

**From:** Blainey, Ryan Ryan.Blainey@dell.com  
**Subject:** RE: Reference Quote for Rugged Dell Latitude Computers  
**Date:** July 19, 2022 at 12:39 PM  
**To:** Paul Rockenbach prockenbach@northwestpd.com

RB

Hey Chief Rockenbach,

I was not able to find your DUNS ID. When you are back in the office, if you could send me your DUNS ID or your Tax ID, I would greatly appreciate it.

Thanks,

**Ryan Blainey**

Account Manager  
[Dell Technologies](#) | NA Commercial Sales, Medium Business  
[Ryan\\_Blainey@Dell.com](mailto:Ryan_Blainey@Dell.com)  
Work Phone 512.513.2243

Internal Use - Confidential

**From:** Paul Rockenbach <prockenbach@northwestpd.com>  
**Sent:** Tuesday, July 19, 2022 9:49 AM  
**To:** Blainey, Ryan  
**Subject:** Reference Quote for Rugged Dell Latitude Computers

[EXTERNAL EMAIL]

Good morning Ryan,

I was given your information from Jimmy Hardin the IT Manager for the Columbus County Sheriff's Office. I worked with the Columbus County Sheriff's Office the past eight-years. I have recently taken over as a Chief of Police for a small agency in Brunswick County called the Northwest Police Department. We are a full functional police department with 4-full time officers and a part-time officer. We are growing and expanding and are in need of new computers. We are a small agency, and our budget is also small. I wanted to reach out to you to see if I could get a quote for six (6) Rugged Dell Latitude 5430 computers. I want to apply for a grant to outfit our agency patrol vehicles with new computers. Having a quote with the following information is needed:

Vendor Sales Representative First and Last name

Vendor Email address

The name and physical address of the Police Department (Northwest Police Department, 4889 Vernon Road NE Northwest, N.C. 28451)

First and Last name of Contact for the Police Department (Chief of Police Paul Rockenbach)

Quote must be itemized

Online quotes not accepted (PDF will be needed)

Total Dollar Amount and Equipment Quantities

Include Sales Tax and Freight Charge

If you have any questions or would like to talk, please feel free to reach out to me at the number below. I look forward to hearing from you.

Thanks,

**Chief Paul D. Rockenbach**  
City of Northwest Police Department  
4889 Vernon Road  
Northwest, N.C. 28451  
(910) 540-4311 – Cell



**From:** Blainey, Ryan Ryan.Blainey@dell.com  
**Subject:** RE: Reference Quote for Rugged Dell Latitude Computers  
**Date:** July 19, 2022 at 1:31 PM  
**To:** Paul Rockenbach prockenbach@northwestpd.com

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Hey Chief Rockenbach,

I will still need your Tax ID or DUNS ID to finish getting your account created but here is a quote for you so you have an idea on pricing and help get the ball rolling with the grant. If you have any questions or would like to make any changes, please let me know.

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**From:** Blainey, Ryan Ryan.Blainey@dell.com  
**Subject:** RE: Reference Quote for Rugged Dell Latitude Computers  
**Date:** July 19, 2022 at 1:40 PM  
**To:** Paul Rockenbach prockenbach@northwestpd.com

RB

Sorry I forgot to mention that the lead time on the Havis docking station is still quite long. The current lead time on that product is 120 days. So by the time we order that could get better or not but we may need to look at other options.

Thanks,

**Ryan Blainey**  
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**Sent:** Tuesday, July 19, 2022 3:32 PM  
**To:** Paul Rockenbach  
**Subject:** RE: Reference Quote for Rugged Dell Latitude Computers

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**From:** Blainey, Ryan Ryan.Blainey@dell.com  
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**Date:** July 19, 2022 at 2:02 PM  
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**Sent:** Tuesday, July 19, 2022 3:42 PM  
**To:** Blainey, Ryan  
**Subject:** RE: Reference Quote for Rugged Dell Latitude Computers

[EXTERNAL EMAIL]

Ryan,

The TAX ID for our City/Agency is: 56-1851805.  
DUNS #: 003977258

Also, the last email did not contain any attachments.

Thanks,

**Chief Paul D. Rockenbach**  
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4889 Vernon Road  
Northwest, N.C. 28451  
(910) 540-4311 – Cell



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US\_QUOTE\_300  
01267...7.2.pdf



**From:** Blainey, Ryan Ryan.Blainey@dell.com  
**Subject:** RE: Reference Quote for Rugged Dell Latitude Computers  
**Date:** July 20, 2022 at 11:20 AM  
**To:** Paul Rockenbach prockenbach@northwestpd.com  
**Cc:** Hadley, Bobby Bobby.Hadley@Dell.com

RB

Hey Chief Rockenbach,

I have updated your quote to include the back-lit keyboard. I have this quote under a contract that we use for local government entities that provides free standard delivery shipping. If you need to have a shipping cost for your grant, please let me know and I can add it but I have not had a customer before using a grant that needed to be charged for shipping.

I have gotten approval to be your designated Account Manager for your account so thankfully I will not have to hand this over to someone else and will be able to assist you with this and any future projects.

I am looping in Bobby Hadley. Bobby is our Dell Financial Services rep for your account and he will be able to put together options for you for leasing and/or payment plans.

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**From:** Paul Rockenbach <prockenbach@northwestpd.com>  
**Sent:** Tuesday, July 19, 2022 10:18 PM  
**To:** Blainey, Ryan  
**Subject:** Re: Reference Quote for Rugged Dell Latitude Computers

[EXTERNAL EMAIL]

Ryan,

A few things, can you add in the shipping cost for the invoice. Using the police department address as the shipping location. Secondly can you add in the back-lit/lighted keyboard in the quote. The lighted keyboard is a feature needed for patrolling at night. I believe this is everything needed for the invoice for the grant opportunity. I am also looking forward to seeing the pay plan/lease option we spoke about over the phone. Thank you for all your hard quick work putting this together.

Thanks,

Chief Rockenbach

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**From:** Blainey, Ryan <[Ryan.Blainey@dell.com](mailto:Ryan.Blainey@dell.com)>  
**Sent:** Tuesday, July 19, 2022 5:02:17 PM  
**To:** Paul Rockenbach <[prockenbach@northwestpd.com](mailto:prockenbach@northwestpd.com)>  
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DUNS #: 003977258

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(910) 540-4311 – Cell



US\_QUOTE\_300  
01267...7.3.pdf



**From:** Blainey, Ryan Ryan.Blainey@dell.com  
**Subject:** RE: Reference Quote for Rugged Dell Latitude Computers  
**Date:** October 4, 2022 at 12:32 PM  
**To:** Paul Rockenbach prockenbach@northwestpd.com

RB

Hey Chief Rockenbach,

The Havis dock is on a super long lead time so I have reached out to my contact with Gamber Johnson to see if they have a compatible dock that is available. Once I hear back from them, I will get this quote put together for you and send it on over! It is possible they may need more information (type of vehicle, number of antennas, etc) so if they do, I will connect you with them.

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**From:** Paul Rockenbach <prockenbach@northwestpd.com>  
**Sent:** Monday, October 3, 2022 4:50 PM  
**To:** Blainey, Ryan  
**Subject:** RE: Reference Quote for Rugged Dell Latitude Computers

[EXTERNAL EMAIL]

Ryan,

Good Evening,

I wanted to reach out to you, to see if you could supply me with an updated quote. The previous quote had quoted on July 20<sup>th</sup>, and expiring on August 19<sup>th</sup>, 2022. The deadline for the previous grant opportunity ended early than anticipated because they received their maximum number of applications in a short two days. I would need this quote by Thursday of this week if this is possible?

Thanks,

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City of Northwest Police Department  
4889 Vernon Road  
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---

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**Sent:** Wednesday, July 20, 2022 2:20 PM  
**To:** Paul Rockenbach <[prockenbach@northwestpd.com](mailto:prockenbach@northwestpd.com)>  
**Cc:** Hadley, Bobby <[Bobby.Hadley@Dell.com](mailto:Bobby.Hadley@Dell.com)>  
**Subject:** RE: Reference Quote for Rugged Dell Latitude Computers

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**From:** Blainey, Ryan Ryan.Blainey@dell.com  
**Subject:** RE: Reference Quote for Rugged Dell Latitude Computers  
**Date:** October 5, 2022 at 1:22 PM  
**To:** Paul Rockenbach prockenbach@northwestpd.com

RB

Yes, I have been emailing with Gamber Johnson. I will have it over to you by tomorrow. I would prefer to stay away from Havis for the time being as their lead time shows 150 days. When we are given that lead time it basically means it's a long time and we do not really have an idea what the length of lead time is.

Thanks,

**Ryan Blainey**

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Work Phone 512.513.2243

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**Sent:** Tuesday, October 4, 2022 6:16 PM  
**To:** Blainey, Ryan  
**Subject:** RE: Reference Quote for Rugged Dell Latitude Computers

[EXTERNAL EMAIL]

Ryan,

That sounds great. I understand it is short time, however I need this quote by Friday the 6<sup>th</sup>, at the latest. Can that be done?

Thanks,

**Chief Paul D. Rockenbach**  
City of Northwest Police Department  
4889 Vernon Road  
Northwest, N.C. 28451  
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**Sent:** Tuesday, October 4, 2022 3:32 PM  
**To:** Paul Rockenbach <[prockenbach@northwestpd.com](mailto:prockenbach@northwestpd.com)>  
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I wanted to reach out to you, to see if you could supply me with an updated quote. The previous quote had quoted on July 20<sup>th</sup>, and expiring on August 19<sup>th</sup>, 2022. The deadline for the previous grant opportunity ended early than anticipated because they received their maximum number of applications in a short two days. I would need this quote by Thursday of this week if this is possible?

Thanks,

**Chief Paul D. Rockenbach**

City of Northwest Police Department

4889 Vernon Road

Northwest, N.C. 28451

(910) 540-4311 – Cell



**From:** Blainey, Ryan <[Ryan.Blainey@deii.com](mailto:Ryan.Blainey@deii.com)>  
**Sent:** Wednesday, July 20, 2022 2:20 PM  
**To:** Paul Rockenbach <[prockenbach@northwestpd.com](mailto:prockenbach@northwestpd.com)>  
**Cc:** Hadley, Bobby <[Bobby.Hadley@Dell.com](mailto:Bobby.Hadley@Dell.com)>  
**Subject:** RE: Reference Quote for Rugged Dell Latitude Computers

Hey Chief Rockenbach,

I have updated your quote to include the back-lit keyboard. I have this quote under a contract that we use for local government entities that provides free standard delivery shipping. If you need to have a shipping cost for your grant, please let me know and I can add it but I have not had a customer before using a grant that needed to be charged for shipping.

I have gotten approval to be your designated Account Manager for your account so thankfully I will not have to hand this over to someone else and will be able to assist you with this and any future projects.

I am looping in Bobby Hadley. Bobby is our Dell Financial Services rep for your account and he will be able to put together options for you for leasing and/or payment plans.

Thanks,

**Ryan Blainey**  
Account Manager  
[Dell Technologies](#) | NA Commercial Sales, Medium Business  
[Ryan.Blainey@Dell.com](mailto:Ryan.Blainey@Dell.com)  
Work Phone 512.513.2243

---

Internal Use - Confidential

**From:** Paul Rockenbach <[prockenbach@northwestpd.com](mailto:prockenbach@northwestpd.com)>  
**Sent:** Tuesday, July 19, 2022 10:18 PM  
**To:** Blainey, Ryan  
**Subject:** Re: Reference Quote for Rugged Dell Latitude Computers

[EXTERNAL EMAIL]

Ryan,

A few things, can you add in the shipping cost for the invoice. Using the police department address as the shipping location. Secondly can you add in the back-lit/lighted keyboard in the quote. The lighted keyboard is a feature needed for patrolling at night. I believe this is everything needed for the invoice for the grant opportunity. I am also looking forward to seeing the pay plan/lease option we spoke about over the phone. Thank you for all your hard quick work putting this together.

Thanks,

Chief Rockenbach

Sent from my U.S.Cellular© Smartphone

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**From:** Blainey, Ryan <[Ryan.Blainey@dell.com](mailto:Ryan.Blainey@dell.com)>  
**Sent:** Tuesday, July 19, 2022 5:02:17 PM  
**To:** Paul Rockenbach <[prockenbach@northwestpd.com](mailto:prockenbach@northwestpd.com)>  
**Subject:** RE: Reference Quote for Rugged Dell Latitude Computers

My apologies, I have your quote attached now. I have also submitted your information to get an account created that I will be the Account Manager for. Once I hear back on that, I will let you know.

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**From:** Paul Rockenbach <[prockenbach@northwestpd.com](mailto:prockenbach@northwestpd.com)>  
**Sent:** Tuesday, July 19, 2022 3:42 PM  
**To:** Blainey, Ryan  
**Subject:** RE: Reference Quote for Rugged Dell Latitude Computers

[EXTERNAL EMAIL]

Ryan,

The TAX ID for our City/Agency is: 56-1851805.  
DUNS #: 003977258

Also, the last email did not contain any attachments.

Thanks,

**Chief Paul D. Rockenbach**  
City of Northwest Police Department  
4889 Vernon Road  
Northwest, N.C. 28451  
(910) 540-4311 – Cell



---

**From:** Blainey, Ryan <[Ryan.Blainey@dell.com](mailto:Ryan.Blainey@dell.com)>  
**Sent:** Tuesday, July 19, 2022 4:32 PM

**Io:** Paul Rockenbach <[prockenbach@northwestpd.com](mailto:prockenbach@northwestpd.com)>

**Subject:** RE: Reference Quote for Rugged Dell Latitude Computers

Hey Chief Rockenbach,

I will still need your Tax ID or DUNS ID to finish getting your account created but here is a quote for you so you have an idea on pricing and help get the ball rolling with the grant. If you have any questions or would like to make any changes, please let me know.

Thanks,

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Internal Use - Confidential

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**From:** Paul Rockenbach <[prockenbach@northwestpd.com](mailto:prockenbach@northwestpd.com)>

**Sent:** Tuesday, July 19, 2022 9:49 AM

**To:** Blainey, Ryan

**Subject:** Reference Quote for Rugged Dell Latitude Computers

[EXTERNAL EMAIL]

Good morning Ryan,

I was given your information from Jimmy Hardin the IT Manager for the Columbus County Sheriff's Office. I worked with the Columbus County Sheriff's Office the past eight-years. I have recently taken over as a Chief of Police for a small agency in Brunswick County called the Northwest Police Department. We are a full functional police department with 4-full time officers and a part-time officer. We are growing and expanding and are in need of new computers. We are a small agency, and our budget is also small. I wanted to reach out to you to see if I could get a quote for six (6) Rugged Dell Latitude 5430 computers. I want to apply for a grant to outfit our agency patrol vehicles with new computers. Having a quote with the following information is needed:

Vendor Sales Representative First and Last name

Vendor Email address

The name and physical address of the Police Department (Northwest Police Department, 4889 Vernon Road NE Northwest, N.C. 28451)

First and Last name of Contact for the Police Department (Chief of Police Paul Rockenbach)

Quote must be itemized

Online quotes not accepted (PDF will be needed)

Total Dollar Amount and Equipment Quantities

Include Sales Tax and Freight Charge

If you have any questions or would like to talk, please feel free to reach out to me at the number below. I look forward to hearing from you.

Thanks,

**Chief Paul D. Rockenbach**  
City of Northwest Police Department  
4889 Vernon Road  
Northwest, N.C. 28451  
(910) 540-4311 – Cell





**From:** Blainey, Ryan Ryan.Blainey@dell.com  
**Subject:** RE: Reference Quote for Rugged Dell Latitude Computers  
**Date:** October 6, 2022 at 9:17 AM  
**To:** Paul Rockenbach prockenbach@northwestpd.com

RB

Hey Chief Rockenbach,

I have your updated quote attached. If you would like to make any changes or have any questions please let me know. The discount for the rugged systems grew since we last quoted so they are actually now a little cheaper than when I last quoted you!

Thanks,

**Ryan Blainey**  
Account Manager  
[Dell Technologies](#) | NA Commercial Sales, Medium Business  
[Ryan\\_Blainey@Dell.com](mailto:Ryan_Blainey@Dell.com)  
Work Phone 512.513.2243

Internal Use - Confidential

**From:** Blainey, Ryan  
**Sent:** Wednesday, October 5, 2022 3:22 PM  
**To:** Paul Rockenbach  
**Subject:** RE: Reference Quote for Rugged Dell Latitude Computers

Yes, I have been emailing with Gamber Johnson. I will have it over to you by tomorrow. I would prefer to stay away from Havis for the time being as their lead time shows 150 days. When we are given that lead time it basically means it's a long time and we do not really have an idea what the length of lead time is.

Thanks,

**Ryan Blainey**  
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[Ryan\\_Blainey@Dell.com](mailto:Ryan_Blainey@Dell.com)  
Work Phone 512.513.2243

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**From:** Paul Rockenbach <[prockenbach@northwestpd.com](mailto:prockenbach@northwestpd.com)>  
**Sent:** Tuesday, October 4, 2022 6:16 PM  
**To:** Blainey, Ryan  
**Subject:** RE: Reference Quote for Rugged Dell Latitude Computers

[EXTERNAL EMAIL]

Ryan,

That sounds great. I understand it is short time, however I need this quote by Friday the 6<sup>th</sup>, at the latest. Can that be done?

Thanks,

Chief Paul D. Rockenbach  
City of Northwest Police Department  
4889 Vernon Road  
Northwest, N.C. 28451  
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---

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**Sent:** Tuesday, October 4, 2022 3:32 PM  
**To:** Paul Rockenbach <[prockenbach@northwestpd.com](mailto:prockenbach@northwestpd.com)>  
**Subject:** RE: Reference Quote for Rugged Dell Latitude Computers

Hey Chief Rockenbach,

The Havis dock is on a super long lead time so I have reached out to my contact with Gamber Johnson to see if they have a compatible dock that is available. Once I hear back from them, I will get this quote put together for you and send it on over! It is possible they may need more information (type of vehicle, number of antennas, etc) so if they do, I will connect you with them.

Thanks,

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**From:** Paul Rockenbach <[prockenbach@northwestpd.com](mailto:prockenbach@northwestpd.com)>  
**Sent:** Monday, October 3, 2022 4:50 PM  
**To:** Blainey, Ryan  
**Subject:** RE: Reference Quote for Rugged Dell Latitude Computers

[EXTERNAL EMAIL]

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**From:** Paul Rockenbach <[prockenbach@northwestpd.com](mailto:prockenbach@northwestpd.com)>  
**Sent:** Wednesday, July 20, 2022 4:10 PM

**Sent:** Tuesday, July 19, 2022 10:18 PM  
**To:** Blainey, Ryan  
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[EXTERNAL EMAIL]

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