



City of Greensboro

Melvin Municipal
Office Building
300 W. Washington Street
Greensboro, NC 27401

Agenda Report

File Number: 2025-235

Agenda Item# I.1.

Agenda Date: 4/1/2025. **Department:** Information Technology

Meeting Type: Council Meeting **Category:** General Business Agenda

Title: 2025-235 Resolution Authorizing Master Lease Agreement with Ontario Investments Inc. for the Purpose of Technology Equipment Leasing

Council Priority: Place an 'x' in the box.

- | | |
|--|--|
| <input type="checkbox"/> Safest City | <input checked="" type="checkbox"/> Most Skilled Workforce |
| <input type="checkbox"/> Easiest Place to Do Business | <input type="checkbox"/> Most Connected City |
| <input type="checkbox"/> Youth Sports Capital | <input type="checkbox"/> Hub of Recreation and Entertainment |
| <input type="checkbox"/> Abundance of Attainable Housing | <input type="checkbox"/> Other/Admin <u>Briefly Explain 3 word maximum</u> |

Council District: ALL

Public Hearing: No

Advertising Date/By: N/A

Contact 1 and Phone: Rodney Roberts, 336-412-6158

Contact 2 and Phone: Kathy Goodwin, Ext. 2828

PURPOSE:

Continue leasing technology-related equipment and upgrade to new technology every 4-5 years.

BACKGROUND:

Each year, Information Technology leases essential technology equipment to support operations across nearly every city department. This includes staff workstations like laptops and desktops, infrastructure such as servers, network switches, and storage systems, and public safety-related tools like facility monitoring and security hardware. The leasing model helps us manage these needs in a financially responsible way allowing us to refresh aging equipment on a planned cycle, spread costs over time, and maintain cost predictability without requiring large, upfront capital outlays.

BUDGET IMPACT:

City of Greensboro has been leasing technology equipment from Ontario Investments Inc. A new Master Lease Agreement is required at this time.

MWBE memo was received allowing Ontario Investments Inc. to self-perform the work with its workforce. If there are any changes, including subcontractor replacement, the Department and Vendor must contact the MWBE Office for approval.

Vision Statement: "A Community with Endless Economic Opportunities and Exceptional Quality of Life."

The IT Department wishes to continue leasing for 5 years.

ACCOUNT NUMBER:

682-07-0712011.5250

RECOMMENDATION / ACTION REQUESTED:

It is the recommendation of Information Technology to continue leasing technology related equipment from Ontario Investments Inc. It is established that continuing to contract with Ontario Investments Inc. is the most reasonable and efficient way to meet the leasing objectives of the organization.