SUBJECT: ANNUAL NETMOTION MOBILITY WIRELESS MAINTENANCE RENEWAL

BID #: XF-0285-23 **OPEN DATE: 01/25/2023**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT:
SERVICE CONTRACT – March 2, 2023 through March 1, 2024

AGENCY: Jacksonville Sheriff's Office

BASIS OF AWARD: All or none, to the lowest responsive, responsible bidder

NUMBER OF BIDS INVITED: 20 **NUMBER RECEIVED:** 4 **OTHER:** 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS: Recommend approval to reject the bid submission from VCloud Tech, Inc. for failure to acknowledge Addendum #1 that was posted with the Revised Bid Proposal Form. The Revised Bid Proposal Form was not used in their bid submission, which had a material change.

Recommend approval of award to Insight Public Sector, Inc. as the lowest responsive, responsible bidder for the purchase of Annual NetMotion Wireless Maintenance Renewal. The period of service is from March 2, 2023 through March 1, 2024. Total estimated award not to exceed $122,074.50.

Funding for this award to be encumbered by account 00111.552104.546620.000000.00000000, to be processed by purchase order.

Attachments: Recommendation Memo, Tabulation Sheet, Terms and Conditions, Specifications and Requirements

Analyst: OLIVE WALLACE-COHEN **RESPECTFULLY SUBMITTED:** DUSTIN FREEMAN, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: LARRY SCHMITT, DIRECTOR OF POLICE SERVICES

(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 _____

Jacksonville Sheriff's Office

T.K. WATERS, SHERIFF

Serve • Protect • Community

To: Dustin Freeman
Chief of Procurement

Thru: Bill Clement, CPA
Chief of Budget

From: Larry Schmitt
Director of Police Services

Subject: XF-0285-23 Annual Netmotion Wireless Maintenance Renewal

Date: February 1, 2023

There were four (4) responses received for XF-0285-23 Annual Netmotion Wireless Maintenance Renewal. We recommend rejecting the submission from vCloud Tech, Inc., the apparent low bidder, for not acknowledging Addendum 1 that was posted with a revised Bid Proposal Form. The revised Bid Proposal Form was not used in their bid submission, which had a material change. We recommend awarding Insight Public Sector, Inc., the lowest responsive, responsible bidder, in the amount of $122,074.50, from account code 00111.552104.546620.000000.00000000.00000. The purchase will be made via a purchase order.

Please let me know if you require any additional information. Thank you for your assistance.

TITLE: ANNUAL NETMOTION WIRELESS MAINTENANCE RENEWAL

BID NO: XF-0285-23

OPEN DATE: 01/25/23

ANALYST: Olive Wallace-Cohen

NO. INVITED: (20) No. Received: (4) No Bids: (0)

RECORDED BY: MELISSA PIERCE

ANNOUNCER: JOHN HERNANDEZ

ITEM #	DESCRIPTION		UOM	Unit Price	EXTENDED PRICE ($)	Unit Price	EXTENDED PRICE ($)	Unit Price	EXTENDED PRICE ($)	Unit Price	EXTENDED PRICE ($)
					NETSYNC NETWORK SOLUTIONS		INSIGHT PUBLIC SECTOR, INC.		CDW GOVERNMENT LLC		vCLOUD TECH INC.
1	NetMotion Complete – Conversion License (renewal) (12 Month) - 1 Device - Part #NMCOMPCONRNW	2910	EA	$ 42.78	$ 124,489.80	$ 41.95	$ 122,074.50	$ 44.52	$ 129,553.20	$ 41.45	$ 120,619.50
	TOTAL BASE BID				$ 124,489.80		$ 122,074.50		$ 129,553.20	*corrected	$ 120,619.50
	Insurance Acknowledgement				✓						✓
	Delivery				NS		NS		10 DAYS		7 DAYS
	Conflict of Interest				✓		✓		✓		✓
	Addendums (1)				✓		✓		✓		

TERMS AND CONDITIONS

CISCO SMARTNET SUPPORT AND MAINTENANCE

1. SCOPE

The Jacksonville Sheriff's Office 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 these items for Annual NetMotion Wireless Maintenance Renewal.

2. AWARD

Award will be **ALL OR NONE** to the lowest responsive, responsible bidder(s). Bidders must bid on all items to be considered for award. The City reserves the right to reject any or all bids. ALL awards are subject to the availability of funds.

3. TERM OF AGREEMENT

This agreement term 03/02/2023 to 03/01/2024.

4. MINIMUM REQUIREMENTS

Bidders should submit or comply with the following requirement: failure to submit proof of this requirement may be grounds for rejection:

a. Contractor must be an authorized Cisco Partner.

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 are fixed.

7. DELIVERY

Jacksonville Sheriff's Office, 501 E. Bay Street, Jacksonville, Florida 32202. 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. Inside delivery ONLY and if on pallets, must be broken down for delivery.

8. ESCALATION/DE-ESCALATION

All pricing submitted shall remain firm for the initial term period. Upon renewal (if applicable), a 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, set-up, tear-down, and all labor charges to the delivery

location when needed.

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 supplies/services are delivered and/or rendered to the City of Jacksonville or its agencies. At a minimum, invoices must include; purchase order number or contract 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. 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

ANNUAL NETMOTION WIRELESS MAINTENANCE RENEWAL

Vendor MUST be an authorized dealer/reseller/distributer of equipment/software.

Detailed Technical Specifications:

- NetMotion Complete – Conversion License (renewal) Part #NMCOMPCONRNW
  Full access to the Netmotion Platform and all its features. Powering Security, Visibility, and connectivity use – cases. Includes the software defined perimeter (SDP), Enterprise VPN and Experience monitoring solutions. Coverage Dates: March 2, 2023 – March 1, 2024

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ONE CITY. ONE JACKSONVILLE.

City of Jacksonville, Florida

Lenny Curry, Mayor

Procurement Division
www.coj.net

ADDENDUM NO.: **ONE (1)**

BID NUMBER: **XF-0285-23**

TITLE OF BID: **ANNUAL NETMOTION WIRELESS MAINTENANCE RENEWAL**

CLOSING DATE AND TIME: **JANUARY 25, 2023 @ 2:00 P.M.**

THIS ADDENDUM IS ISSUED TO PROVIDE RESPONSES TO BIDDERS QUESTIONS AS WELL AS TO PROVIDE ADDITIONAL INFORMATION FOR THE ABOVE TITLED PROJECT.

Question #1: The provided vendor pricing from the publisher covers 12-Months. Your bid is asking for 1-Month Pricing. We need the term to match the vendor term. Please advise.

ANSWER: Please see attached **Revised Bid Proposal Form.**

DATE January 11, 2023 **ANALYST** *Olive Wallace-Cohen*

RECEIPT ACKNOWLEDGED BY RETURN OF SIGNED COPY WITH BID.

Bidder's Signature

Title

Company

Date

City of Jacksonville, Florida
Lenny Curry, Mayor
Procurement Division
www.coj.net

ONE CITY. ONE JACKSONVILLE.

XF-0285-23

Bid Proposal Form - Revised

Vendor MUST be an authorized dealer/reseller/distributer of equipment/software.

	Qty		Price Each	Extended Price
Line Item # 1	2910	**NetMotion Complete – Conversion License (renewal) (12 Month) – 1 Device - Part #NMCOMPCONRNW**	$_____	$_____
			Grand Total	$_____

- **Please use this Revised Form for submitting your bid proposal**

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PROCUREMENT DIVISION

NOTIFICATION OF RECOMMENDED BID REJECTION

Date: February 03, 2023

Via Email: vCloud Tech Inc. – vcloud@vcloudtech.com

Bidder's Name: VCLOUD TECH INC.

Address: 609 Deep Valley Drive Suite 200, Rolling Hills Estate, CA 90274

Contact Name: Muhammad Khan

Bid No: XF-0285-23

Title: ANNUAL NETMOTION WIRELESS MAINTENANCE RENEWAL

Date Opened: January 25, 2023

REASON FOR RECOMMENDED BID REJECTION: Bid submitted for the referenced solicitation is hereby being rejected for not utilizing the Revised Bid Proposal Form or acknowledging Addendum #1.

If you wish to protest the recommended rejection of this bid, please respond in accordance with the City of Jacksonville's bid protest procedures and email a copy to the City Purchasing Analyst associated with the protested bid.

NOTE: This intended action is only a recommendation to the appropriate Awarding Authority. The authority recommending award for this bid is the General Government Awards Committee scheduled for **Thursday, February 09, 2023 at 1:00 p.m.**

Purchasing Analyst's Signature: _____
Olive Wallace Cohen, Purchasing Analyst

Wallace Cohen, Olive

From: Wallace Cohen, Olive
Sent: Friday, February 3, 2023 3:01 PM
To: vcloud@vcloudtech.com
Subject: XF-0285-23 - ANNUAL NETMOTION WIRELESS MAINTENANCE RENEWAL
Attachments: XF-0285-23 Bid Rejection -VCLOUD TECH INC.pdf

Good day:

Please see attached notification for your information and files.

Best Regards,

Olive Wallace-Cohen
Purchasing Analyst
214 N. Hogan Street (8th Floor)
Jacksonville, FL 32202
Phone: 904-255-8816
E-mail: OWCohen@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."

Please click on the links below for any of the following for Bids and Awards:

For Bidding Opportunities: COJ.net - Bidding Opportunities (Including Capital Improvement and Design/Build)

For COJ weekly award intentions: COJ.net - Agendas and Minutes

For bid award information: Procurement Division (coj.net)

For Public Records: COJ Public Records (govqa.us)