **Dell, Inc. dba Dell Marketing LP**, for the **July 1, 2026 – June 30, 2029** for **Microsoft Enterprise Agreement** in the amount of **\$10,520,200.20**.

CM# 6279 STAC

Check the appropriate box:

☐ **Governmental Purchase - County Code 501.12 (B)(2)(vi)**

X State Contract Purchase – County Code 501.12(B)(2)(x)

☐ **Lower than State Contract Purchase - County Code 501.12(B)(2)(ix)**

☐ **Cooperative Purchasing - County Code 501.12(B)(2)(ix)**

☐ **Federal Contracts**

☐ **Joint Purchasing Programs (includes GSA)**

☐ **Contract Amendment**

Contract # _____ RQ# _____

☐ **RFP Exemption – County Code 501.12(B)(2)(xi)**

☐ **Community Rehabilitation Program (CRP) - O.R.C. 125.60 - O.R.C. 125.607**

☐ **Public Utility (911 System) - O.R.C. 128.03(F)**

☐ **Exemption from Aggregation of Contracts -County Code 501.05(C)(2)**

☐ **Alternative Procurement Process – County Code 501.12(B)(2)(vii)**

☐ **Federal, State, or Other Grant Application Program (County Code 501.12(B)(2)(viii)**

1. Description of Supplies or Services, amount of purchase; if a contract or an amendment list start date and end date, and/or scope change if an amendment.

The Department of Information Technology plans to contract with Dell, Inc. dba Dell Marketing LP, for the July 1, 2026 – June 30, 2029 for Microsoft Enterprise Agreement in the amount of \$10,520,200.20.

Dell provides the proper licensing for the Microsoft cloud and on-premises product line that support the applications, business processes and functions for all County lines of business.

If contract or contract amendment term has begun, please respond to questions 1a. and 1b below:

1a. Why is the contract/amendment being submitted late?

Negotiations and review of the services needed took several months to prepare with Microsoft.

1b. What is being done to prevent this from reoccurring?

The Department of Information Technology will continue to work with Dell and Microsoft to prepare for Council review approval in advance of the next renewal term.

2. Funding Source(s) including percentage breakdown and the actual fund name(s).

100% General Fund IT100140

3. Was the specific project funding included in OBM-approved budget for the current year? If not, please explain.

Yes.

4. Rationale Supporting the Use of the Selected Procurement Method (include state contract # or cooperative purchasing contract # and expiration date)

Dell Marketing LP is able to provide Cuyahoga County with Ohio State term schedule pricing. Contract # CSP029109 expires June 30, 2030.

5. What other available options and/or vendors were evaluated? If none, include the reasons why (*Attach supporting documentation such as other vendor quotes/pricing*).

Other options have not been evaluated as Microsoft is the approved IT standard and County-wide product line.

6. What ultimately led you to this product or service? Why was the recommended vendor selected? How was it determined that the anticipated cost is fair and reasonable? (*Attach supporting documentation*).

The original procurement was approved by County Council in 2017 under resolution R2017-0148 in the amount of \$2,749,993.98. Dell Marketing LP is able to provide the County with Ohio State term schedule pricing.

7. Provide an explanation of unacceptable delays in fulfilling the County's need that would be incurred if award was made through a competitive process. (*Attach supporting documentation*).

A competitive process was completed through the State of Ohio with an award being made to Dell Marketing LP for Microsoft Enterprise Agreements. All vendors who are awarded a state term schedule contract have gone through a competitive procurement process and have been vetted by the State of Ohio prior to receiving an award. If the contract renewal is late, there would be a large scale interruption on Microsoft services throughout the County.

8. Describe what future plans, if any, your department can take to permit competition before any subsequent purchases of the required supplies or services. In none, please explain why.

The Department of Information Technology will continue to utilize formal and informal competitive bidding as a first-choice process when appropriate. This procurement request is being submitted using an approved state term contracting procedure.

CERTIFICATION REQUIREMENTS

I certify that the information contained in and attached to this Justification is accurate and complete to support the recommendation.

I further certify that the attached narrative justification verifies Cuyahoga County's minimum need or schedule requirements and any rationale used to justify the non-competitive request.

Signature of Director:



Date: 06/02/2026

CM# 6279 STAC

Procurement software system title: Microsoft Enterprise Agreement

CONTRACT EVALUATION FORM

Contractor	Dell, Inc. dba Dell Marketing, LP				
Current Contract History: CE/AG# (if applicable) Infor/Lawson PO#:	CM2101 (FKA CE1700172, CM203)				
RQ#	n/a				
Time Period of Original Contract	7/1/2017 – 6/30/2026				
Background Statement	Dell provides the proper licensing for the Microsoft cloud and on premises product line that support the applications, business processes and functions for all County agencies and departments.				
Service Description	Enterprise Agreement for various Microsoft Licensing and Support.				
Performance Indicators	Uptime and Functionality				
Actual Performance versus performance indicators (include statistics):	The Microsoft Office 365 Platform's uptime reliability meets the Service Level Agreement, with only 5 problem tickets submitted within the previous three-year contract. Regarding functionality Microsoft continues to invest into the platform while deploying new features at no additional cost to the County.				
Rating of Overall Performance of Contractor	Superior	Above Average	Average	Below Average	Poor
Select One (X)		X			
Justification of Rating	The product meets many business needs of the County and the uptime of the product and functionality is reliable as a business resource.				
Department Contact	Alan Kilgore				
User Department	Department of Information Technology				
Date	June 4 th , 2026				

County Council of Cuyahoga County, Ohio

Resolution No. R2026-0194

Sponsored by: County Executive Ronayne/Sheriff Department	A Resolution authorizing a contract with LEO Technologies, LLC in the amount not-to-exceed \$1,270,624.85 for LeoTech VERUS software subscription and support services for the period 9/1/2025 - 8/31/2026; authorizing the County Executive to execute Contract No. 6261 and all other documents consistent with said award and this Resolution; and declaring the necessity that this Resolution become immediately effective.
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WHEREAS, the County Executive/Sheriff Department recommends entering into a contract with LEO Technologies, LLC in the amount not-to-exceed \$1,270,624.85 for LeoTech VERUS software subscription and support services for the period 9/1/2025 - 8/31/2026; and

WHEREAS, the primary goal of this project is the delivery of advanced communication monitoring, investigative analytics, and AI-driven insights, enabling agencies to proactively identify threats, support inmate wellness, and strengthen institutional security; and

WHEREAS, this project is funded 100% Commissary Fund; and

WHEREAS, it is necessary that this Resolution become immediately effective in order that critical services provided by Cuyahoga County can continue.

NOW, THEREFORE, BE IT RESOLVED BY THE COUNTY COUNCIL OF CUYAHOGA COUNTY, OHIO:

SECTION 1. That the Cuyahoga County Council hereby authorizes entering into a contract with LEO Technologies, LLC in the amount not-to-exceed \$1,270,624.85 for LeoTech VERUS software subscription and support services for the period 9/1/2025 - 8/31/2026.

SECTION 2. That the County Executive is authorized to execute Contract No. 6261 and all other documents consistent with said agreement and this Resolution. To the extent that any exemptions are necessary under the County Code and contracting procedures, they shall be deemed approved by the adoption of this Resolution.

SECTION 3. It is necessary that this Resolution become immediately effective for the usual daily operation of the County; the preservation of public peace, health or safety in the County; and any additional reasons set forth in the preamble. Provided that this Resolution receives the affirmative vote of at least eight members of Council, it shall take effect and be in force immediately upon the earliest occurrence of any of the following: (1) its approval by the County Executive through signature, (2) the expiration of the time during which it may be disapproved by the County Executive under Section 3.10(6) of the Cuyahoga County Charter, or (3) its passage by at least eight members of Council after disapproval pursuant to Section 3.10(7) of the Cuyahoga County Charter. Otherwise, it shall take effect and be in force from and after the earliest period allowed by law.

SECTION 4. It is found and determined that all formal actions of this Council relating to the adoption of this Resolution were adopted in an open meeting of the Council, and that all deliberations of this Council and of any of its committees that resulted in such formal action were in meetings open to the public, in compliance with all legal requirements, including Section 121.22 of the Ohio Revised Code.

On a motion by _____, seconded by _____, the foregoing Resolution was duly adopted.

Yeas:

Nays:

County Council President

Date

County Executive

Date

Clerk of Council

Date

First Reading/Referred to Committee: June 23, 2026
Committee(s) Assigned: Council Operations, Information Technology
& Public Transportation

Journal _____
_____, 20____

PURCHASE-RELATED TRANSACTIONS

Title	LEO TECH- VERUS ENTERPRISE DEPLOYMENT					
Department or Agency Name		SHERIFF'S				
Requested Action		☒ Contract ☐ Agreement ☐ Lease ☐ Amendment ☐ Revenue Generating ☐ Purchase Order ☐ Other (please specify):				
Original (O)/ Amendment (A-#)	Contract No. (If PO, list PO#)	Vendor Name	Time Period	Amount	Date BOC/Council Approved	Approval No.
O	6261	LEO TECHNOLOGIES, LLC	9/1/25- 8/31/26	1,270,624.85	CURRENT ITEM	CURRENT ITEM

Service/Item Description (include quantity if applicable). When submitting an amendment, address any changes to the time period of the agreement, reduction or addition of funds, changes to the existing scope of services, changes to service rates/costs, and retroactive applicability of the changes, if any.

ONE YEAR CONTRACT WITH TWO ONE-YEAR RENEWAL OPTIONS WITH LEO TECH FOR THE VERUS ENTERPRISE DEPLOYMENT FOR A TOTAL OF \$1,270,624.85. LeoTech provides investigative intelligence solutions that empower Correctional and Law Enforcement agencies to enhance safety, security, and operational efficiency.

Indicate whether: ☐ New service/purchase ☒ Existing service/purchase ☐ Replacement for an existing service/purchase (provide details in Service/Item Description section above)

For purchases of furniture, computers, vehicles: ☐ Additional ☐ Replacement

Age of items being replaced: **How will replaced items be disposed of**

Project Goals, Outcomes or Purpose (list 3):

The Verus platform delivers advanced communication monitoring, investigative analytics, and Aldriven insights, enabling agencies to proactively identify threats, support inmate wellness, and strengthens institutional security.

In the boxes below, list Vendor/Contractor, etc. Name, Street Address, City, State and Zip Code. Beside each vendor/contractor, etc. provide owner, executive director, other (specify). If there are multiple vendors copy this table and complete for each vendor.

Vendor Name and address:	Owner, executive director, other (specify):
1515 S. CAPITAL OF TEXAS HWY SUITE 220 AUSTIN, TEXAS 78746	JOHN PRELIP, VICE PRESIDENT OF ADMINISTRATION
Vendor Council District:	Project Council District:
If applicable provide the full address or list the municipality(ies) impacted by the project.	

COMPETITIVE PROCUREMENT	NON-COMPETITIVE PROCUREMENT
RQ# _____ ☐ RFB ☐ RFP ☐ RFQ ☐ Informal ☐ Formal Closing Date: _____	Provide a short summary for not using competitive bid process. PLATFORM CURRENTLY BEING USED WITHIN THE JAIL. *See Justification for additional information.
The total value of the solicitation: _____	☒ Exemption
Number of Solicitations (sent/received) _____ / _____	☐ State Contract, list STS number and expiration date ☐ Government Coop (Joint Purchasing Program/GSA), list number and expiration date
Participation/Goals (%): () DBE () SBE () MBE () WBE. Were goals met by awarded vendor per DEI tab sheet review? ☐ Yes ☐ No, please explain. If no, has this gone to the Administrative Reconsideration Panel? If so, what was the outcome?	☐ Sole Source ☐ Public Notice posted by Department of Purchasing. Enter # of additional responses received from posting ().
Recommended Vendor was low bidder: ☐ Yes ☐ No, please explain:	☐ Government Purchase ☐ Alternative Procurement Process
How did pricing compare among bids received?	☐ Contract Amendment - (list original procurement) ☐ Other Procurement Method, please describe:

Is Purchase/Services technology related ☐ No ☒ Yes If yes, list date of TAC approval and answer the questions below.
List date of TAC approval Date: ☐ Check if item on IT Standard List of approved purchase and provide date of TAC approval. ☐ Check if item is ERP related? ☐ No ☐ Yes.
Are the purchases compatible with the new ERP system? ☐ Yes ☒ No, please explain. STAND ALONE PLATFORM

FUNDING SOURCE: Please provide the complete, proper name of each funding source (No acronyms). Include % for each funding source listed. 100% Commissary Funds
Is funding for this included in the approved budget? ☒ Yes ☐ No (if "no" please explain):
List all Accounting Unit(s) upon which funds will be drawn and amounts if more than one accounting unit.

SH285185 – 55130 – SH-COMMISSARYPayment Schedule: ☒ Invoiced ☐ Monthly ☐ Quarterly ☐ One-time ☐ Other (please explain):**Provide status of project.**Is contract/purchase late ☐ No ☒ Yes, In the fields below provide reason for late and timeline of late submission**Reason:** These services are already being used and billed.**Timeline**

Project/Procurement Start Date (date your team started working on this item): 2/18/26

Date documents were requested from vendor: 2/18/26

Date of insurance approval from risk manager: 2/18/26

Date Department of Law approved Contract: 2/18/26

Detail any issues that arose during processing in Infor, such as the item being disapproved and requiring correction: N/A

If late, have services begun? ☐ No ☒ Yes (if yes, please explain) These were services already being provided.Have payments been made? ☒ No ☐ Yes (if yes, please explain)**HISTORY (see instructions): N/A**

Prior Original (O) and subsequent Amendments (A-#)	Contract No. (If PO, list PO#)	Vendor Name	Time Period	Amount	Date BOC/Council Approved	Approval No.

Department of Purchasing – Required Documents Checklist

Upload as “word” document in OnBase Document Management

Infor/Lawson RQ# (if applicable):	N/A
Infor/Lawson PO # Code (if applicable):	EXMT
CM Contract#	6261

Late Submittal Required:	Yes ☒	No ☐
Why is the contract being submitted late?	Services were already being used.	
What is being done to prevent this from reoccurring?	n/a	

TAC or CTO Required or Authorized IT Standard	Yes ☒	No ☐
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OTHER THAN FULL AND OPEN COMPETITION Exemptions (Contract) Reviewed by Purchasing					Department Initials	Purchasing
Briefing Memo					TG	RS
Justification Form					TG	RS
IG#	26-0046-REG EXP. 12/31/30				TG	RS
Annual Non-Competitive Bid Contract Statement (See Contracts Checklist Glossary on the intranet for form requirements).	Date:	2/23/26			TG	RS
Debarment/Suspension Verified	Date:	5/21/26			TG	RS
Auditor's Findings	Date:	5/21/26			TG	RS
Vendor's Submission					N/A	N/A
Independent Contractor (I.C.) Form	Date:	2/23/26			TG	RS
Cover - Master contracts only					N/A	N/A
Contract Evaluation – if required provide most recent CM history on contract history table (see pg 2)					N/A	N/A
TAC/CTO Approval or IT Standards (if required attach and identify relevant page #s or meeting approval number)					2026-TAC-027	RS
Checklist Verification					TG	RS

Other documentation may be required depending upon your specific item

Glossary of Terms at: <https://intranet.cuyahoga.cc/policies-procedures/procurement-information>

Reviewed by Law		Department Initials
Agreement/Contract and Exhibits		TG
Matrix Law Screen shot		TG
COI		TG
Workers' Compensation Insurance		TG

CONTRACT SPENDING PLAN

1 | Page
Revised 7/3/2025

Department of Purchasing – Required Documents Checklist

Time Period	Accounting Unit	Account Number	Activity Code	Account Category or Subaccount	Dollar Amount
9/1/25-8/31/2026	SH285185	55130	SH-COMMISSARY	55130	\$1,270,624.85
			TOTAL		\$1,270,624.85

CONTRACT HISTORY (see Contract Evaluation, if applicable/ to be completed by Department)

CE/AG# (if applicable)		N/A			
Infor/Lawson PO# and PO Code (if applicable)		N/A			
Lawson RQ# (if applicable)		N/A			
CM Contract#		6261			
	Original Amount	Amendment Amount (if applicable)	Original Time Period/Amended End Date	BOC/ Resolution Approval Date	BOC/ Resolution Approval #
Original Amount	\$1,270,624.85		9/1/25-8/31/2026	CURRENT ITEM	CURRENT ITEM
Prior Amendment Amounts (list separately) (A-#)		\$			
		\$			
		\$			
Pending Amendment		\$			
Total Amendments		\$			
Total Contract Amount		\$1,270,624.85			

PURCHASING USE ONLY

Prior Resolutions:	N/A
CM#:	6261
Vendor Name:	LEO Technologies, LLC
Time Period:	9/1/2025 – 8/31/2026
Amount:	\$1,270,624.85
History/CE:	Ok
EL:	Ok
Purchasing Notes:	ONE YEAR CONTRACT WITH TWO ONE-YEAR RENEWAL OPTIONS WITH LEO TECH FOR THE VERUS ENTERPRISE DEPLOYMENT FOR A TOTAL OF \$1,270,624.85. LeoTech provides investigative intelligence solutions that empower Correctional and Law Enforcement agencies to enhance safety, security, and operational efficiency. 100% Commissary Funds

Department of Purchasing – Required Documents Checklist

Purchasing Agents Initials and date of approval	RS 5.28.26
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JUSTIFICATION FOR USE OF NON-COMPETITIVE PROCESS

The County requires submitting departments to provide a business case which includes specific details supporting the contract/purchase being made.

As a consequence, departments need to provide detailed information justifying any purchases to be made non-competitively. The County has developed a justification packet for completion. If submitting a request for a non-competitive purchase, the department must complete this form, and attach it (along with supporting documentation) in the procurement software system.

A review of the contract/purchase request will not be completed without a signed completed justification packet uploaded as an attachment when submitting the contract/purchase request in the procurement software system. It is critically important, and incumbent upon the department to fully and accurately complete the form in order to avoid any lengthy and unnecessary delays in processing the contract/purchase request.

Requestor	TANISHA K. GATES
Requestor Phone Number	216-443-5955
Date	3/4/26
Requisition Number	N/A

OPERATING DEPARTMENT & ACTIVITY: (Choose 1)

The **SHERIFF'S DEPT** plans to contract with **LEO TECHNOLOGIES, LLC**, for the **time period OF 1 YEAR** for **THE VERUS PLATFORM** services in the amount of **\$1,270,624.85**.

RQ# N/A

OR

The {Enter Department Name} plans to amend Contract No. {Enter Contract Number} with {Vendor}, to change {scope of services / extend time period} for {services} in the amount of \${xxxx}.

Check the appropriate box:

- ☐ **Governmental Purchase - County Code 501.12 (B)(2)(vi)**
- ☐ **State Contract Purchase – County Code 501.12(B)(2)(x)**
- ☐ **Lower than State Contract Purchase - County Code 501.12(B)(2)(ix)**
- ☐ **Cooperative Purchasing - County Code 501.12(B)(2)(ix)**
 - ☐ Federal Contracts
 - ☐ Joint Purchasing Programs (includes GSA)
- ☐ **Contract Amendment**

Contract # _____ RQ# _____

X RFP Exemption – County Code 501.12(B)(2)(xi)

- ☐ **Community Rehabilitation Program (CRP) - O.R.C. 125.60 - O.R.C. 125.607**
- ☐ **Public Utility (911 System) - O.R.C. 128.03(F)**
- ☐ **Exemption from Aggregation of Contracts -County Code 501.05(C)(2)**
- ☐ **Alternative Procurement Process – County Code 501.12(B)(2)(vii)**
- ☐ **Federal, State, or Other Grant Application Program (County Code 501.12(B)(2)(viii)**

1. Description of Supplies or Services, amount of purchase; if a contract or an amendment list start date and end date, and/or scope change if an amendment.

A one-year contract with Leo Tech for the Verus Enterprise Deployment in the total amount of \$1,270,624.85. Leo Tech delivers investigative intelligence solutions that enable correctional and law enforcement agencies to strengthen safety and security while improving overall operational efficiency.

If contract or contract amendment term has begun, please respond to questions 1a. and 1b below:

1a. Why is the contract/amendment being submitted late? N/A

1b. What is being done to prevent this from reoccurring? N/A

2. Funding Source(s) including percentage breakdown and the actual fund name(s).

100%- Commissary Funds

3. Was the specific project funding included in OBM-approved budget for the current year? If not, please explain.

Yes

4. Rationale Supporting the Use of the Selected Procurement Method (include state contract # or cooperative purchasing contract # and expiration date)

Platform already used within the Jail.

5. What other available options and/or vendors were evaluated? If none, include the reasons why (*Attach supporting documentation such as other vendor quotes/pricing*).

N/A

6. What ultimately led you to this product or service? Why was the recommended vendor selected? How was it determined that the anticipated cost is fair and reasonable? (*Attach supporting documentation*).

Platform already used within the Jail.

7. Provide an explanation of unacceptable delays in fulfilling the County's need that would be incurred if award was made through a competitive process. (*Attach supporting documentation*).

Investigative intelligence solutions that enable correctional and law enforcement agencies to strengthen safety and security while improving overall operational efficiency could end until there is an approved contract/vendor.

8. Describe what future plans, if any, your department can take to permit competition before any subsequent purchases of the required supplies or services. In none, please explain why.

N/A

CERTIFICATION REQUIREMENTS

I certify that the information contained in and attached to this Justification is accurate and complete to support the recommendation.

I further certify that the attached narrative justification verifies Cuyahoga County's minimum need or schedule requirements and any rationale used to justify the non-competitive request.

Signature of Director:

MAA. P. L. D. SHERIFF

Date: 3-5-2026

RQ# _____

Procurement software system title: