SUBJECT: CISCO EQUIPMENT AND TRADE-IN ITEMS

BID #: XF-0376-18 **OPEN DATE: 2018-01-10**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: SUPPLY CONTRACT – 12 MONTHS FROM DATE OF AWARD

AGENCY: INFORMATION TECHNOLOGIES DIVISION

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

NUMBER OF BIDS INVITED: 7 **NUMBER RECEIVED:** 5 **OTHER:** 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Subject bid was awarded on 2/1/18 to Synergy Telecom, Inc. in the amount of $203,697.78.

Recommend approval to rescind the award to Synergy Telecom, Inc. due to vendor submitting pricing for refurbished equipment instead of new equipment for items 1 through 11, as specified in the bid documents.

Recommend approval to reject, AGC Networks, Inc. due to vendor not honoring the Trade-In pricing submitted. Recommend approval to reject, Netsync Network Solutions due to vendor not submitting pricing on the revised bid proposal form and not acknowledging addendums one through three. Recommend approval to reject Softchoice Corporation for not submitting Trade-In pricing on the bid proposal forms provided.

Presidio Network Solutions, LLC., failed to acknowledge Addendum three for subject bid, Procurement has received and requests to accept and waive the technicality as a minor irregularity.

Accordingly, recommend approval of award to lowest responsive, responsible bidder: Presidio Network Solutions, LLC., in the amount of $274,177.51. Period of service will remain unchanged at twelve (12) months from date of award.

Funding for this award to be encumbered by account AFIT537-06427, to be executed by purchase order(s).

Attachments: Recommendation Memo, Bid Tabulation Sheets, Terms and Conditions, Vendor Emails, Rescission and Rejection Letters, Previous Award

ANALYST: _____ **RESPECTFULLY SUBMITTED:** _____
CHELSEY FLEMING GREGORY PEASE, CHIEF
PROCUREMENT DIVISION

CONCURRENCE BY: Kenneth Lathrop, Chief of Information Technologies / 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

February 23, 2018

TO: Greg Pease, Chief of Procurement Division

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

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

SUBJECT: **XF-0376-18 CISCO EQUIPMENT AND TRADE-IN ITEMS – RESCIND, REJECT and AWARD**

ITD Management submitted an RFP to Procurement Division for solicitation of Cisco Equipment and Trade-In Items on Bid # XF-0376-18. Procurement Division provided the Bid tabulation analysis for the Bid which opened on January 10, 2018 for ITD review.

Procurement Division previously awarded the bid to the lowest responsive, responsible bidder with a total bid award amount of $203,697.78. The total award amount included the Trade-In Equipment value of $430.00 as shown on Tab Sheet 2 of the Tabulation spreadsheet.

ITD Management requests to rescind award to Synergy Telecom, Inc. amount awarded $203,697.78. Vendor bid response was based on bidding all refurbished items for items 1 through 11. RFP required all items 1 through 11 must be new. Synergy Telecom Inc. did not reference RFP bid specifications.

In addition, ITD Management recommends rejecting AGC Networks, LLC award in the amount of $261,730.84 as vendor would not honor their Trade-In item amount of $1,725.00 due to Trade-In values changing in the past month.

ITD Management recommends rejecting Netsync Network Solutions for not submitting pricing on the revised bid proposal form and not acknowledging the addendums. Also, rejecting Softchoice Corporation for not bidding on the Trade-In items as specified in the terms and conditions. **ITD Management recommends awarding bid to Presidio Networked Solutions, LLC in the amount of $274,177.51.** Funding source will be Index Code: AFIT537 Sub Object: 06427.

Attachment: Bid Tabulation Sheet

Thank you for your consideration of this request.

Cc: Robert Gray, Technology Infrastructure Manager
Michael Rooney, Network and Telecom Infrastructure Manager

FINANCE AND ADMINISTRATION DEPARTMENT
214 N. Hogan St. 9th Floor | Jacksonville, FL 32202 | Phone: 904.255.8000 | Fax: 904.232.6932

Title: Cisco Equipment & Trade-In Items
Bid # XF-0376-18
Bid Date: 1/10/18
Buyer: Chelsey Fleming
No. Invited: 7 **No. Received:** 5 **No Bids:** 0
1/10/2018
Date
Recorded By: John Hernandez

ITEM	MODEL #	Est. QTY	EQUIP MUST BE	UoM	Presidio Networked Solutions, LLC UNIT PRICE	Presidio EXTENDED TOTAL	Synergy Telcom, Inc. UNIT PRICE	Synergy EXTENDED TOTAL	Netsync Network Solutions UNIT PRICE	Netsync EXTENDED TOTAL	AGC NETWORKS, LLC. UNIT PRICE	AGC EXTENDED TOTAL	Softchoice Corporation UNIT PRICE	Softchoice EXTENDED TOTAL
NEW AND/OR REFURBISHED EQUIPMENT														
1	C2960X-STACK	22	NEW	EA	$597.50	$13,145.00	$416.50	$9,163.00	$609.45	$13,407.90	$649.00	$14,278.00	$561.65	$12,356.30
2	CAB-STK-E-1M	12	NEW	EA	$54.00	$648.00	$71.40	$856.80	$58.00	$696.00	$125.00	$1,500.00	$108.00	$1,296.00
3	PWR-C1-350WAC	4	NEW	EA	$351.00	$1,404.00	$297.49	$1,189.96	INCLUDED	INCLUDED	$400.00	$1,600.00	$351.00	$1,404.00
4	PWR-C2-1025WAC	34	NEW	EA	$972.00	$33,048.00	$773.50	$26,299.00	$841.00	$28,594.00	$1,099.00	$37,366.00	$972.00	$33,048.00
5	WS-C2960X-24PS-L	18	NEW	EA	$1,373.85	$24,729.30	$1,428.00	$25,704.00	$1,565.55	$28,179.90	$1,549.00	$27,882.00	$1,437.75	$25,879.50
6	WS-C2960XR-48FPS-I	17	NEW	EA	$5,235.30	$89,000.10	$3,213.00	$54,621.00	$5,623.10	$95,592.70	$5,849.00	$99,433.00	$5,235.30	$89,000.10
7	WS-C3850-24S-E	2	NEW	EA	$10,526.40	$21,052.80	$10,412.49	$20,824.98	$12,729.60	$25,459.20	$12,500.00	$25,000.00	$11,750.40	$23,500.80
8	ST-LC MM 3meter Patch Cable 62.5/125	43	NEW	EA	$12.17	$523.31	$20.23	$869.89	$15.00	$645.00	$27.99	$1,203.57	$11.93	$512.99
9	ST-LC MM 1meter Patch Cable 62.5/125	30	NEW	EA	$11.36	$340.80	$17.85	$535.50	$15.00	$450.00	$25.99	$779.70	$10.41	$312.30
10	ST-LC MM 5meter Patch Cable 62.5/125 = 43	43	NEW	EA	$17.10	$735.30	$23.80	$1,023.40	$20.00	$860.00	$37.99	$1,633.57	$16.78	$721.54
11	GLC-SX-MM 1000BASE-SX SFP	125	NEW	EA	$270.00	$33,750.00	$148.75	$18,593.75	$290.00	$36,250.00	$150.00	$18,750.00	$270.00	$33,750.00
12	*AIR-AP2702I-UXK9: Dual-band, controller-based 802.11a/g/n/ac	83	NEW	EA	$672.30	$55,800.90	$535.50	$44,446.50	$722.10	$59,934.30	$0.00	$0.00	$585.15	$48,567.45
			REFURB		$0.00	$0.00	$0.00	$0.00	$381.06	$31,627.98	$410.00	$34,030.00	$0.00	$0.00
	NEW EQUIPMENT TOTAL:				**$274,177.51**		**$204,127.78**		**$261,762.68**		**$263,455.84**		**$270,348.98**	
	TERMS:				NOT STATED		NOT STATED		NOT STATED		NOT STATED		NET30	
	DELIVERY:				10 BUSINESS DAYS		7 BUSINESS DAYS		30 BUSINESS DAYS		NOT STATED		7-14 BUSINESS DAYS	
	SIGNED BID FORM:				YES		YES		YES		YES		YES	
	CONFLICT OF INTEREST:				YES		YES		YES		YES		YES	
	ADDENDUMS			3	1 & 2 ONLY		1 & 2 ONLY		NO		YES		YES	
	NOTES:						Difference in total pricing due to adjustment by Unit Pricing, "In case of error in extension of prices in the bid, the unit price will govern."						Difference in total pricing due to adjustment by Unit Pricing, "In case of error in extension of prices in the bid, the unit price will govern."	

Title: Cisco Equipment & Trade-In Items
Bid # XF-0376-18
Bid Date: 1/10/18
Buyer: Chelsey Fleming
No. Invited: 7 No. Received: 5 No Bids: 1/10/2018 Date
Recorded By: John Hernandez

ITEM	MODEL #	SERIAL #	QTY	UoM	Presidio Networked Solutions, LLC UNIT PRICE	Presidio Networked Solutions, LLC EXTENDED TOTAL	Synergy Telcom, Inc. UNIT PRICE	Synergy Telcom, Inc. EXTENDED TOTAL	Netsync Network Solutions UNIT PRICE	Netsync Network Solutions EXTENDED TOTAL	AGC NETWORKS, LLC. UNIT PRICE	AGC NETWORKS, LLC. EXTENDED TOTAL	Softchoice Corporation UNIT PRICE	Softchoice Corporation EXTENDED TOTAL
TRADE-IN ITEMS														
13	375024PS	FDO1338Y1JW	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
14	375024PS	FDO1339X2JE	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
15	296024PC	FOC1341W1SN	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
16	296024PC	FOC1341W1TP	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
17	296024PC	FOC1341W1SQ	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
18	296024PC	FOC1341W1S9	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
19	296024	FCQ1541X0AG	1	EA	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
20	375024PS	FDO1339X2FR	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
21	375024PS	FDO1339X2HL	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
22	375024PS	FDO1339X2HR	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
23	375024PS	FDO1339X2J3	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
24	296024PC	FOC1341W1T9	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
25	375024PS	FDO1339X2HM	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
26	375024PS	FDO1339X2J0	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
27	296024PC	FOC1341W1TG	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
28	375024PS	FDO1339X2H7	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
29	375024PS	FDO1339X2HA	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
30	296024PC	FOC1341W1SG	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
31	296024PC	FOC1341W1U9	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
32	375024PS	FDO1339X2HK	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
33	375024PS	FDO1339X2HQ	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
34	296024PC	FOC1341W1T0	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
35	296024PC	FOC1341W1S1	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
36	375024PS	FDO1339X2H5	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
37	375024PS	FDO1339X2HN	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
38	296024PC	FOC1340Z123	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
39	375024PS	FDO1339X2GF	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
40	375024PS	FDO1339X2HB	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID

Title: Cisco Equipment & Trade-In Items
Bid # XF-0376-18
Bid Date: 1/10/18
Buyer: Chelsey Fleming
No. Invited: 7 No. Received: 5 No Bids: 1/10/2018 Date
Recorded By: John Hernandez

ITEM	MODEL #	SERIAL #	QTY	UoM	Presidio Networked Solutions, LLC UNIT PRICE	Presidio Networked Solutions, LLC EXTENDED TOTAL	Synergy Telcom, Inc. UNIT PRICE	Synergy Telcom, Inc. EXTENDED TOTAL	Netsync Network Solutions UNIT PRICE	Netsync Network Solutions EXTENDED TOTAL	AGC NETWORKS, LLC. UNIT PRICE	AGC NETWORKS, LLC. EXTENDED TOTAL	Softchoice Corporation UNIT PRICE	Softchoice Corporation EXTENDED TOTAL
TRADE-IN ITEMS														
41	296024PC	FOC1341W1T7	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
42	375024PS	FDO1338Y1JM	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
43	375024PS	FDO1339X2H8	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
44	296024PC	FOC1341W1UP	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
45	296024PC	FOC1341W1US	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
46	375024PS	FDO1338Y1JY	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
47	375024PS	FDO1339X2FU	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
48	296024PC	FOC1341W1TQ	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
49	375024PS	FDO1339X2GE	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
50	375024PS	FDO1339X2HU	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
51	296024PC	FOC1341W1SA	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
52	296024PC	FOC1340W12P	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
53	296024PC	FOC1341W1TA	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
54	296024PC	FOC1341W1S3	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
55	375024PS	FDO1339X2H9	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
56	375024PS	FDO1339X2HS	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
57	296024PC	FOC1341W1TC	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
58	296024PC	FOC1341W1UH	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
59	375024PS	FDO1338Y1JP	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
60	375024PS	FDO1339X2HZ	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
61	375024PS	FDO1338Y1JZ	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
62	375024PS	FDO1339X2J2	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
63	296024PC	FOC1341W1T6	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
64	375024PS	FDO1339X2FW	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
65	375024PS	FDO1339X2HC	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
66	296024PC	FOC1340Z11L	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
67	296024PC	FOC1341W1UC	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID

Title: Cisco Equipment & Trade-In Items
Bid # XF-0376-18
Bid Date: 1/10/18
Buyer: Chelsey Fleming
No. Invited: 7 No. Received: 5 No Bids: 1/10/2018 Date
Recorded By: John Hernandez

ITEM	MODEL #	SERIAL #	QTY	UoM	Presidio Networked Solutions, LLC UNIT PRICE	Presidio EXTENDED TOTAL	Synergy Telcom, Inc. UNIT PRICE	Synergy EXTENDED TOTAL	Netsync Network Solutions UNIT PRICE	Netsync EXTENDED TOTAL	AGC NETWORKS, LLC. UNIT PRICE	AGC EXTENDED TOTAL	Softchoice Corporation UNIT PRICE	Softchoice EXTENDED TOTAL
TRADE-IN ITEMS														
68	3750Ge12Sfp	FDO1340X17L	1	EA	$0.00	$0.00	$40.00	$40.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
69	3750Ge12Sfp	FDO1340X17P	1	EA	$0.00	$0.00	$40.00	$40.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
70	2960G24	FOC1341X2EG	1	EA	$0.00	$0.00	$25.00	$25.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
71	2960G25	FOC1341X2EJ	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
72	375024PS	FDO1339X2EN	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
73	375024PS	FDO1339X2HE	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
74	296024PC	FOC1341W1U4	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
75	296024PC	FOC1341W1UW	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
76	296024PC	FOC1341W1TE	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
77	296024PC	FOC1341W0RJ	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
78	375024PS	FDO1339X2F0	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
79	375024PS	FDO1339X2J4	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
80	296024PC	FOC1341W1UN	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
81	296024PC	FOC1341W1RX	1	EA	$0.00	$0.00	$5.00	$5.00	$0.00	$0.00	$25.00	$25.00	NO BID	NO BID
				TRADE-IN TOTAL:	$0.00		$430.00		$0.00		$1,725.00		$0.00	
				TERMS:	NOT STATED		NOT STATED		NOT STATED		NOT STATED		NET30	
				DELIVERY:	10 BUSINESS DAYS		7 BUSINESS DAYS		30 BUSINESS DAYS		NOT STATED		7-14 BUSINESS DAYS	
				SIGNED BID FORM:	YES		YES		YES		YES		YES	
				CONFLICT OF INTEREST:	YES		YES		YES		YES		YES	
				ADDENDUMS 3	1 & 2 ONLY		1 & 2 ONLY		NO		YES		YES	
				NOTES:							Difference in total pricing due to adjustment by Unit Pricing, "In case of error in extension of prices in the bid, the unit price will govern."			

Title: Cisco Equipment & Trade-In Items Bid # XF-0376-18 Bid Date: 1/10/18 Buyer: Chelsey Fleming No. Invited: 7 No. Received: 5 No Bids: 0 Recorded By: John Hernandez 1/10/2018 Date	PRESIDIO NETWORKED SOLUTIONS, LLC	Synergy Telcom, Inc.	Netsync Network Solutions	AGC NETWORKS, LLC.	Softchoice Corporation
NEW AND/OR REFURBISHED EQUIPMENT TOTAL:	$274,177.51	$204,127.78	$261,762.68	$263,455.84	$270,348.98
TRADE-IN TOTAL (SUBTRACT TOTAL):	$0.00	$430.00	NO BID	$1,725.00	NO BID
GRAND TOTAL:	$274,177.51	$203,697.78	$261,762.68	$261,730.84	$270,348.98
NOTES:		VENDOR IS REJECTED FOR SUBMITTING REFURBISHED EQUIPMENT FOR ITEMS 1-11	VENDOR IS REJECTED FOR NOT SUBMITTING PRICING ON THE REVISED BID PROPOSAL FORMS & NOT ACKNOWLEDGING ADDENDUMS	VENDOR IS REJECTED FOR NOT HONORING PRICING SUBMITTED FOR THE TRADE-IN ITEMS	VENDOR IS REJECTED FOR NOT SUBMITTING PRICING FOR ALL ITEMS - SPECIFICALLY THE TRADE-IN ITEMS

TERMS AND CONDITIONS
CISCO EQUIPMENT AND TRADE-IN ITEMS

1. SCOPE

The City of Jacksonville, Information Technologies Division is currently accepting bids to obtain source(s) of supply for the item(s) / service(s) 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 item(s) / service(s) and to obtain pricing commitments for **Cisco Equipment and Trade-In Items** as listed in the bid documents to include warranty as specified.

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 will be a twelve (12) month term from date of award.

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 must be an authorized Cisco Certified Reseller with one of the following Cisco Certifications: Select, Premier, Silver, or Gold. Vendor must provide proof of valid and in good standing certification.
b. Equipment must be Cisco Certified. Vendor must provide confirmation that all equipment quoted will be Cisco certified.
c. Equipment must be New and or Cisco Certified Refurbished Equipment (CCRE) as specified on the Bid Proposal Form. Vendor must provide confirmation that all equipment quoted will be New and or Cisco Certified Refurbished Equipment (CCRE).

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

Information Technologies Division, 214 North Hogan Street, 9th Floor, Jacksonville, Florida 32202. ITD Contact Network Infrastructure Manager. 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.

Delivery of all equipment to the City of Jacksonville must take place within 14 business days of receipt

of the Purchase Order.

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, 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.

Fleming, Chelsey

From: Ossi, Thomas
Sent: Thursday, February 22, 2018 4:09 PM
To: Fleming, Chelsey
Cc: Rooney, Michael
Subject: FW: XF-0376-18 Question
Attachments: 2018 W9 Form.pdf

Importance: High

Can you send me the email trail from Synergy regarding their submission of refurbished equipment instead of new?

From: Fleming, Chelsey
Sent: Thursday, February 15, 2018 3:16 PM
To: Rooney, Michael; Ossi, Thomas
Subject: FW: XF-0376-18 Cisco Equipment & Trade-In Items

Michael & Tom,

From: Lisa Gemmer [mailto:lisa.gemmer@synergy-tel.com]
Sent: Friday, February 09, 2018 2:58 PM
To: Lisa Gemmer; Rooney, Michael
Cc: Gray, Robert; Ossi, Thomas
Subject: RE: XF-0376-18 Question

Thank you for your patience and I am so glad we double checked.

Confirmed, Synergy has quoted Cisco Remanufactured Certified equipment. Synergy did reference bid spec page 18 listing new and refurbished and assumed both were acceptable and carried that pricing down on all line items 1 through 12.

Aware of the City's time crunch and desire to save money, Synergy can still assist if acceptable and meets and fulfills your requirements.

If its decided to go another route, I totally understand and hope to be able to help the City of Jacksonville on its next solicitation or any upcoming needs along the way.

All My Best,

Lisa K. Gemmer
National Account Manager
lisa.gemmer@synergy-tel.com
P: (800) 201-7590, (317) 713-1652 ext. 201
F: (317) 713-1658
Synergy Telcom Inc.
8222 Indy Lane, Indianapolis, IN 46214

Fleming, Chelsey

From: Bill Leonard <Bill.Leonard@AGCNETWORKS.COM>
Sent: Wednesday, February 14, 2018 2:10 PM
To: Fleming, Chelsey; Ben Hill
Subject: RE: XF-0376-18 Cisco Equipment & Trade-In Items

Importance: High

Chelsey,

We apologize for the little delay... but we had to validate the trade-in values, due to how much that market changes on a daily bases.

1. XF-0376-18 Cisco Equipment AGC Networks: can confirm we are still GOOD for our items 1-11(even for item 12)
2. XF-0376-18 Cisco Equipment AGC Networks: due to trade-in values changing in the past month, we are NOT GOOD for the ALL ITEMS.

If you have any questions please do not hesitate to contact Ben or myself.

Thank you for the opportunity,

Bill Leonard

Bill Leonard| Account Executive
AGC Networks Inc | An Essar Enterprise
7970 Bayberry Rd Suite 5, Jacksonville, Florida, 32256 | USA
T: +1 (904) 400-4518 | Ext.
E: bill.leonard@agcnetworks.com | www.agcnetworks.com

From: Fleming, Chelsey [mailto:CFleming@coj.net]
Sent: Tuesday, February 13, 2018 9:15 AM
To: Bill Leonard; Ben Hill
Subject: RE: XF-0376-18 Cisco Equipment & Trade-In Items

Good morning,

Below are the clarified questions:

1 XF-0376-18 Cisco Equipment & Trade-In: is to confirm that AGC Networks' submitted pricing for New equipment (not refurbished) as specified for items 1-11?
2 XF-0376-18 Cisco Equipment & Trade-In Items: is to confirm AGC Networks' pricing is still good for ALL ITEMS (including Trade-In items)?

Thank you,
Chelsey Fleming
Purchasing Analyst
Procurement Division

ONE CITY. ONE JACKSONVILLE.

City of Jacksonville, Florida

Lenny Curry, Mayor

Procurement Division
Ed Ball Building
214 N. Hogan Street, Suite 800
Jacksonville, Florida 32202

February 26, 2018

8222 Indy Lane
Indianapolis, IN 46214

NOTIFICATION OF FORMAL BID RESCISSION

BIDDERS' NAME: Synergy Telecom, Inc.

CONTACT NAME: Lisa Gemmer

BID NUMBER: XF-0376-18

NAME OF BID: Cisco Equipment and Trade-In Items

DATE OPENED: January 10, 2018

REASON FOR RESCISSION:

Rescission due to vendor submitting pricing for refurbished equipment on items one (1) through (11) that specify in the bid documents that the equipment must be new.

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 ANALYST/BUYER, AT CFLEMING@COJ.NET.

ANALYST'S SIGNATURE: _____
CHELSEY FLEMING

Fleming, Chelsey

From: Fleming, Chelsey
Sent: Monday, February 26, 2018 8:19 AM
To: 'Lisa Gemmer'
Subject: XF-0376-18 Cisco Equipment & Trade-In Items - Rescission Notification
Attachments: Synergy Notification.pdf

Please see the attached award rescission notification for subject bid.

Chelsey Fleming
Purchasing Analyst
Procurement Division
City of Jacksonville
cfleming@coj.net
Direct 904.255.8826

CITY OF JACKSONVILLE

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City of Jacksonville, Florida

Lenny Curry, Mayor

Procurement Division
Ed Ball Building
214 N. Hogan Street, Suite 800
Jacksonville, Florida 32202

February 26, 2018

314 W Superior St. Ste. 400
Chicago, IL 60654

NOTIFICATION OF FORMAL BID REJECTION

BIDDERS' NAME: Softchoice Corporation

CONTACT NAME: David Butkiewicz

BID NUMBER: XF-0376-18

NAME OF BID: Cisco Equipment & Trade-In Items

DATE OPENED: January 10, 2018

REASON FOR REJECTION:

Vendor is being rejected for not submitting Trade-In pricing on the bid proposal forms provided.

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 ANALYST/BUYER, AT CFLEMING@COJ.NET.

ANALYST'S SIGNATURE: _____
CHELSEY FLEMING

Fleming, Chelsey

From: Fleming, Chelsey
Sent: Monday, February 26, 2018 8:20 AM
To: 'david.butkiewicz@softchoice.com'
Subject: XF-0376-18 Cisco Equipment & Trade-In Items
Attachments: Softchoice Notification.pdf

Please see the attached rejection notification for subject bid.

Chelsey Fleming
Purchasing Analyst
Procurement Division
City of Jacksonville
cfleming@coj.net
Direct 904.255.8826

CITY OF JACKSONVILLE

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City of Jacksonville, Florida

Lenny Curry, Mayor

Procurement Division
Ed Ball Building
214 N. Hogan Street, Suite 800
Jacksonville, Florida 32202

February 26, 2018

2304 Tarpley Ste. 114
Carrollton, TX 75006

NOTIFICATION OF FORMAL BID REJECTION

BIDDERS' NAME: Netsync Network Solutions

CONTACT NAME: Cory Hopf

BID NUMBER: XF-0376-18

NAME OF BID: Cisco Equipment & Trade-In Items

DATE OPENED: January 10, 2018

REASON FOR REJECTION:

Vendor is being rejected for not submitting pricing on the revised bid proposal form issued in addendum two and not acknowledging addendums one (1) through three(3).

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 ANALYST/BUYER, AT CFLEMING@COJ.NET.

ANALYST'S SIGNATURE: _____

CHELSEY FLEMING

Fleming, Chelsey

From: Fleming, Chelsey
Sent: Monday, February 26, 2018 8:21 AM
To: 'Cory Hopf'
Subject: XF-0376-18 Cisco Equipment & Trade-In Items
Attachments: Netsync Notification.pdf

Please see the attached rejection notification for subject bid.

Chelsey Fleming
Purchasing Analyst
Procurement Division
City of Jacksonville
cfleming@coj.net
Direct 904.255.8826

CITY OF JACKSONVILLE

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City of Jacksonville, Florida

Lenny Curry, Mayor

Procurement Division
Ed Ball Building
214 N. Hogan Street, Suite 800
Jacksonville, Florida 32202

February 26, 2018

7970 Bayberry Rd Ste 5
Jacksonville, FL 32256

NOTIFICATION OF FORMAL BID REJECTION

BIDDERS' NAME: AGC Networks, LLC.

CONTACT NAME: Bill Leonard

BID NUMBER: XF-0376-18

NAME OF BID: Cisco Equipment & Trade-In Items

DATE OPENED: January 10, 2018

REASON FOR REJECTION:

Vendor is being rejected for not honoring Trade-In pricing submitted in bid response.

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 ANALYST/BUYER, AT CFLEMING@COJ.NET.

ANALYST'S SIGNATURE: _____

CHELSEY FLEMING

Fleming, Chelsey

From: Fleming, Chelsey
Sent: Monday, February 26, 2018 8:21 AM
To: 'Bill Leonard'
Subject: XF-0376-18 Cisco Equipment & Trade-In Items
Attachments: AGC Notification.pdf

Please see the attached rejection notification for subject bid.

Chelsey Fleming
Purchasing Analyst
Procurement Division
City of Jacksonville
cfleming@coj.net
Direct 904.255.8826

CITY OF JACKSONVILLE

SUBJECT: CISCO EQUIPMENT AND TRADE-IN ITEMS

BID #: XF-0376-18 **OPEN DATE: 2018-01-10**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: SUPPLY CONTRACT – 12 MONTHS FROM DATE OF AWARD

AGENCY: INFORMATION TECHNOLOGIES DIVISION

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

NUMBER OF BIDS INVITED: 7 **NUMBER RECEIVED:** 5 **OTHER:** 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Synergy Telecom, Inc. failed to acknowledge Addendum three for subject bid, Procurement has received and requests to accept and waive the technicality as a minor irregularity.

Recommend approval of award to the lowest responsive, responsible bidder, Synergy Telecom, Inc., for the purchase of Cisco equipment and trade-in items for the Information Technologies Division. Period of service will be twelve (12) months from date of award. Total not-to-exceed award amount of $203,697.78.

Funding for this award to be encumbered by accounts:
AFIT537-06427 - $147,659.49
AFIT537-05229 - $56,038.29
To be executed by purchase order(s).

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

ANALYST: CHELSEY FLEMING

RESPECTFULLY SUBMITTED: For - GREGORY PEASE, CHIEF PROCUREMENT DIVISION

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

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

MEMBERS APPROVING 3 MEMBERS DISAPPROVING Ø DATE: 02/01/18

Teresa R Eikner

OTHER:

ACTION OF AWARDING AUTHORITY DATE 2/01/18

APPROVED DISAPPROVED

OTHER

SIGNATURE OF AUTHENTICATION

Sam E. Mousa
Chief Administrative Officer
For: Mayor Lenny Curry
Under Authority of:
Executive Order No. 2015-05