SUBJECT: NEW CISCO EQUIPMENT

BID #: SC-0398-18 **OPEN DATE: 2018-02-07**

GENERAL GOVERNMENT AWARDS COMMITTEE

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

AGENCY: INFORMATION TECHNOLOGIES DIVISION

BASIS OF AWARD: LOWEST RESPONSIVE, RESPONSIBLE BIDDER

NUMBER OF BIDS INVITED: 8 **NUMBER RECEIVED:** 15 **OTHER:** 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval of award to the lowest responsive, responsible bidder, Presidio Networked Solutions, LLC, for new Cisco equipment. Period of service will be twelve (12) months from date of award. Total award expenditure not-to-exceed $158,766.96.

Funding for this award to be encumbered by account AFIT53A-069427-ITC001-02, to be executed by purchase order(s).

Attachments: Recommendation Memo, Bid Tabulation Sheet, Terms and Conditions

Analyst: _____ CHELSEY FLEMING

RESPECTFULLY SUBMITTED: _____ GREGORY PEASE, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: Kenneth Lathrop, Chief of Information Technologies Division

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(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

02/22/18 10:59:34
Procurement Division

February 16, 2018

TO: Greg Pease, Chief of Procurement Division

JSP 2/20/18 **THRU:** Kenneth E. Lathrop, Chief of Information Technologies / CIO Kenneth E. Lathrop

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

SUBJECT: **SC-0398-18 New Cisco Equipment**

Information Technologies Division (ITD) Management submitted an RFP to Procurement Division for solicitation of New Cisco Equipment on Bid # SC-0398-18.

Procurement Division scheduled the bid date for February 7, 2018. Procurement Division provided the bid tabulation sheets showing the number of received bids (15) and zero no bids.

ITD Management recommends awarding the bid to the lowest, responsive responsible bidder Presidio Networked Solutions, LLC.

VENDOR	TOTAL AWARD AMOUNT
Presidio Networked Solutions, LLC	$158,766.96

The total award amount not to exceed $158,766.96.

Funding source will be Index Code: AFIT53A – Sub Object 069427 ITC001-02.

Thank you for your consideration of this request.

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

Title: **New Cisco Equipment**
Bid # **SC-0398-18**
Bid Date: **2/7/18**
Buyer: **Chelsey Fleming**
No. Invited: **8** No. Received: **15** No Bids: **0**
Recorded By: **John Hernandez** 2/7/2018 Date

ITEM	CISCO PART #	DESCRIPTION	Est. QTY	UoM	CONVERGEONE, INC. UNIT PRICE	CONVERGEONE, INC. EXTENDED TOTAL	UNITED DATA TECHNOLOGIES UNIT PRICE	UNITED DATA TECHNOLOGIES EXTENDED TOTAL	SYNERGY TELECOM, INC. UNIT PRICE	SYNERGY TELECOM, INC. EXTENDED TOTAL	LUMBEE GROUP UNIT PRICE	LUMBEE GROUP EXTENDED TOTAL
1	CP-7841-K9	Cisco IP Phone 7841	1288	EA	$214.90	$276,791.20	$245.84	$316,641.92	$191.70	$246,909.60	$189.85	$244,526.80
2	CP-8851-K9	Cisco IP Phone 8851	12	EA	$362.10	$4,345.20	$421.46	$5,057.52	$372.69	$4,472.28	$362.85	$4,354.20
3	CP-BEKEM	8851/8861 KEM	14	EA	$288.50	$4,039.00	$327.04	$4,578.56	$296.94	$4,157.16	$286.65	$4,013.10
4	CP-7800-WMK	Wall Mount Kit for Cisco IP Phone 7800 Series	130	EA	$44.16	$5,740.80	$48.72	$6,333.60	$45.45	$5,908.50	$43.87	$5,703.10
				TOTAL:	$290,916.20		$332,611.60		$261,447.54		$258,597.20	
				TERMS:	NOT STATED		NET30		NET30		NOT STATED	
				DELIVERY:	NOT STATED		10 BUSINESS DAYS		18 BUSINESS DAYS		60 BUSINESS DAYS	
				CONFLICT OF INTEREST:	YES		YES		YES		YES	
				CISCO Certified Reseller w/ Select, Premier, Silver or Gold Certification:	YES		YES		YES		YES	
				ADDENDUMS 2	1 ONLY		YES		YES		YES	
				NOTES:	MADE EXCEPTIONS TO THE SUPPLEMENTAL CONDITIONS, INSURANCE & INDEMNIFICATION & TERMS AND CONDITIONS						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: **New Cisco Equipment**
Bid # **SC-0398-18**
Bid Date: **2/7/18**
Buyer: **Chelsey Fleming**
No. Invited: **8** No. Received: **15** No Bids: **0**
Recorded By: **John Hernandez** 2/7/2018 (Date)

ITEM	CISCO PART #	DESCRIPTION	Est. QTY	UoM	HOWARD TECHNOLOGY SOLUTIONS UNIT PRICE	HOWARD TECHNOLOGY SOLUTIONS EXTENDED TOTAL	SOFTCHOICE CORPORATION UNIT PRICE	SOFTCHOICE CORPORATION EXTENDED TOTAL	AIP US, LLC. UNIT PRICE	AIP US, LLC. EXTENDED TOTAL	AFGLOBAL COMMUNICATIONS, INC. DBA ACI SOLUTIONS, INC. UNIT PRICE	AFGLOBAL COMMUNICATIONS, INC. DBA ACI SOLUTIONS, INC. EXTENDED TOTAL
1	CP-7841-K9	Cisco IP Phone 7841	1288	EA	$241.00	$310,408.00	$181.72	$234,055.36	$178.85	$230,358.80	$183.90	$236,863.20
2	CP-8851-K9	Cisco IP Phone 8851	12	EA	$452.00	$5,424.00	$356.70	$4,280.40	$349.57	$4,194.84	$357.70	$4,292.40
3	CP-BEKEM	8851/8861 KEM	14	EA	$362.00	$5,068.00	$284.20	$3,978.80	$278.52	$3,899.28	$285.20	$3,992.80
4	CP-7800-WMK	Wall Mount Kit for Cisco IP Phone 7800 Series	130	EA	$69.00	$8,970.00	$43.50	$5,655.00	$42.63	$5,541.90	$44.60	$5,798.00
				TOTAL:	**$329,870.00**		**$247,969.56**		**$243,994.82**		**$250,946.40**	
				TERMS:	NOT STATED		NET 49.8		NOT STATED		NET30	
				DELIVERY:	NOT STATED		15-56 BUSINESS DAYS		15 BUSINESS DAYS		20 BUSINESS DAYS	
				CONFLICT OF INTEREST:	YES		YES		YES		YES	
				CISCO Certified Reseller w/ Select, Premier, Silver or Gold Certification:	YES		YES		YES		YES	
				ADDENDUMS 2	YES		YES		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: **New Cisco Equipment**
Bid # **SC-0398-18**
Bid Date: **2/7/18**
Buyer: **Chelsey Fleming**
No. Invited: **8** No. Received: **15** No Bids: **0**
Recorded By: **John Hernandez** 2/7/2018 Date

ITEM	CISCO PART #	DESCRIPTION	Est. QTY	UoM	ZONES, INC. UNIT PRICE	ZONES, INC. EXTENDED TOTAL	PRESIDIO NETWORKED SOLUTIONS, LLC. UNIT PRICE	PRESIDIO NETWORKED SOLUTIONS, LLC. EXTENDED TOTAL	OLD AMERICAN, INC. UNIT PRICE	OLD AMERICAN, INC. EXTENDED TOTAL	WORLD WIDE TECHNOLOGY, INC. UNIT PRICE	WORLD WIDE TECHNOLOGY, INC. EXTENDED TOTAL
1	CP-7841-K9	Cisco IP Phone 7841	1288	EA	$183.69	$236,592.72	$114.06	$146,909.28	$146.99	$189,323.12	$186.15	$239,761.20
2	CP-8851-K9	Cisco IP Phone 8851	12	EA	$359.02	$4,308.24	$192.19	$2,306.28	$248.00	$2,976.00	$362.85	$4,354.20
3	CP-BEKEM	8851/8861 KEM	14	EA	$286.05	$4,004.70	$281.75	$3,944.50	$197.96	$2,771.44	$289.10	$4,047.40
4	CP-7800-WMK	Wall Mount Kit for Cisco IP Phone 7800 Series	130	EA	$43.78	$5,691.40	$43.13	$5,606.90	$30.98	$4,027.40	$44.25	$5,752.50
				TOTAL:	$250,597.06		$158,766.96		$199,097.96		$253,915.30	
				TERMS:	NET30		NOT STATED		NET30		NET30	
				DELIVERY:	10-15 BUSINESS DAYS		20 BUSINESS DAYS		5 BUSINESS DAYS		30 BUSINESS DAYS	
				CONFLICT OF INTEREST:	YES		YES		YES		YES	
				CISCO Certified Reseller w/ Select, Premier, Silver or Gold Certification:	YES		YES		REGISTERED PARTNER ONLY		YES	
				ADDENDUMS 2	NOT PROVIDED		YES		YES		1 ONLY	
				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: **New Cisco Equipment**
Bid # **SC-0398-18**
Bid Date: **2/7/18**
Buyer: **Chelsey Fleming**
No. Invited: **8** No. Received: **15** No Bids: **0**
Recorded By: **John Hernandez** 2/7/2018 Date

ITEM	CISCO PART #	DESCRIPTION	Est. QTY	UoM	ADTELL INTEGRATION UNIT PRICE	ADTELL INTEGRATION EXTENDED TOTAL	FRONTIER COMMUNICATIONS UNIT PRICE	FRONTIER COMMUNICATIONS EXTENDED TOTAL	TILES IN STYLE, LLC DBA TAZA SUPPLIES UNIT PRICE	TILES IN STYLE, LLC DBA TAZA SUPPLIES EXTENDED TOTAL	UNIT PRICE	EXTENDED TOTAL
1	CP-7841-K9	Cisco IP Phone 7841	1288	EA	$223.40	$287,739.20	$188.09	$242,259.92	$152.50	$196,420.00		
2	CP-8851-K9	Cisco IP Phone 8851	12	EA	$434.82	$5,217.84	$367.27	$4,407.24	$252.54	$3,030.48		
3	CP-BEKEM	8851/8861 KEM	14	EA	$170.57	$2,387.98	$292.50	$4,095.00	$234.24	$3,279.36		
4	CP-7800-WMK	Wall Mount Kit for Cisco IP Phone 7800 Series	130	EA	$50.85	$6,610.50	$44.78	$5,821.40	$57.34	$7,454.20		
				TOTAL:	$301,955.52		$256,583.56		$210,184.04			
				TERMS:	NET15		NET30		NOT STATED			
				DELIVERY:	30 BUSINESS DAYS		10 BUSINESS DAYS		30 BUSINESS DAYS			
				CONFLICT OF INTEREST:	YES		YES		YES			
				CISCO Certified Reseller w/ Select, Premier, Silver or Gold Certification:	REGISTERED PARTNER ONLY		YES		NO			
				ADDENDUMS 2	NOT PROVIDED		1 ONLY		1 ONLY			
				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."					

TERMS AND CONDITIONS

NEW AND/OR REFURBISHED CISCO EQUIPMENT AND LICENSES

1. SCOPE

The Information Technologies Division of the City of Jacksonville, Florida 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 items and to obtain pricing commitments for the purchase of **NEW CISCO EQUIPMENT.**

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. New Equipment must be Cisco Certified. Vendor must provide confirmation that all new equipment quoted will be Cisco certified.

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 throughout the contract period and are subject to fluctuation in accordance with actual requirements. The City reserves the right to purchase more than the estimated quantities listed or not to make any purchase against this bid if it so deems necessary anytime during the contract period.

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 to the 9th floor storage area 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, 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
NEW CISCO EQUIPMENT

1. **SCOPE**

The Information Technologies Division is conducting a Cisco VoIP phone implementation project that spans across multiple locations throughout the City. The City intends to acquire new Cisco equipment.

2. **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. New Equipment must be Cisco Certified. Vendor must provide confirmation that all new equipment quoted will be Cisco certified.

3. **ADDITIONAL REQUIREMENTS**

a. All equipment quoted must include a warranty.

b. Warranty will be activated on date of delivery and acceptance to the City.

c. The 1288 Cisco IP Phone 7841 would be shipped in four (4) equal (322 phones) staggered deliveries. Deliveries will take place every 2 months.