

**Office of the County Auditor**  
**Auditor's Analysis**

**Council Bill No. 41-2024**

Introduced: July 1, 2024

Auditor: Rebecca Gold

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Fiscal Impact:

The fiscal impact to enter an ePlus Technology, Inc. (ePlus) agreement for three years commits the County to annual payments of \$1,629,783, or \$4,889,439 in total expenses. Entering into a multi-year agreement versus a one-year agreement would result in total cost savings of \$1,991,532 over the three years. Our office reviewed the vendor quotation and confirmed that the anticipated costs and related savings are accurately reflected in the Administration's testimony.

This expense will be incurred in the Department of Technology and Communications Services (DTCS) Internal Service Fund and will be passed through to other County agencies as a Data Processing Chargeback beginning in Fiscal Year 2025.

Purpose:

The purpose of this legislation is to approve a new three-year agreement between the County and ePlus for hardware and software support from Cisco and NetApp. ePlus is a designated preferred reseller of Cisco and NetApp equipment.

Other Comments:

The County will leverage an existing contract (PA-003-2022) which ePlus has with the State of Maryland. The State contract remains in effect through November 14, 2027.

The Department of Finance confirmed that appropriations for this agreement were included in the FY 2025 Operating Budget. See **Attachment A** for the Department of Finance Funds Certification. Annual payments will begin in October 2024.

Attachment A



HOWARD COUNTY DEPARTMENT OF FINANCE

3430 Court House Drive Ellicott City, Maryland 21043


410-313-2195

Rafiu O. Ighile, CPA, CGMA, MBA  
Director of Finance  
[rihile@howardcountymd.gov](mailto:rihile@howardcountymd.gov)

FAX 410-313-4064  
TDD 410-313-2323

July 8, 2024

To: Brandee Ganz  
Chief Administrative Officer

From: Rafiu Ighile   
Director of Finance

Re: **CB 41-2024 Certification**

I hereby certify that funds are unencumbered and available for the first year of the multi-year agreement with ePlus Technology, Inc. as follows:

6030000000 – 2041 – 2041000000  
Technology & Communications Fund

\$1,629,782.92