

Dinwiddie County Information Technology

13910 Courthouse Road
Dinwiddie, Virginia 23841
Phone: 804-469-4500

MEMORANDUM

TO: Board of Supervisors
FROM: Norman Cohen, Director of Information Technology
DATE: March 3, 2026
SUBJECT: Contract Amendment, VMWare

Background

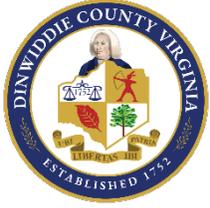
In January 2026, the County executed a contract with CDW Government for VMWare in the amount of \$10,560 per year. VMWare enables multiple virtual servers to run on a single physical server. This helps optimize hardware utilization and simplifies management. Aside from the hardware cost savings, the management of multiple servers from a single unit helps IT stay ahead of the possible failures from lack of patching, preventative maintenance or physical failures. Virtualization also allows data centers to cluster servers for failover, high availability, and resource optimization, ensuring ongoing operations with minimal or no downtime.

Upon CDW Government placing the order, the software manufacturer stated that the particular software listed in the contract was discontinued. The available replacement bundle software was quoted at \$34,696 per year. No discounts were offered upon request. This is a product the County has to have run our servers and there are no substitutes or compatible comparisons currently available.

Actions

The County attempted to negotiate the price of the replacement software. The only discount provided was a slight price break if we executed a three (3) year contract. The three-year contract would bring the price down to \$29,376 paid each year, totaling \$88,128.

The County wishes to execute the attached Contract Amendment to enter into a three-year contract with CDW Government for the revised price amount. This is procured through an Omnia cooperative contract.



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Recommendation

We recommend approval of the following resolution.

BE IT RESOLVED, that the Board of Supervisors of Dinwiddie County, Virginia does hereby authorize and direct the County Administrator to execute the attached contract with CDW Government for VMWare in the amount of \$88,128 with any changes, substantive or otherwise, as may be approved by the County Administrator.