SUBJECT: EMC AVAMAR/DATA DOMAIN HARDWARE AND SOFTWARE MAINTENANCE RENEWAL

BID #: XF-0432-19 **OPEN DATE: 2019-04-24**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: SUPPLY CONTRACT – MAY 1, 2019 THROUGH APRIL 30, 2020

AGENCY: INFORMATION TECHNOLOGIES DIVISION

BASIS OF AWARD: ALL OR NONE TO THE LOWEST RESPONSIVE, RESPONSIBLE BIDDER

NUMBER OF BIDS INVITED: 11 **NUMBER RECEIVED:** 4 **OTHER:** 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to reject bid of The Jasper Group International, Inc. because the maintenance services represented by their low bid would not be provided directly from Dell EMC support, as required by the RFP.

Recommend approval to ratify the period of service from May 1, 2019 to date of award.

Recommend approval of award to the next lowest responsive, responsible bidder QED NATIONAL in the amount of $90,122.02 for the EMC AVAMAR/DATA DOMAIN HARDWARE AND SOFTWARE MAINTENANCE RENEWAL. Period of service will be from the date of award through April 30, 2020.

Funding for this award to be encumbered by funding source AFIT531CSCS-04662, to be executed by purchase order.

Attachments: Recommendation Memo, Bid Tabulation Sheets, Terms and Conditions, Specifications

ANALYST: _____
RUBEN OLA

RESPECTFULLY SUBMITTED: _____
GREGORY PEASE, CHIEF
PROCUREMENT DIVISION

CONCURRENCE BY: Kenneth Lathrop, Chief of Information Technologies Division/CIO

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING _____ MEMBERS DISAPPROVING _____ DATE: _____

_____ _____ OTHER: _____

_____ _____

_____ _____

ACTION OF AWARDING AUTHORITY DATE _____

APPROVED _____ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

INFORMATION TECHNOLOGIES DIVISION

CITY OF JACKSONVILLE

DATE: May 23, 2019

TO: Greg Pease, Chief of Procurement

THRU: Kenneth E. Lathrop, Chief of Information Technologies / CIO Gary Steffens

FROM: Elizabeth Brown, IT Operations Manager Elizabeth Brown

SUBJECT: XF-0432-19 EMC AVAMAR/DATA DOMAIN HARDWARE AND SOFTWARE MAINTENANCE RENEWAL

The Information Technologies Division submitted an RFP to the Procurement Division for solicitation of EMC Avamar Data Domain Hardware and Software Maintenance Renewal, designated as Bid #XF-0432-19. This renewal provides premium, direct Dell EMC support for hardware and software components of the data storage domain in the COJ Data Center.

The Procurement Division received four (4) vendor bid responses and zero (0) no bids on April 24, 2019.

ITD Management recommends rejecting The Jasper Group International, Inc. because the maintenance services represented by their low bid would not be provided directly from Dell EMC support, as required by the RFP. ITD requires renewal of all premium support features which are currently covered.

ITD recommends awarding to the second lowest, responsive, responsible bidder: QED National, in the amount of $90,122.02. The period of coverage is retroactive to May 1, 2019 through April 30, 2020.

VENDOR	TOTAL AWARD AMOUNT
THE JASPER GROUP INTERNATIONAL, INC.	$43,559.16
QED NATIONAL	**$90,122.02**
VOLOGY INC.	$93,808.73
CDW GOVERNMENT, LLC	$96,061.33

FUNDING SOURCE: AFIT531CSCS – 04662
This purchase will be made via purchase order.

Your favorable consideration of this request is appreciated.

CC: GS Gary Steffens, Enterprise Architect Manager
MD Aritcis Mark Deas, Server Infrastructure Manager
RG Robert Gray, Technology Infrastructure Manager

INFORMATION TECHNOLOGIES DIVISION

CITY OF JACKSONVILLE

2019 MAY 13 12:20 PM
Procurement Division

DATE: May 8, 2019

TO: Greg Pease, Chief of Procurement Division

THRU: Kenneth E. Lathrop, Chief of Information Technologies / CIO Kenneth E Lathrop

JP 5/8/19

FROM: Thomas Ossi, Technology Contract and Records Manager, ITD Thomas Ossi

SUBJECT: **XF-0432-19 EMC AVAMAR/DATA DOMAIN HARDWARE AND SOFTWARE MAINTENANCE RENEWAL**

Information Technologies Division submitted an RFP to Procurement Division for solicitation of EMC Avamar Data Domain Hardware and Software Maintenance Renewal Bid # XF-0432-19. The bid was solicited to provide annual software and hardware maintenance for the current EMC Avamar and Data Domain. The renewal will give ITD premium support for hardware and software components in our Data Center for continuous protection of the COJ server and computer infrastructure.

Procurement Division received four (4) vendor bid responses and zero (0) no bids on April 24, 2019.

ITD Management recommends rejecting The Jasper Group International Inc. The vendor is a third-party provider and not a DellEMC maintenance partner, therefore maintenance services would not be provided by DellEMC.

ITD recommends awarding to the second lowest, responsive, responsible bidder: QED National, in the amount of $90,122.02. Period of coverage May 1, 2019 through April 30, 2020.

VENDOR	TOTAL AWARD AMOUNT
THE JASPER GROUP INTERNATIONAL, INC.	$43,559.16
QED NATIONAL	**$90,122.02**
VOLOGY INC.	$93,808.73
CDW GOVERNMENT, LLC.	$96,061.33

FUNDING SOURCE: AFIT531CSCS - 04662
This purchase will be via purchase order.

Your favorable consideration of this request is appreciated.

CC: Gary Steffens, Enterprise Architect Manager
Aritcis Mark Deas, Server Infrastructure Manager
Robert Gray, Technology Infrastructure Manager

BID TABULATION SHEET

TITLE: EMC AVAMAR/DATA DOMAIN HARDWARE AND SOFTWARE MAINTENANCE RENEWAL

BID NO.: XF-0432-19

OPEN DATE: April 24, 2019

ANALYST: RUBEN OLA

No. Invited: (11) **No. Received (4)** **No Bids: (0)**

Bid Recorder: R. Barnett , **Announcer:** M. Pearl

ITEM	DESCRIPTION	QUANTITY	VOLOGY INC		QED NATIONAL		CDW-G		THE JASPER GROUP INTERNATIONAL INC.	
			PRICE EACH	EXT. PRICE	PRICE EACH	EXT. PRICE	PRICE EACH	EXT. PRICE	PRICE EACH	EXT. PRICE
1	OPENSTACK DP EXTN FOR AV=IA PREMIUM SOFTWARE SUPPORT (DD) AVAMAR SW 182065581 01-MAY-19 30-APR-20 366	1							incl.	incl.
2	MULTIPLE SYSTEMS MANAGEMENT=CC PREMIUM SOFTWARE SUPPORT (DD) AVAMAR SW 182065584 01-MAY-19 30-APR-20 366	1							incl.	incl.
3	OPENSTACK DP EXTN PREMIUM SOFTWARE SUPPORT (DD) AVAMAR SW 182065578 01-MAY-19 30-APR-20 366	1							incl.	incl.
4	ESA FOR AVAMAR PREMIUM SOFTWARE SUPPORT (DD) AVAMAR SW 182065580 01-MAY-19 30-APR-20 366	1							incl.	incl.
5	SYSTEM DD6800 CTL NFS CIFS PREMIUM HARDWARE SUPPORT DATADOMAIN 182553583 01-MAY-19 30-APR-20 366	1	$ 4,221.47	$ 4,221.75	$ 4,055.60	$ 4,055.60		$ 4,358.37	$ 5,858.82	$ 5,858.82
6	FS 800GB 0.8TB RAW=CF PREMIUM SOFTWARE SUPPORT DATADOMAIN 182551157 01-MAY-19 30-APR-20 366	4							incl.	incl.
7	DS60 4TB ACT 60TB RAW=CB PREMIUM SOFTWARE SUPPORT DATADOMAIN 182551164 01-MAY-19 30-APR-20 366 2	2							incl.	incl.
8	LIC;CLD TIER; 1TB;SW CAP=CC PREMIUM SOFTWARE SUPPORT DATADOMAIN 182551163 01-MAY-19 30-APR-20 366	150	$ 61.90	$ 9,285.00	$ 59.46	$ 8,918.52		$ 9,504.00	incl.	incl.
9	DD SOFTWARE=CB PREMIUM SOFTWARE SUPPORT DATADOMAIN 182551155 01-MAY-19 30-APR-20 366	120	$ 125.35	$ 15,042.00	$ 120.42	$ 14,450.59		$ 15,396.48	incl.	incl.
10	DD BOOST SOFTWARE OPTION=CB PREMIUM SOFTWARE SUPPORT DATADOMAIN 182551156 01-MAY-19 30-APR-20 366	120	$ 9.28	$ 1,113.60	$ 8.92	$ 1,070.78		$ 1,140.48	incl.	incl.
11	LICENSE BASE DD OE DD6800=IA PREMIUM SOFTWARE SUPPORT DATADOMAIN 182551153 01-MAY-19 30-APR-20 366	1	$ 1,671.26	$ 1,671.26	$ 1,605.59	$ 1,605.59		$ 1,710.72	incl.	incl.

BID TABULATION SHEET

12	DD REPLICATION SOFTWARE OPTION=CB PREMIUM SOFTWARE SUPPORT DATADOMAIN 182551158 01-MAY-19 30-APR-20 366	120	$ 12.38	$ 1,485.60	$ 11.89	$ 1,426.46		$ 1,520.64	incl.	incl.
13	OPT,ES30 SHELF,15X4TB SAS HDD,FIELD CT PREMIUM HARDWARE SUPPORT DATADOMAIN 182553523 01-MAY-19 30-APR-20 366	1	$ 4,691.55	$ 4,691.55	$ 4,507.22	$ 4,507.22		$ 4,802.34	$ 11.52	$ 11.52
14	OPT,ES30 SHELF,15X4TB SAS HDD,FIELD CT PREMIUM HARDWARE SUPPORT DATADOMAIN 182553687 01-MAY-19 30-APR-20 366	1	$ 4,691.65	$ 4,691.55	$ 4,507.22	$ 4,507.22		$ 4,802.34	$ 11.52	$ 11.52
15	OPT DS60 SHELF 30X4TB SAS HDD G3 PREMIUM HARDWARE SUPPORT DATADOMAIN 182553594 01-MAY-19 30-APR-20 366	1	$ 9,353.66	$ 9,353.66	$ 8,986.16	$ 8,986.16		$ 9,574.54	$ 11,504.34	$ 11,504.34
16	LIC DD STORAGE MIGRATION=IA PREMIUM SOFTWARE SUPPORT DATADOMAIN 182551151 01-MAY-19 30-APR-20 366	1							incl.	incl.
17	AVAMAR F DPS BACKUP ENABLER=IA PREMIUM SOFTWARE SUPPORT (DD) AVAMAR 182004647 01-MAY-19 30-APR-20 366	1							incl.	incl.
18	DATA PROT SUITE BACKUP 1-10TB=CA PREMIUM SOFTWARE SUPPORT (DD) DATA PROTECTION SUITE 182004649 01-MAY-19 30-APR-20 366	4	$ 2,392.54	$ 9,570.16	$ 2,298.50	$ 9,194.18		$ 9,796.16	incl.	incl.
19	EMC BACKUP SUITE DPA ENABLER-B=CB PREMIUM SOFTWARE SUPPORT (DD) BACKUP AND RECOVERY 182004645 01-MAY-19 30-APR-20 366	4							incl.	incl.
20	DPS FOR BU DDBOOST FOR APPS ENABLER=CA PREMIUM SOFTWARE SUPPORT (DD) DATA PROTECTION SUITE 182004654 01-MAY-19 30-APR-20 366	1							incl.	incl.
21	DPS FOR BU DP SEARCH ENABLER=CA PREMIUM SOFTWARE SUPPORT (DD) DATA PROTECTION SUITE 182004650 01-MAY-19 30-APR-20 366	1							incl.	incl.
22	DPS FOR VMWARE 2TB AVE ENABLER=CA PREMIUM SOFTWARE SUPPORT (DD) DATA PROTECTION SUITE 182004638 01-MAY-19 30-APR-20 366	1							incl.	incl.
23	CLOUDBOOST V2 CLIENT FOR DPS ENABLER=CA PREMIUM SOFTWARE SUPPORT (DD) MAGINATICS 182004631 01-MAY-19 30-APR-20 366	1							incl.	incl.
24	DPS FOR VMWARE RP4VM ENABLER=IB PREMIUM SOFTWARE SUPPORT RECOVERPOINTSW 182004640 01-MAY-19 30-APR-20 366	1000							incl.	incl.

BID TABULATION SHEET

25	NW 9+DPS CAP ENABLER=CA PREMIUM SOFTWARE SUPPORT (DD) DATA PROTECTION SUITE 182004635 01-MAY-19 30-APR-20 366	4							incl.	incl.
26	DPS FOR VMWARE 2TB AVE ENABLER=CA PREMIUM SOFTWARE SUPPORT (DD) DATA PROTECTION SUITE 182004706 01-MAY-19 30-APR-20 366	1							incl.	incl.
27	CLOUDBOOST V2 VM 2TB FOR DPS ENABLER=CA PREMIUM SOFTWARE SUPPORT (DD) MAGINATICS 182004651 01-MAY-19 30-APR-20 366	1							incl.	incl.
28	DPS FOR VMWARE DPSEARCH ENABLER=CA PREMIUM SOFTWARE SUPPORT (DD) DATA PROTECTION SUITE 182004648 01-MAY-19 30-APR-20 366	1							incl.	incl.
29	EMC GLR FOR MS APPS ENABLER=CA PREMIUM SOFTWARE SUPPORT (DD) DATA PROTECTION SUITE 182004639 01-MAY-19 30-APR-20 366	1	$ 88.00	$ 88.00	$ 84.53	$ 84.53		$ 90.07	incl.	incl.
30	DPS FOR VMWARE AVAMAR F ENABLER=IA PREMIUM SOFTWARE SUPPORT (DD) DATA PROTECTION SUITE 182004644 01-MAY-19 30-APR-20 366	1							incl.	incl.
31	OPTION,ES30 SHELF,15X2TB SAS HDD ENHANCED SYSTEM SUPPORT (DD) DATADOMAIN 130902333 01-MAY-19 30-APR-20 366	1							$ 7,375.52	$ 7,375.52
32	OPTION,ES30 SHELF,15X2TB SAS HDD ENHANCED SYSTEM SUPPORT (DD) DATADOMAIN 196246178 01-MAY-19 30-APR-20 366	1	$ 3,129.30	$ 3,129.30	$ 3,006.36	$ 3,006.36		$ 3,203.20	$ 4,632.84	$ 4,632.84
33	ES30 SHELF,15X2TB SAS HDD,UPGRADE ENHANCED SYSTEM SUPPORT (DD) DATADOMAIN 142407601 01-MAY-19 30-APR-20 366	1	$ 3,296.25	$ 3,296.25	$ 3,167.41	$ 3,167.41		$ 3,374.80	$ 4,881.06	$ 4,881.06
34	ES30 SHELF,15X2TB SAS HDD,UPGRADE ENHANCED SYSTEM SUPPORT (DD) DATADOMAIN 142407605 01-MAY-19 30-APR-20 366	1	$ 3,296.95	$ 3,296.95	$ 3,167.41	$ 3,167.41		$ 3,374.80	$ 4,881.06	$ 4,881.06
35	SYSTEM,DD2500-12X3HDD SAS,36TB,NFS,CIFS ENHANCED SYSTEM SUPPORT (DD) DATADOMAIN 130902331 01-MAY-19 30-APR-20 366	1							$ 4,402.48	$ 4,402.48
36	LICENSE DD OE PER TB MID CAPACITY ACT=CB ENHANCED SOFTWARE SUPPORT (DD) DATADOMAIN 171508179 01-MAY-19 30-APR-20 366	30	$ 112.19	$ 3,365.70	$ 107.79	$ 3,233.57		$ 3,445.20	incl.	incl.
37	LICENSE DD OE PER TB UPG ACTIVE=CB ENHANCED SOFTWARE SUPPORT (DD) DATADOMAIN 171508180 01-MAY-19 30-APR-20 366	30	$ 135.40	$ 4,062.00	$ 130.08	$ 3,902.50		$ 4,158.00	incl.	incl.

BID TABULATION SHEET

38	SYSTEM,DD2500+1ES30 SAS,66TB,NFS,CIFS ENHANCED SYSTEM SUPPORT (DD) DATADOMAIN 130902337 01-MAY-19 30-APR-20 366	1	$ 5,618.13	$ 5,618.13	$ 5,397.40	$ 5,397.40		$ 5,750.00	incl.	incl.
39	LICENSE DD OE PER TB MID CAPACITY ACT=CB ENHANCED SOFTWARE SUPPORT (DD) DATADOMAIN 171475817 01-MAY-19 30-APR-20 366	30	$ 112.19	$ 3,365.70	$ 107.79	$ 3,233.57		$ 3,445.20	incl.	incl.
40	LICENSE,REPLICATOR,DD2500 ENHANCED SOFTWARE SUPPORT (DD) DATADOMAIN 130902341 01-MAY-19 30-APR-20 366	1	$ 687.76	$ 687.76	$ 660.74	$ 660.74		$ 704.00	incl.	incl.
41	LICENSE,DD2500 EXP CAP,MORE THAN 66TB ENHANCED SOFTWARE SUPPORT (DD) DATADOMAIN 130902335 01-MAY-19 30-APR-20 366	1							incl.	incl.
42	LICENSE DD OE PER TB UPG ACTIVE=CB ENHANCED SOFTWARE SUPPORT (DD) DATADOMAIN 171475818 01-MAY-19 30-APR-20 366	30	$ 135.40	$ 4,062.00	$ 130.08	$ 3,902.50		$ 4,158.00	incl.	incl.
43	LICENSE,BOOST,DD2500 ENHANCED SOFTWARE SUPPORT (DD) DATADOMAIN 130902339 01-MAY-19 30-APR-20 366	1	$ 550.21	$ 550.21	$ 528.59	$ 528.59		$ 563.20	incl.	incl.
44	LICENSE BASE DD OE DD2500-36=IA ENHANCED SOFTWARE SUPPORT (DD) DATADOMAIN 171475816 01-MAY-19 30-APR-20 366	1	$ 1,160.60	$ 1,160.60	$ 1,114.99	$ 1,114.99		$ 1,188.00	incl.	incl.
	GRAND TOTAL:			**$93,808**		**$90,121.93**		**$96,061.33**		**$43,559.16**
	MINIMUM REQUIREMENTS:									
	TERMS:								**0% DISC.-30 DAYS**	
	DELIVERY (Business Days):				**5 DAYS**					
	CONFLICT OF INTEREST:		✓		✓		✓		✓	
	ADDENDUM(S):									
	NOTES:									

Ola, Ruben

From: Brown, Elizabeth
Sent: Friday, May 24, 2019 10:59 AM
To: Freeman, Dustin; Ola, Ruben
Cc: Ossi, Thomas; Alford, Rose; Deas, Mark; Gray, Robert; Steffens, Gary; Pease, Gregory
Subject: RE: Bid XF-0432-19 protest withdrawal....
Attachments: XF-0432-19 EMC AVAMAR DATA DOMAIN HW&SW MAINTENANCE RENEWAL to QED National.pdf

Dustin,

Attached please find the award memo to the second lowest bidder, QED.

I just spoke on the phone with Chuck Weiss of QED, who confirmed that their bid was for Dell EMC direct support, as we have now.

As soon as I have that confirmation via email, I will forward to you.

Thank you,

Elizabeth Brown
IT Operations Manager
Office: 904.255.8199
Cell: 904.652.9186

From: Freeman, Dustin <DustinF@coj.net>
Sent: Thursday, May 23, 2019 1:50 PM
To: Brown, Elizabeth <ElizabethB@coj.net>; Ola, Ruben <RubenO@coj.net>
Cc: Ossi, Thomas <TOssi@coj.net>; Alford, Rose <ALFORD@coj.net>; Deas, Mark <ADeas@coj.net>; Gray, Robert <GrayR@coj.net>; Steffens, Gary <GARYS@coj.net>; Pease, Gregory <GPease@coj.net>
Subject: RE: Bid XF-0432-19 protest withdrawal....

Sounds good

Respectfully,

Dustin L. Freeman
Manager of Purchasing Services
Procurement Division
Finance and Administration Department
214 N. Hogan Street, Suite 800
Jacksonville, FL 32202
Ph. 904-255-8811
Email: dustinf@coj.net

CITY OF JACKSONVILLE

*** Florida has a very broad public records law. As a result, any written communication created or received by City of Jacksonville officials and employees will be made available to the public and media, upon request, unless otherwise exempt. Under Florida law, email addresses are public records. If you do not want your email address released in response to a public records request, do not send electronic mail to this office. Instead, contact our office by phone. ***

From: Brown, Elizabeth
Sent: Thursday, May 23, 2019 1:49 PM
To: Freeman, Dustin; Ola, Ruben
Cc: Ossi, Thomas; Alford, Rose; Deas, Mark; Gray, Robert; Steffens, Gary; Pease, Gregory
Subject: RE: Bid XF-0432-19 protest withdrawal....

Dustin,

Thank you for the update.

I am still waiting on confirmation that the second lowest bid is for Dell EMC direct maintenance and will meet ITD's needs.

As soon as I receive that confirmation, I will provide the revised award memo.

Thank you,

Elizabeth Brown
IT Operations Manager
Office: 904.255.8199
Cell: 904.652.9186

From: Freeman, Dustin <DustinF@coj.net>
Sent: Thursday, May 23, 2019 1:42 PM
To: Brown, Elizabeth <ElizabethB@coj.net>; Ola, Ruben <RubenO@coj.net>
Cc: Ossi, Thomas <TOssi@coj.net>; Alford, Rose <ALFORD@coj.net>; Deas, Mark <ADeas@coj.net>; Gray, Robert <GrayR@coj.net>; Steffens, Gary <GARYS@coj.net>; Pease, Gregory <GPease@coj.net>
Subject: FW: Bid XF-0432-19 protest withdrawal....

Elizabeth, spoke with vendor this afternoon, see below. Please send a revised memo requesting to award to next low bidder...

/

Ruben – please assist Elizabeth and prepare for next week's agenda.

Thx!

Respectfully,

Dustin L. Freeman
Manager of Purchasing Services
Procurement Division
Finance and Administration Department
214 N. Hogan Street, Suite 800
Jacksonville, FL 32202
Ph. 904-255-8811
Email: dustinf@coj.net

CITY OF JACKSONVILLE

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From: pculmone@thejaspergroup.net [mailto:pculmone@thejaspergroup.net]
Sent: Thursday, May 23, 2019 1:38 PM
To: Freeman, Dustin
Subject: Bid XF-0432-19 protest withdrawal....

EXTERNAL EMAIL: This email originated from a non-COJ email address. Do not click any links or open any attachments unless you trust the sender and know the content is safe.

Dustin:

This email serves as written confirmation of our protest withdrawal of Bid Number XF-0432-19.

In the future, please keep us in mind as your EMC equipment approaches end-of-life. We can maintain this equipment for you at a significantly lower cost.

Thank you for considering us!

Sincerely,

Phillip Culmone

THE JASPER GROUP

131 NE 7th Ave.
Delray Beach, FL 33483

Phone: (561)278-1959
Fax: (561)278-2662

Ola, Ruben

From: Freeman, Dustin
Sent: Thursday, May 16, 2019 5:06 PM
To: Brown, Elizabeth; Laidler, Marilyn; Ola, Ruben
Cc: Alford, Rose; Ossi, Thomas; Gray, Robert; Deas, Mark
Subject: RE: AGENCY RECOMMENDATION - XF-0432-19 EMC AVAMAR/DATA DOMAIN HARDWARE AND SOFTWARE MAINTENANCE RENEWAL

Ruben – Please proceed with rejecting Jasper and awarding to next low bid. Please include this email and the email from Dell in the award package.

Thx!

Respectfully,

Dustin L. Freeman
Manager of Purchasing Services
Procurement Division
Finance and Administration Department
214 N. Hogan Street, Suite 800
Jacksonville, FL 32202
Ph. 904-255-8811
Email: dustinf@coj.net

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From: Brown, Elizabeth
Sent: Thursday, May 16, 2019 4:32 PM
To: Laidler, Marilyn; Ola, Ruben
Cc: Freeman, Dustin; Alford, Rose; Ossi, Thomas; Gray, Robert; Deas, Mark
Subject: RE: AGENCY RECOMMENDATION - XF-0432-19 EMC AVAMAR/DATA DOMAIN HARDWARE AND SOFTWARE MAINTENANCE RENEWAL

Procurement Team,

Thank you for trying to save the City money!

I would like to draw your attention to page 29 of the attached RFP for Hardware **& Software** maintenance renewal. Screenshot provided here:

E

BID PROPOSAL FORM

EMC AVAMAR/DATA DOMAIN HARDWARE AND SOFTWARE MAINTENANCE REN
MAINTENANCE MUST BE PROVIDED BY EMC FOR ALL ITEMS ON THIS BI

Item #	Model Description	Support Option	Family	Instance ID	Renewal Coverage Start Date	Renewal Coverage End Date	Days	QTY	Unit Price
1	OPENSTACK DP EXTN FOR AV=IA	PREMIUM SOFTWARE SUPPORT	AVAMAR SW	182065581	01-MAY-19	30-APR-20	366	1	

See also the attached email from Daniel O'Donnell of Dell EMC^2, dated 5/16/2019, stating that Jasper did not bid **Dell Support for Software upgrades, patches or support center**.

Please proceed with ITD's agency recommendation memo dated May 8. <u>We currently have no support in place for these systems (since April 30)</u>.

If you have any further questions or concerns, please contact me directly.

Thank you,

Elizabeth Brown
IT Operations Manager
Office: 904.255.8199
Cell: 904.652.9186

From: Laidler, Marilyn <MLaidler@coj.net>
Sent: Wednesday, May 15, 2019 9:50 AM
To: Ola, Ruben <RubenO@coj.net>; Alford, Rose <ALFORD@coj.net>; Ossi, Thomas <TOssi@coj.net>; Brown, Elizabeth <ElizabethB@coj.net>
Cc: Freeman, Dustin <DustinF@coj.net>
Subject: RE: AGENCY RECOMMENDATION - XF-0432-19 EMC AVAMAR/DATA DOMAIN HARDWARE AND SOFTWARE MAINTENANCE RENEWAL

Thanks Ruben for going the extra mile and doing the research looks like there will be saving.

From: Ola, Ruben
Sent: Wednesday, May 15, 2019 9:48 AM
To: Alford, Rose; Ossi, Thomas; Brown, Elizabeth
Cc: Laidler, Marilyn; Freeman, Dustin
Subject: RE: AGENCY RECOMMENDATION - XF-0432-19 EMC AVAMAR/DATA DOMAIN HARDWARE AND SOFTWARE MAINTENANCE RENEWAL

Good Morning,

Per email verification with Dell EMC attached, The Jasper group can provide the solutions and services. Do you still want to reject the bid of The Jasper Group? If not, please revise the agency recommendation memo.

Thank you,

Ruben Ola, Purchasing Analyst
City of Jacksonville
Procurement Division
Finance and Administration Department
214 N. Hogan Street, Suite 800
Jacksonville, FL 32202
Phone: 904.255.8823
Fax: 904.255.8837
Email: rubeno@coj.net

One City. One Jacksonville.

From: Daniel.Odonnell@dell.com [mailto:Daniel.Odonnell@dell.com]
Sent: Wednesday, May 15, 2019 9:14 AM
To: Ola, Ruben; pculmone@thejaspergroup.net
Subject: RE: BIDS - XF-0432-19 EMC AVAMAR/DATA DOMAIN HARDWARE AND SOFTWARE MAINTENANCE RENEWAL

EXTERNAL EMAIL: This email originated from a non-COJ email address. Do not click any links or open any attachments unless you trust the sender and know the content is safe.

Yes Jasper is in our partner program and can move ahead with reselling our solutions and services!

Daniel O'Donnell
703.220.5854 | Daniel.ODonnell@Dell.com | DELL EMC²

From: Ola, Ruben <RubenO@coj.net>
Sent: Wednesday, May 15, 2019 9:02 AM
To: O'Donnell, Daniel; pculmone@thejaspergroup.net
Subject: RE: BIDS - XF-0432-19 EMC AVAMAR/DATA DOMAIN HARDWARE AND SOFTWARE MAINTENANCE RENEWAL

[EXTERNAL EMAIL]

Mr. Daniel Odonnell/Dell EMC
cc. Mr. Philip Culmone/The Jasper Group

Good Morning Daniel,

Reference to the above subject project and email communication below, I would like to verify the Dell EMC Partner Program with The Jasper Group if they can still provide the maintenance support per our attached solicitation document and your company certification dated 3/22/2017.

Appreciate your prompt response.
Thank you,

Ruben Ola, Purchasing Analyst

City of Jacksonville
Procurement Division
Finance and Administration Department
214 N. Hogan Street, Suite 800
Jacksonville, FL 32202
Phone: 904.255.8823
Fax: 904.255.8837
Email: rubeno@coj.net

One City. One Jacksonville.

Ruben Ola, Purchasing Analyst
City of Jacksonville
Procurement Division
Finance and Administration Department
214 N. Hogan Street, Suite 800
Jacksonville, FL 32202
Phone: 904.255.8823
Fax: 904.255.8837
Email: rubeno@coj.net

One City. One Jacksonville.

From: Laidler, Marilyn
Sent: Tuesday, May 14, 2019 2:17 PM
To: Ola, Ruben; Alford, Rose; Ossi, Thomas; Brown, Elizabeth
Cc: Freeman, Dustin
Subject: RE: AGENCY RECOMMENDATION - XF-0432-19 EMC AVAMAR/DATA DOMAIN HARDWARE AND SOFTWARE MAINTENANCE RENEWAL

Ruben,
Per my conversion with ITD please proceed with rejection of the low bidder and award to next bidder due to low bidder will not be able to provide the support required.

Thanks

Marilyn Laidler, Purchasing Analyst
Finance and Administration/Procurement Division
214 N. Hogan Street, 8th Floor
Phone (904) 255-8804
Fax (904) 255-8837
Rightfax (904)630-8288
Email: mlaidler@coj.net

CITY OF JACKSONVILLE

****** Please note that under Florida's very broad public records law, email communications to and from city officials are subject to public disclosure. ******

From: Ola, Ruben
Sent: Monday, May 13, 2019 2:11 PM
To: Alford, Rose; Ossi, Thomas; Brown, Elizabeth
Cc: Freeman, Dustin; Laidler, Marilyn
Subject: AGENCY RECOMMENDATION - XF-0432-19 EMC AVAMAR/DATA DOMAIN HARDWARE AND SOFTWARE MAINTENANCE RENEWAL

Good Afternoon,
In reference to agency recommendation rejecting the Jasper Group Inc, lowest bidder because they are not DellEMC maintenance partner. Below is the contractor response that they are authorized reseller and maintenance partner. Kindly please review the agency recommendation if this needs to be revised or make other/additional justification in awarding to the next lowest bidder.

Thank you,

Ruben Ola, Purchasing Analyst
City of Jacksonville
Procurement Division
Finance and Administration Department
214 N. Hogan Street, Suite 800
Jacksonville, FL 32202
Phone: 904.255.8823
Fax: 904.255.8837
Email: rubeno@coj.net

One City. One Jacksonville.

From: pculmone@thejaspergroup.net [mailto:pculmone@thejaspergroup.net]
Sent: Monday, May 13, 2019 12:10 PM
To: Ola, Ruben
Subject: RE: BIDS - XF-0432-19 EMC AVAMAR/DATA DOMAIN HARDWARE AND SOFTWARE MAINTENANCE RENEWAL

EXTERNAL EMAIL: This email originated from a non-COJ email address. Do not click any links or open any attachments unless you trust the sender and know the content is safe.

Ruben:

Good afternoon!

The Jasper Group International, Inc., is an authorized reseller and Partner for Dell/EMC (please see attached).

In responding to Bid Number XF-0432-19, we have stated that Dell/EMC will be providing onsite and telephone support. Also, only genuine Dell/EMC parts will be used for replacement.

Spare parts will be placed onsite, prior to failure to reduce downtime to near zero and at no additional cost to you.

Please keep in mind that Dell/EMC does not have their own field engineers.....they sub-contract out this work to companies like Decision One and Unisys. Therefore, the support is actually third-party.

Sincerely,

Phillip Culmone

THE JASPER GROUP

131 NE 7th Ave.
Delray Beach, FL 33483

Phone: (561)278-1959
Fax: (561)278-2662

From: Ola, Ruben <RubenO@coj.net>
Sent: Monday, May 13, 2019 11:22 AM
To: pculmone@thejaspergroup.net; info@thejaspergroup.net
Cc: Ossi, Thomas <TOssi@coj.net>; Alford, Rose <ALFORD@coj.net>
Subject: RE: BIDS - XF-0432-19 EMC AVAMAR/DATA DOMAIN HARDWARE AND SOFTWARE MAINTENANCE RENEWAL

Good Morning,

Just want to follow up the confirmation below.

Thank you,

Ruben Ola, Purchasing Analyst
City of Jacksonville
Procurement Division
Finance and Administration Department
214 N. Hogan Street, Suite 800

Jacksonville, FL 32202
Phone: 904.255.8823
Fax: 904.255.8837
Email: rubeno@coj.net

One City. One Jacksonville.

From: Ola, Ruben
Sent: Thursday, May 09, 2019 4:59 PM
To: pculmone@thejaspergroup.net
Cc: Ossi, Thomas; Alford, Rose
Subject: BIDS - XF-0432-19 EMC AVAMAR/DATA DOMAIN HARDWARE AND SOFTWARE MAINTENANCE RENEWAL

Philip Culmone, President & CEO
The Jasper Group International, Inc.
131 NE 7th Ave.
Delray Beach, FL 33483

Good Afternoon Mr. Culmone,

Reference to Bid number XF-0432-19 EMC AVAMAR/DATA DOMAIN HARDWARE AND SOFTWARE MAINTENANCE RENEWAL, your company submitted the bids for item# 1-44 with grand total price amounting $43,559.16. Please confirm the pricing and if the maintenance services will be provided by whom or by DellEMC? Appreciate if you can provide additional information and supporting documents.

Thank you,

Ruben Ola, Purchasing Analyst
City of Jacksonville
Procurement Division
Finance and Administration Department
214 N. Hogan Street, Suite 800
Jacksonville, FL 32202
Phone: 904.255.8823
Fax: 904.255.8837
Email: rubeno@coj.net

One City. One Jacksonville.

Ossi, Thomas

From: Alford, Rose
Sent: Wednesday, May 1, 2019 1:30 PM
To: Daniel.Odonnell@dell.com
Cc: Ossi, Thomas
Subject: RE: DellEMC Avamar/Data Domain Maintenance

Thanks Danny. This is what I needed to know.

Rose

From: Daniel.Odonnell@dell.com <Daniel.Odonnell@dell.com>
Sent: Wednesday, May 1, 2019 1:29 PM
To: Alford, Rose <ALFORD@coj.net>
Subject: RE: DellEMC Avamar/Data Domain Maintenance

EXTERNAL EMAIL: This email originated from a non-COJ email address. Do not click any links or open any attachments unless you trust the sender and know the content is safe.

Hi Rose!
Yes that is not our support. That would be a third party provided by Jasper, not our team.

Daniel O'Donnell
703.220.5854 | Daniel.ODonnell@Dell.com | DELL EMC

From: Alford, Rose <ALFORD@coj.net>
Sent: Wednesday, May 1, 2019 11:20 AM
To: O'Donnell, Daniel
Subject: DellEMC Avamar/Data Domain Maintenance

[EXTERNAL EMAIL]

Danny,

Attached is the bid response from Jasper Group. The total for the bid is much lower than other responders. I would like to verify that the vendor is a DellEMC partner and that the maintenance would be provided by DellEMC not Jasper Group.

Thanks,
Rose Alford

Ola, Ruben

From: Daniel.Odonnell@dell.com
Sent: Thursday, May 16, 2019 3:51 PM
To: Alford, Rose
Cc: Brown, Elizabeth; Ossi, Thomas; Deas, Mark
Subject: RE: DellEMC Data Domain/Avamar Support Renewal

EXTERNAL EMAIL: This email originated from a non-COJ email address. Do not click any links or open any attachments unless you trust the sender and know the content is safe.

Happy to do so Rose!

Jasper is certainly in Dell's reseller channel program. They are eligible to resell any of our services or products. However the quote you received from them is their own third-party support, not Dell support via Jasper. A few things to note:

- In their proposed support, they will not be eligible to protect from ANY software problems. Any code upgrades, patches, etc. are not allowed in our system. They can only protect you a hardware standpoint (ie disk failures)
- By going with their proposed support, you will not have access to Dell's call support center nor our service ticket operations.

If they would like to bid on our support structure we'd be happy for them to do so! But the reason their third-party support price is essentially half the cost is because they are disregarding the software portion of the VNX.

Daniel O'Donnell
703.220.5854 | Daniel.ODonnell@Dell.com | DELL EMC²

From: Alford, Rose <ALFORD@coj.net>
Sent: Thursday, May 16, 2019 2:04 PM
To: O'Donnell, Daniel
Cc: Brown, Elizabeth; Ossi, Thomas; Deas, Mark
Subject: DellEMC Data Domain/Avamar Support Renewal

[EXTERNAL EMAIL]

Danny,

As we discussed, please send email explaining the differences of having software and hardware support through DellEMC.

Thanks,
Rose Alford

The Jasper Group

South Region

131 NE 7th Ave.
Delray Beach, FL 33483

Phone: (561)278-1959
Fax: (561)278-2662

Facsimile Cover Sheet

Company: City of Jacksonville

Attention: Ruben Ola

Fax Number: (904)255-8837

Official protest of the recommended rejection of this bid...

From: Phillip Culmone
Date: 5-20-19
Number of Pages: 5
(including this page)

THE
JASPER
GROUP

May 20, 2019

Mr. Ruben Ola
City of Jacksonville
214 N. Hogan St.
Suite 800
Jacksonville, FL 32202

Dear Ruben:

The Jasper Group International, Inc., officially protests your award rejection based upon the following error; *"To reject the bid to vendor is third-party provider and not a Dell/EMC maintenance partner."*

-The Jasper Group International, Inc., is in fact an authorized reseller and Partner with Dell/EMC as documented by our Dell/EMC Partner Program letter generated by Dell/EMC.

-Daniel O'Donnell, a Dell employee has stated in an attached email that our company is in the Dell Partner Program.

Dell is correct in saying that OS system firmware and upgrades can only come from Dell/EMC. We acknowledge this as these upgrades are proprietary and can only come from Dell. Our company would seek to provide these upgrades from Dell directly.

The Federal Government has deemed that "bundling" hardware and software products together and not separately is illegal....as it seems this is what Dell is trying to do.

We ask that you re-instate our bid as it qualifies based on the criteria set by the City of Jacksonville.

Sincerely,

Phillip Culmone
President & CEO

PC/tw

131 NE 7th Ave. • Delray Beach, FL 33483 • (561) 278-1959 • Fax (561) 278-2662
www.thejaspergroup.net

THE JASPER GROUP

ONE CITY, ONE JACKSONVILLE

NOTIFICATION OF RECOMMENDED BID REJECTION

DATE: 5/20/2019

VIA FAX/EMAIL: 561-278-2662 / pculmone@thejaspergroup.net

BIDDER'S NAME: The Jasper Group International, Inc.

CONTACT NAME: Philip Culmone, President & CEO

BID # XF-0432-19

DATE OPENED: 04/24/2019

REASON FOR RECOMMENDED AWARD REJECTION:

To reject the bid due to vendor is third-party provider and not a DellEMC maintenance partner.

IF YOU WISH TO PROTEST THE RECOMMENDED REJECTION OF THIS BID, PLEASE RESPOND IN ACCORDANCE WITH THE CITY OF JACKSONVILLE BID PROTEST PROCEDURES. DIRECT ALL PROTEST TO THE RESPECTIVE BUYER, FACSIMILE NUMBER (904) 255-8837.

BUYER'S SIGNATURE: _____

Ruben Ola

pculmone@thejaspergroup.net

From: Daniel.Odonnell@dell.com
Sent: Wednesday, May 15, 2019 9:14 AM
To: RubenO@coj.net; pculmone@thejaspergroup.net
Subject: RE: BIDS - XF-0432-19 EMC AVAMAR/DATA DOMAIN HARDWARE AND SOFTWARE MAINTENANCE RENEWAL

Yes Jasper is in our partner program and can move ahead with reselling our solutions and services!

Daniel O'Donnell
703.220.5854 | Daniel.ODonnell@Dell.com | DELL EMC²

From: Ola, Ruben <RubenO@coj.net>
Sent: Wednesday, May 15, 2019 9:02 AM
To: O'Donnell, Daniel; pculmone@thejaspergroup.net
Subject: RE: BIDS - XF-0432-19 EMC AVAMAR/DATA DOMAIN HARDWARE AND SOFTWARE MAINTENANCE RENEWAL

[EXTERNAL EMAIL]

Mr. Daniel Odonnell/Dell EMC
cc. Mr. Philip Culmone/The Jasper Group

Good Morning Daniel,

Reference to the above subject project and email communication below, I would like to verify the Dell EMC Partner Program with The Jasper Group if they can still provide the maintenance support per our attached solicitation document and your company certification dated 3/22/2017.

Appreciate your prompt response.
Thank you,

Ruben Ola, Purchasing Analyst
City of Jacksonville
Procurement Division
Finance and Administration Department
214 N. Hogan Street, Suite 800
Jacksonville, FL 32202
Phone: 904.255.8823
Fax: 904.255.8837
Email: rubeno@coj.net

One City. One Jacksonville.

The Jasper Group
3606 South Ocean Blvd., Apt. 303
Highland Beach, FL 33487

March 22, 2017

RE: Dell EMC Partner Program partner

Dear Jasper Group:

This letter is to certify that you are a Dell EMC authorized reseller participating in the Dell EMC Partner Program. This relationship authorizes you to resell Dell EMC-branded products and services to commercial end-users[1] in accordance with the Dell Reseller Terms of Sale, or your EMC Channel Purchase Agreement as applicable, and the Dell EMC Partner Program Agreement and can help:

- Provide you with numerous options of Dell EMC products and services
- Simplify your customer's IT by reducing the cost and complexity of your solution
- Speed up deployment time on your orders
- Run your business faster, better and smarter

Please feel free to contact us to learn more about Dell EMC's cutting-edge products and solutions, and how they can benefit your customer's business. We look forward to doing business with you.

Warm regards,

John Byrne
President, Global Channels
Dell EMC

[1]This letter is not an authorization to resell Dell EMC products to Federal end-users or to end-users prohibited by the Dell EMC Partner Program Agreement, the Dell Reseller Terms of Sale, Partner's existing EMC Channel Purchase Agreement, or any reseller terms applicable to products from a Dell EMC Strategically Aligned Business. Federal end-user means the United States Government or other entities as authorized in GSA Order ADM 4800.2 as amended (collectively, "Federal End-Users") or utilizing Dell IT assets in support of USG contracts and/or for internal use as a normal course of business, as approved by Dell.

TERMS AND CONDITIONS

EMC AVAMAR/DATA DOMAIN HARDWARE AND SOFTWARE MAINTENANCE RENEWAL

1. SCOPE

The Information Technologies Division of the City of Jacksonville, Florida is currently accepting bids to obtain source(s) of supply for the items as outlined in the bid documents provided. The purpose of this bid invitation is to obtain information about your firm and its ability to provide annual software and hardware maintenance for our current EMC Avamar and Data Domain. The renewal will allow ITD to have access to premium support for the EMC hardware and software components in the ITD Data Center to continue to provide comprehensive protection to the City of Jacksonville's server and computer infrastructure.

2. AWARD

Award will be **ALL OR NONE** to the lowest responsive, responsible bidder. Bidders must bid on all items to be considered for award. ALL awards are subject to the availability of funds.

3. TERM OF AGREEMENT

The term of this agreement is for the coverage period: May 1, 2019 through April 30, 2020.

4. MINIMUM REQUIREMENTS

Bidders should submit or comply with the following requirements; failure to submit any of these requirements may be grounds for rejection:

a. Vendor shall provide proof of applicable local business license.

5. STATE CONTRACTS

The City reserves the right to utilize contracts established by the State of Florida and or other governmental agencies for item(s)/service(s) covered under this bid. The city reserves the right to cancel this contract in whole or in part for such item(s)/service(s).

6. QUANTITIES

Quantities indicated reflect the estimated quantities to be purchased.

7. DELIVERY

Information Technologies Division

214 North Hogan Street, 9th Floor

Jacksonville, Florida 32202

ITD Server Infrastructure Manager

As needed: A packing list shall accompany all shipments, which shall indicate, at a minimum, the following: purchase order number, item number and description, date of shipment, quantity ordered and shipped, unit prices, and unit of measure.

8. ESCALATION/DE-ESCALATION

All pricing submitted shall remain firm for the initial term period. Upon renewal (if applicable), a

K. Additional Insurance. Depending upon the nature of any aspect of any project and its accompanying exposures and liabilities, the City may reasonably require additional insurance coverages in amounts responsive to those liabilities, which may or may not require that the City also be named as an additional insured.

L. Special Provisions: Prior to executing this Agreement, Provider shall present this Contract and Insurance and Indemnification information to its Insurance Agent affirming: 1) That the Agent has personally reviewed the insurance requirements of the Contract Documents, and 2) That the Agent is capable (has proper market access) to provide the coverages and limits of liability required on behalf of Provider.

supplier may submit in writing a request for price escalation/de-escalation for the percentage of change as listed in the Consumer Pricing Index (CPI) and/or documentation notifying of an industry wide increase. The City reserves the right to decline any price increase request.

9. PRICES

All unit prices shall include freight, delivery, and handling charges to the delivery location as outlined in the bid documents.

10. PICK UP AND RETURNS

The City reserves the right to return an order in whole or in part if the merchandise is not in compliance with the bid specifications. The City or its agencies will determine compliance with bid specifications. Pick up and returns will be made within 48 hours of notification at no charge to the City or its agencies.

11. COMPLIANCE WITH SPECIFICATIONS

The bidder, by affixing their signature to the bid form submitted, agrees to provide item(s)/service(s) in accordance with the bid documents provided. Bid only a single offering for each bid item. Multiple offerings, alternates (unless stated) and or stipulations may be cause for bid rejection. Bid only on forms provided herein unless otherwise stated. Bid submissions shall be in ink or typewritten. All corrections must be initialed.

12. INVOICING

Invoices will be issued once services are delivered and/or rendered to the City of Jacksonville or its agencies. At a minimum, invoices must include: purchase order number, item number and description, date of shipment, quantity ordered and shipped, unit prices, unit of measure, and extended totals. Payment terms are Net 30 days. All original invoices shall be submitted to: City of Jacksonville, General Accounting Division, 117 West Duval Street, Suite 375, Jacksonville, Florida, 32202.

13. INSURANCE/INDEMNIFICATION

Each supplier shall maintain, for the entire term of this bid, current insurance coverage as stated in the bid documents. All insurance certificates shall list the City of Jacksonville as an additional insured. The awarded vendor will be required to submit the copy of insurance certificate within ten (10) days from date of receipt of award notice. Bid number should be listed on certificate.

14. REPORTING

The City may request, during the term of this bid, reports including but not limited to; usage, pricing, and delivery. Suppliers will be required to provide reports requested in hard copy and electronic format as required.

15. SUPPLIER ACCESSIBILITY

The City or its representative must be able to contact, during normal business hours, by telephone or email any supplier providing goods or services to the City or its agencies. Any supplier accessibility requirements outlined in the specifications supersede this section.

SPECIFICATIONS

EMC AVAMAR/DATA DOMAIN HARDWARE AND SOFTWARE MAINTENANCE RENEWAL

Item #	Serial Number	HW Identifier	Model Number	Model Description	Support Option	Family	Instance ID	Renewal Coverage Start Date	Renewal Coverage End Date	Days	QTY
1		APM00171656896	456-111-636	OPENSTACK DP EXTN FOR AV=IA	PREMIUM SOFTWARE SUPPORT (DD)	AVAMAR SW	182065581	01-MAY-19	30-APR-20	366	1
2		APM00171656896	456-112-201	MULTIPLE SYSTEMS MANAGEMENT=CC	PREMIUM SOFTWARE SUPPORT (DD)	AVAMAR SW	182065584	01-MAY-19	30-APR-20	366	1
3		APM00171656896	458-001-769	OPENSTACK DP EXTN	PREMIUM SOFTWARE SUPPORT (DD)	AVAMAR SW	182065578	01-MAY-19	30-APR-20	366	1
4		APM00171656896065580	458-001-507	ESA FOR AVAMAR	PREMIUM SOFTWARE SUPPORT (DD)	AVAMAR SW	182065580	01-MAY-19	30-APR-20	366	1
5	APM00171659236	APM00171659236	DD6800-CTL	SYSTEM DD6800 CTL NFS CIFS	PREMIUM HARDWARE SUPPORT	DATADOMAIN	182553583	01-MAY-19	30-APR-20	366	1
6		APM00171659236	456-111-330	FS 800GB 0.8TB RAW=CF	PREMIUM SOFTWARE SUPPORT	DATADOMAIN	182551157	01-MAY-19	30-APR-20	366	4
7		APM00171659236	456-111-963	DS60 4TB ACT 60TB RAW=CB	PREMIUM SOFTWARE SUPPORT	DATADOMAIN	182551164	01-MAY-19	30-APR-20	366	2
8		APM00171659236	456-111-968	LIC;CLD TIER; 1TB;SW CAP=CC	PREMIUM SOFTWARE SUPPORT	DATADOMAIN	182551163	01-MAY-19	30-APR-20	366	150
9		APM00171659236	458-001-800	DD SOFTWARE=CB	PREMIUM SOFTWARE SUPPORT	DATADOMAIN	182551155	01-MAY-19	30-APR-20	366	120
10		APM00171659236_BST	458-001-801	DD BOOST SOFTWARE OPTION=CB	PREMIUM SOFTWARE SUPPORT	DATADOMAIN	182551156	01-MAY-19	30-APR-20	366	120

11		APM00171659236_DDOE	456-109-724	LICENSE BASE DD OE DD6800=IA	PREMIUM SOFTWARE SUPPORT	DATADOMAIN	182551153	01-MAY-19	30-APR-20	366	1
12		APM00171659236_REP	458-001-802	DD REPLICATION SOFTWARE OPTION=CB	PREMIUM SOFTWARE SUPPORT	DATADOMAIN	182551158	01-MAY-19	30-APR-20	366	120
13	APM00171600220	APM00171659236_SHELF1	C-ES30-60S-G3-CT	OPT,ES30 SHELF,15X4TB SAS HDD,FIELD CT	PREMIUM HARDWARE SUPPORT	DATADOMAIN	182553523	01-MAY-19	30-APR-20	366	1
14	APM00171600221	APM00171659236_SHELF2	C-ES30-60S-G3-CT	OPT,ES30 SHELF,15X4TB SAS HDD,FIELD CT	PREMIUM HARDWARE SUPPORT	DATADOMAIN	182553687	01-MAY-19	30-APR-20	366	1
15	APM00171632691	APM00171659236_SHELF3	C-DS60-4-120S-G3	OPT DS60 SHELF 30X4TB SAS HDD G3	PREMIUM HARDWARE SUPPORT	DATADOMAIN	182553594	01-MAY-19	30-APR-20	366	1
16		APM00171659236_SM	456-111-969	LIC DD STORAGE MIGRATION=IA	PREMIUM SOFTWARE SUPPORT	DATADOMAIN	182551151	01-MAY-19	30-APR-20	366	1
17		AVAMAR SW	456-110-503	AVAMAR F DPS BACKUP ENABLER=IA	PREMIUM SOFTWARE SUPPORT (DD)	AVAMAR	182004647	01-MAY-19	30-APR-20	366	1
18		DATAPROTECTION	456-105-958	DATA PROT SUITE BACKUP 1-10TB=CA	PREMIUM SOFTWARE SUPPORT (DD)	DATA PROTECTION SUITE	182004649	01-MAY-19	30-APR-20	366	4
19		DATAPROTECTION	456-106-112	EMC BACKUP SUITE DPA ENABLER-B=CB	PREMIUM SOFTWARE SUPPORT (DD)	BACKUP AND RECOVERY	182004645	01-MAY-19	30-APR-20	366	4
20		DATAPROTECTION	456-106-406	DPS FOR BU DDBOOST FOR APPS ENABLER=CA	PREMIUM SOFTWARE SUPPORT (DD)	DATA PROTECTION SUITE	182004654	01-MAY-19	30-APR-20	366	1
21		DATAPROTECTION	456-107-280	DPS FOR BU DP SEARCH	PREMIUM SOFTWARE	DATA PROTECTI	182004650	01-MAY-19	30-APR-20	366	1

				ENABLER=CA	SUPPORT (DD)	ON SUITE					
22	ELMAVM0817M7B7	DATAPROTECTION	456-109-974	DPS FOR VMWARE 2TB AVE ENABLER=CA	PREMIUM SOFTWARE SUPPORT (DD)	DATA PROTECTION SUITE	182004638	01-MAY-19	30-APR-20	366	1
23	ELMCB004174S75	DATAPROTECTION	456-110-557	CLOUDBOOST V2 CLIENT FOR DPS ENABLER=CA	PREMIUM SOFTWARE SUPPORT (DD)	MAGINATICS	182004631	01-MAY-19	30-APR-20	366	1
24		DATAPROTECTION	456-107-804	DPS FOR VMWARE RP4VM ENABLER=IB	PREMIUM SOFTWARE SUPPORT	RECOVERPOINTSW	182004640	01-MAY-19	30-APR-20	366	1000
25		DATAPROTECTION	456-109-723	NW 9+DPS CAP ENABLER=CA	PREMIUM SOFTWARE SUPPORT (DD)	DATA PROTECTION SUITE	182004635	01-MAY-19	30-APR-20	366	4
26		DATAPROTECTION	456-109-974	DPS FOR VMWARE 2TB AVE ENABLER=CA	PREMIUM SOFTWARE SUPPORT (DD)	DATA PROTECTION SUITE	182004706	01-MAY-19	30-APR-20	366	1
27		DATAPROTECTION	456-110-556	CLOUDBOOST V2 VM 2TB FOR DPS ENABLER=CA	PREMIUM SOFTWARE SUPPORT (DD)	MAGINATICS	182004651	01-MAY-19	30-APR-20	366	1
28		DATAPROTECTION	456-110-835	DPS FOR VMWARE DPSEARCH ENABLER=CA	PREMIUM SOFTWARE SUPPORT (DD)	DATA PROTECTION SUITE	182004648	01-MAY-19	30-APR-20	366	1
29		DATAPROTECTION	456-111-143	EMC GLR FOR MS APPS ENABLER=CA	PREMIUM SOFTWARE SUPPORT (DD)	DATA PROTECTION SUITE	182004639	01-MAY-19	30-APR-20	366	1
30		DATAPROTECTION	456-111-235	DPS FOR VMWARE AVAMAR F ENABLER=IA	PREMIUM SOFTWARE SUPPORT (DD)	DATA PROTECTION SUITE	182004644	01-MAY-19	30-APR-20	366	1
31	APM00133526208	FLA00140800003	C-ES30-30SN-B	OPTION,ES30 SHELF,15X2TB SAS HDD	ENHANCED SYSTEM SUPPORT (DD)	DATADOMAIN	130902333	01-MAY-19	30-APR-20	366	1

32	APM00133526209	FLA00140800003	C-ES30-30SN	OPTION,ES30 SHELF,15X2TB SAS HDD	ENHANCED SYSTEM SUPPORT (DD)	DATADOMAIN	196246178	01-MAY-19	30-APR-20	366	1
33	APM00144417934	FLA00140800003	U-ES30-30S	ES30 SHELF,15X2TB SAS HDD,UPGRADE	ENHANCED SYSTEM SUPPORT (DD)	DATADOMAIN	142407601	01-MAY-19	30-APR-20	366	1
34	APM00144417935	FLA00140800003	U-ES30-30S	ES30 SHELF,15X2TB SAS HDD,UPGRADE	ENHANCED SYSTEM SUPPORT (DD)	DATADOMAIN	142407605	01-MAY-19	30-APR-20	366	1
35	FLA00140800003	FLA00140800003	DD2500-36TB-B	SYSTEM,DD2500-12X3HDD SAS,36TB,NFS,CIFS	ENHANCED SYSTEM SUPPORT (DD)	DATADOMAIN	130902331	01-MAY-19	30-APR-20	366	1
36		FLA00140800003	L-DDOE-MCAP-ACT-N	LICENSE DD OE PER TB MID CAPACITY ACT=CB	ENHANCED SOFTWARE SUPPORT (DD)	DATADOMAIN	171508179	01-MAY-19	30-APR-20	366	30
37		FLA00140800003	U-DDOE-ACT	LICENSE DD OE PER TB UPG ACTIVE=CB	ENHANCED SOFTWARE SUPPORT (DD)	DATADOMAIN	171508180	01-MAY-19	30-APR-20	366	30
38		FLA00140800003_PC	DD2500-1E30	SYSTEM,DD2500+1ES30 SAS,66TB,NFS,CIFS	ENHANCED SYSTEM SUPPORT (DD)	DATADOMAIN	130902337	01-MAY-19	30-APR-20	366	1
39		FLA00140800003_SW	L-DDOE-MCAP-ACT-N	LICENSE DD OE PER TB MID CAPACITY ACT=CB	ENHANCED SOFTWARE SUPPORT (DD)	DATADOMAIN	171475817	01-MAY-19	30-APR-20	366	30
40		FLA00140800003_SW	L-REP-2500	LICENSE,REPLICATOR,DD2500	ENHANCED SOFTWARE SUPPORT (DD)	DATADOMAIN	130902341	01-MAY-19	30-APR-20	366	1
41		FLA00140800003_SW	L-XCAP2500-	LICENSE,DD2500 EXP	ENHANCED SOFTWARE	DATADOMAIN	130902335	01-MAY-19	30-APR-20	366	1

			B	CAP,MORE THAN 66TB	SUPPORT (DD)						
42		FLA00140800003_SW	U-DDOE-ACT	LICENSE DD OE PER TB UPG ACTIVE=CB	ENHANCED SOFTWARE SUPPORT (DD)	DATADOMAIN	171475818	01-MAY-19	30-APR-20	366	30
43		FLA00140800003_SW0800003	L-BST-2500	LICENSE,BOOST,DD2500	ENHANCED SOFTWARE SUPPORT (DD)	DATADOMAIN	130902339	01-MAY-19	30-APR-20	366	1
44		FLA00140800003_SW40800003	L-DDOE-DD2500-36	LICENSE BASE DD OE DD2500-36=IA	ENHANCED SOFTWARE SUPPORT (DD)	DATADOMAIN	171475816	01-MAY-19	30-APR-20	366	1

BID PROPOSAL FORM

EMC AVAMAR/DATA DOMAIN HARDWARE AND SOFTWARE MAINTENANCE RENEWAL

MAINTENANCE MUST BE PROVIDED BY EMC FOR ALL ITEMS ON THIS BID.

Item #	Model Description	Support Option	Family	Instance ID	Renewal Coverage Start Date	Renewal Coverage End Date	Days	QTY	Unit Price	Extended Price
1	OPENSTACK DP EXTN FOR AV=IA	PREMIUM SOFTWARE SUPPORT (DD)	AVAMAR SW	182065581	01-MAY-19	30-APR-20	366	1		
2	MULTIPLE SYSTEMS MANAGEMENT=CC	PREMIUM SOFTWARE SUPPORT (DD)	AVAMAR SW	182065584	01-MAY-19	30-APR-20	366	1		
3	OPENSTACK DP EXTN	PREMIUM SOFTWARE SUPPORT (DD)	AVAMAR SW	182065578	01-MAY-19	30-APR-20	366	1		
4	ESA FOR AVAMAR	PREMIUM SOFTWARE SUPPORT (DD)	AVAMAR SW	182065580	01-MAY-19	30-APR-20	366	1		
5	SYSTEM DD6800 CTL NFS CIFS	PREMIUM HARDWARE SUPPORT	DATADOMAIN	182553583	01-MAY-19	30-APR-20	366	1		
6	FS 800GB 0.8TB RAW=CF	PREMIUM SOFTWARE SUPPORT	DATADOMAIN	182551157	01-MAY-19	30-APR-20	366	4		
7	DS60 4TB ACT 60TB RAW=CB	PREMIUM SOFTWARE SUPPORT	DATADOMAIN	182551164	01-MAY-19	30-APR-20	366	2		
8	LIC;CLD TIER; 1TB;SW CAP=CC	PREMIUM SOFTWARE SUPPORT	DATADOMAIN	182551163	01-MAY-19	30-APR-20	366	150		

9	DD SOFTWARE=CB	PREMIUM SOFTWARE SUPPORT	DATADOMAIN	182551155	01-MAY-19	30-APR-20	366	120		
10	DD BOOST SOFTWARE OPTION=CB	PREMIUM SOFTWARE SUPPORT	DATADOMAIN	182551156	01-MAY-19	30-APR-20	366	120		
11	LICENSE BASE DD OE DD6800=IA	PREMIUM SOFTWARE SUPPORT	DATADOMAIN	182551153	01-MAY-19	30-APR-20	366	1		
12	DD REPLICATION SOFTWARE OPTION=CB	PREMIUM SOFTWARE SUPPORT	DATADOMAIN	182551158	01-MAY-19	30-APR-20	366	120		
13	OPT,ES30 SHELF,15X4TB SAS HDD,FIELD CT	PREMIUM HARDWARE SUPPORT	DATADOMAIN	182553523	01-MAY-19	30-APR-20	366	1		
14	OPT,ES30 SHELF,15X4TB SAS HDD,FIELD CT	PREMIUM HARDWARE SUPPORT	DATADOMAIN	182553687	01-MAY-19	30-APR-20	366	1		
15	OPT DS60 SHELF 30X4TB SAS HDD G3	PREMIUM HARDWARE SUPPORT	DATADOMAIN	182553594	01-MAY-19	30-APR-20	366	1		
16	LIC DD STORAGE MIGRATION=IA	PREMIUM SOFTWARE SUPPORT	DATADOMAIN	182551151	01-MAY-19	30-APR-20	366	1		
17	AVAMAR F DPS BACKUP ENABLER=IA	PREMIUM SOFTWARE SUPPORT (DD)	AVAMAR	182004647	01-MAY-19	30-APR-20	366	1		
18	DATA PROT SUITE BACKUP 1-10TB=CA	PREMIUM SOFTWARE SUPPORT (DD)	DATA PROTECTION SUITE	182004649	01-MAY-19	30-APR-20	366	4		
19	EMC BACKUP SUITE DPA ENABLER-B=CB	PREMIUM SOFTWARE SUPPORT (DD)	BACKUP AND RECOVERY	182004645	01-MAY-19	30-APR-20	366	4		
20	DPS FOR BU DDBOOST FOR APPS ENABLER=CA	PREMIUM SOFTWARE	DATA PROTECTION	182004654	01-MAY-19	30-APR-20	366	1		

		SUPPORT (DD)	SUITE							
21	DPS FOR BU DP SEARCH ENABLER=CA	PREMIUM SOFTWARE SUPPORT (DD)	DATA PROTECTION SUITE	182004650	01-MAY-19	30-APR-20	366	1		
22	DPS FOR VMWARE 2TB AVE ENABLER=CA	PREMIUM SOFTWARE SUPPORT (DD)	DATA PROTECTION SUITE	182004638	01-MAY-19	30-APR-20	366	1		
23	CLOUDBOOST V2 CLIENT FOR DPS ENABLER=CA	PREMIUM SOFTWARE SUPPORT (DD)	MAGINATICS	182004631	01-MAY-19	30-APR-20	366	1		
24	DPS FOR VMWARE RP4VM ENABLER=IB	PREMIUM SOFTWARE SUPPORT	RECOVERPOINTSW	182004640	01-MAY-19	30-APR-20	366	1000		
25	NW 9+DPS CAP ENABLER=CA	PREMIUM SOFTWARE SUPPORT (DD)	DATA PROTECTION SUITE	182004635	01-MAY-19	30-APR-20	366	4		
26	DPS FOR VMWARE 2TB AVE ENABLER=CA	PREMIUM SOFTWARE SUPPORT (DD)	DATA PROTECTION SUITE	182004706	01-MAY-19	30-APR-20	366	1		
27	CLOUDBOOST V2 VM 2TB FOR DPS ENABLER=CA	PREMIUM SOFTWARE SUPPORT (DD)	MAGINATICS	182004651	01-MAY-19	30-APR-20	366	1		
28	DPS FOR VMWARE DPSEARCH ENABLER=CA	PREMIUM SOFTWARE SUPPORT (DD)	DATA PROTECTION SUITE	182004648	01-MAY-19	30-APR-20	366	1		
29	EMC GLR FOR MS APPS ENABLER=CA	PREMIUM SOFTWARE SUPPORT (DD)	DATA PROTECTION SUITE	182004639	01-MAY-19	30-APR-20	366	1		
30	DPS FOR VMWARE	PREMIUM	DATA	1820046	01-MAY-19	30-APR-20	366	1		

	AVAMAR F ENABLER=IA	SOFTWARE SUPPORT (DD)	PROTECTION SUITE	44						
31	OPTION,ES30 SHELF,15X2TB SAS HDD	ENHANCED SYSTEM SUPPORT (DD)	DATADOMAIN	130902333	01-MAY-19	30-APR-20	366	1		
32	OPTION,ES30 SHELF,15X2TB SAS HDD	ENHANCED SYSTEM SUPPORT (DD)	DATADOMAIN	196246178	01-MAY-19	30-APR-20	366	1		
33	ES30 SHELF,15X2TB SAS HDD,UPGRADE	ENHANCED SYSTEM SUPPORT (DD)	DATADOMAIN	142407601	01-MAY-19	30-APR-20	366	1		
34	ES30 SHELF,15X2TB SAS HDD,UPGRADE	ENHANCED SYSTEM SUPPORT (DD)	DATADOMAIN	142407605	01-MAY-19	30-APR-20	366	1		
35	SYSTEM,DD2500-12X3HDD SAS,36TB,NFS,CIFS	ENHANCED SYSTEM SUPPORT (DD)	DATADOMAIN	130902331	01-MAY-19	30-APR-20	366	1		
36	LICENSE DD OE PER TB MID CAPACITY ACT=CB	ENHANCED SOFTWARE SUPPORT (DD)	DATADOMAIN	171508179	01-MAY-19	30-APR-20	366	30		
37	LICENSE DD OE PER TB UPG ACTIVE=CB	ENHANCED SOFTWARE SUPPORT (DD)	DATADOMAIN	171508180	01-MAY-19	30-APR-20	366	30		
38	SYSTEM,DD2500+1ES30 SAS,66TB,NFS,CIFS	ENHANCED SYSTEM SUPPORT (DD)	DATADOMAIN	130902337	01-MAY-19	30-APR-20	366	1		
39	LICENSE DD OE PER TB MID CAPACITY ACT=CB	ENHANCED SOFTWARE SUPPORT	DATADOMAIN	171475817	01-MAY-19	30-APR-20	366	30		

		(DD)								
40	LICENSE,REPLICATOR,DD 2500	ENHANCED SOFTWARE SUPPORT (DD)	DATADOMAIN	130902341	01-MAY-19	30-APR-20	366	1		
41	LICENSE,DD2500 EXP CAP,MORE THAN 66TB	ENHANCED SOFTWARE SUPPORT (DD)	DATADOMAIN	130902335	01-MAY-19	30-APR-20	366	1		
42	LICENSE DD OE PER TB UPG ACTIVE=CB	ENHANCED SOFTWARE SUPPORT (DD)	DATADOMAIN	171475818	01-MAY-19	30-APR-20	366	30		
43	LICENSE,BOOST,DD2500	ENHANCED SOFTWARE SUPPORT (DD)	DATADOMAIN	130902339	01-MAY-19	30-APR-20	366	1		
44	LICENSE BASE DD OE DD2500-36=IA	ENHANCED SOFTWARE SUPPORT (DD)	DATADOMAIN	171475816	01-MAY-19	30-APR-20	366	1		
									GRAND TOTAL PRICE	**$**

INSURANCE AGENT ACKNOWLEDGMENT FORM

Bid No. **XF-0432-19**

Bidder must have their insurance agent execute the below statement. Failure to execute this statement may result in rejection of this bid proposal.

As insurance agent for _____,

I have read the Indemnification and Insurance Requirements relating to the above referenced bid and do certify that I can provide evidence of all required coverages, limits and additional provisions as stated in those documents.

_____	_____
Agent's Signature	Insurance Company Name
_____	_____
Agent's Name (Type or Print)	Agent's License Number (Type or Print)