ITC:
Your District's Dell Advocate & the new State of Montana RFP Contract

Introductions:

- Andy Falk – Information Technology Core andy@goitc.com

- Ken Keller – Information Technology Core ken@gpitc.com

Who is Information Technology Core?

- Founded in 2001 by Ken Keller and Donny Reichert. Andy Falk took over ownership in Aug 2023
- Montana's largest reseller of PC's, Copiers, Printers, Notebooks, and Tablets. 20 Million Revenue in 2023 projected 34 Million in 2024.
- Specializing in Endpoints (Chrome and Windows) & Managed Print / Copiers.
- State of Montana Exclusive RFP Contract Award Recipient for Dell Enterprise Computers.
- Services include Tenant Space Add's, Full Imaging, Asset Tagging and BIOS Provisioning.
- State of Montana NASPO for Dell and HP.

Enterprise Dell Computers
State Contract # **DOA-RFP-2023-0188GW**

Awarded On Winter of 2023

Cost Plus Contract

Deepest Dell Discounts the State has seen.

Dell Desktop Builds

(DSM) Standard Micro Optiplex 7010 Micro	(DSS) Standard SFF Optiplex 7010 SFF	(DH) High Optiplex 7010 Plus Tower
7010 Micro	7010 SFF	7010 Plus Tower
I5 CPU	I5 CPU	I9 CPU
16GB RAM	16GB RAM	64GB RAM
256GB PCIe NVMe	256GB PCIe NVMe	1TB PCIe NVMe
Micro Chassis	DVDRW	DVDRW
Network Card	Small Form Factor	Tower Chassis
Intel Integrated Graphics	Network Card	500 W Power Supply
	Intel Integrated Graphics	NVIDIA GeForce RTX 3050 8GB GDDR6
		Network Card

Dell Laptop Categories

(LM) Mobile Device Latitude 3340	(LS) Standard Latitude 3540	(LH) High Mobile Precision 5570
Latitude 3340	Latitude 3540	Mobile Precision 5570
I5 CPU	I5 CPU	I9 CPU
16GB RAM	16GB RAM	64GB RAM
256GB PCIe NVMe	256GB PCIe NVMe	1TB PCIe NVMe
13.3” Touchscreen	15.6” Non-Touch & 10 Key (Touch Opt)	17” Touch & 10 Key
Network Card & WiFi	Network Card & WiFi	Network Card & WiFi
Integrated Intel Iris Xe Graphics	Integrated Intel(R) Iris(R) Xe or UHD Graphics	NVIDIA RTX A3000, 12 GB DDR6
Cell Optional	Cell Optional	Cell Optional

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More Than Price

Award winning Onsite Support

Value add services like Full Imaging, Tenant Adds, Asset Tagging, BIOS Provisioning, Logo Etching.

Customer Service

- All Dell Devices have a service tag, which, when resolved online at support.dell.com, Dell will provide the phone number to call, email, or chat support for that specific device. If additional support is needed the state can call, teams, email or text ITC any time.
- The entire ITC team is available via a phone call, teams, email or text
- Ken Keller does not take time off and he will take a call anytime at 406-459-8073
- The Dell Direct Named account team is always available.

ITC INFORMATION TECHNOLOGY CORE
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DELL

Standard, Customized or Bring Your Own Tag

Standard Asset Tags:

Dell ProSupport Plus

Dell ProSupport Plus

MAC Address

Anti-theft labels:

Anti-theft labels can provide additional security as part of a layered security approach. They require substantial force to remove but if this is achieved, leave a 'tattoo' burned into the casing, making the system difficult to sell. Dell also provides labels with the added-value of a patented non-fade UV marker hidden in the layer beneath the stolen marker tattoo. The tattoo will contain a unique asset number that assists in the retrieval of any stolen systems that are located. Dell also registers systems on a secure database, which assists in the tracking and return of stolen systems.

Dell ProSupport

Order Details

Dell Basic Warranty

MAC Address and System Details

Custom Color Labels

Custom labels ensure unique needs are met:

If you require full color labels, QR codes, company logos, or data fields not included in our standard tags or reports, just ask. We can provide Custom Services to meet your needs. We can even apply customer designed asset labels (a bar code must be included).

Electronic Asset Tagging:

A 10 character alphanumeric customer asset number can also be written into the system BIOS to allow system management software to remotely interrogate for identification. The number is not easily removed and provides an additional level of security.

For more information about Asset Tagging and Reporting, please contact your representative.

ITC INFORMATION TECHNOLOGY CORE

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DELL

Powerfully productive. Extraordinarily efficient.

HP Color LaserJet Enterprise Series - Letter Legal and Tabloid

KEYPOINT INTELLIGENCE

2023 Line of the Year

HP Inc.

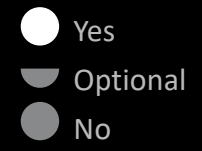
BLI 2023 A3
Line of the Year Award

HP Inc. has claimed the coveted Buyers Lab (BLI) 2023 A3 Line of the Year Award from Keypoint Intelligence thanks to its...

- Exemplary reliability, with not a single misfeed encountered on 13 tested models over more than 2.4 million impressions
- First-class security features to protect sensitive document as well as defend the device itself from unauthorized

Secure printing competitive comparison

Enterprise-class printers and MFPs



		HP	Xerox	Lexmark	Ricoh	Konica Minolta	Kyocera	Canon	Brother
Device security	BIOS security validation at boot (self-healing)	●	◐	Partial*	Partial*	Partial*	◐	Partial*	◐
	Firmware/software code validation at boot	●	●	●	●	●	●	●	◐
	Run-time memory inspection (self-healing)	●	◐	◐	◐	◐	◐	◐	◐
	Network anomaly detection (self-healing)	●	◐	◐	◐	◐	◐	◐	◐
	Security policy deployment and remediation	●	◐	◐	◐	◐	◐	◐	◐
	Integration with Microsoft SCCM**	●	◐	◐	◐	◐	◐	◐	◐
Data protection	Access control	●	●	●	●	●	●	●	●
	Encrypted communications	●	●	●	●	●	●	●	●
	TPM availability	●	●	◐	●	●	◐	●	◐
	Integrated encrypted hard drives with secured storage erase	●	●	●	◒	●	●	●	◐
Document security	Pull-PIN print solutions	●	●	●	●	●	●	●	◐
	Counterfeit and fraud deterrent	●	●	●	●	●	●	●	◐

*Partial – BIOS protection but lacks self-healing
** Microsoft System Center Configuration Manager

How We Set Ourselves Apart From The Rest

Key competitive differentiators

FurtureSmart Firmware

- Investment protection
- Maintains Feature Consistency
- Integrate New Innovations
- Enable the device to remain viable for years to come
- FutureSmart 4 – New simple mobile user experience
  - Fleet Upgradable

Security, Manageability & Extensibility

- Embedded security features
  - HP Sure Start
  - HP Whitelisting
  - HP Run Time Intrusion Detection
  - Connection Inspector
- Web JetAdmin
- UPD – Universal Print Driver
- OXP – 3rd Party Solutions Enablement
  - Over 300 solutions available for enterprise class devices

Smart Device Services

- Service-labor optimized design
- Remote diagnose, resolve
- Real-time operating adjustments
- Predictive-vs-reactive service
- Probability-driven actions
- Optimized service trips

HP Color LaserJet Enterprise X677 series (Flow MFP X677z+ shown)

3,300-sheet High-Capacity Staple Finisher with Hole-Punch option

Automatic two-sided printing

Front door access to process cartridges

HP High-Performance Secure Hard Disk

Front door access to toner cartridges

- Slot for cable-type security lock
- Super Speed USB 3.0 Host Port
- Hi-Speed USB 2.0 Host Port
- Gigabit Ethernet Port
- Super Speed 3.0 device port
- Image Quality Predictive Scanner
- (Optional OCR Accelerator Card)

550-sheet tray 3 supports media sizes up to Legal (8.5x14-inch)

150-sheet dual side Flow enabled ADF supports media sizes up to Legal (8.5x14-inch)

Long originals media sensor

10.1-inch color touchscreen display (25.6 cm)

Easy-access USB port

Convenience Stapler

Hardware Integration Pocket (for connecting accessories and third-party devices)

Power button

Right door access to the print path

100-sheet multipurpose tray 1 supports media sizes up to Legal (8.5x14-inch)

Control panel includes full size virtual keyboard (MFPs only)

550-sheet tray 2 supports media sizes up to Legal (8.5x14-inch)

2,100-sheet High-Capacity tray/stand (tray 4) supports media sizes up to Legal (8.5x14-inch)

Optional QWERTY physical keyboard attaches only to 10.1-inch color touchscreen display

HP Confidential

Help me Save Money
MPS doesn't have an actual cost

1. No Upfront Costs
2. No Minimum Fee's or Minimum's
3. No Install Fee's
4. We will never ask you to sign a lease
5. You only pay for what you print
6. Never pre-buy a toner again
7. If you don' t print we won't send a bill
8. Temporary Printers can be stored until they are used.
9. No monthly contract commitments i.e. 10,000 mono pages & 2,000 color pages is only $200.00 per month

Types of policy settings

250+ security settings in HP enterprise MFPs

File system access protocols

Device control

Direct connect ports

Control panel lock

Fax speed dial lock

File erase mode

Authentication services

802.1x Authentication

LDAP Server Authentication

Network Services

FTP Firmware Update

Remote Firmware upgrade

Novell remote configuration

Telnet

Job storage authentication

Authentication

Job creation authentication

Send to e-mail authentication

Send to folder authentication

Service Location Protocol (SLP)

Bonjour

Web Services Discovery (WS-Discovery)

Device discovery

Link-Local Multicast Name Resolution Protocol

PJL password

SNMPv1/v2

SNMPv3

Device PIN presence

Credentials

Admin (EWS) password

File system password

Fax PIN

Bootloader password presence

Public username

Allow return email address change

Credential type

Email

Secondary email authentication

Restrict Addresses

Maximum attachment size

TCP/IP Printing (P9100)

Printing

Internet Printing Protocol

File Transfer Protocol

Novell (IPX/SPX)