SUBJECT: **VoIP NEW CISCO EQUIPMENT AND LICENSES**

BID #: SC-0260-19 OPEN DATE: **2018-11-07**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT:
SUPPLY CONTRACT – ONE YEAR FROM DATE OF AWARD, WITH OPTION TO PURCHASE ADDITIONAL EQUIPMENT AND LICENSES UNDER THE SAME PRICING FOR A 12 MONTH TERM.

AGENCY: **INFORMATION TECHNOLOGIES DIVISION**

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

NUMBER OF BIDS INVITED: 9 NUMBER RECEIVED: 2 OTHER: 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval of award to the lowest responsive, responsible bidder Presidio Networked Solutions, LLC, in the amount of $821,145.20 for the VoIP NEW CISCO EQUIPMENT AND LICENSES of Information Technologies Division. Period of service will be one year from the date of executed contract award.

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

Attachments: Recommendation Memo, Tabulation Results, 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

11/28/18 13:51:12
Procurement Division

November 28, 2018

TO: **Greg Pease, Chief of Procurement Division**

GP 11/28/18

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

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

SUBJECT: **SC-0260-19 VoIP New Cisco Equipment & Licenses**

Information Technologies Division submitted an RFP to Procurement Division for solicitation of VoIP New Cisco Equipment and Licenses Bid # SC-0260-19.

Procurement Division received three (3) vendor responses and zero (0) no bids open date November 7, 2018.

Procurement Division forwarded the bid tabulation sheet and the bid responses for the Information Technologies Division to review.

ITD Management recommends awarding the bid to Presidio Networked Solutions, LLC. as the lowest responsive, responsible bidder for the one (1) year total price per bid award amount of $821,145.20.

The term of this agreement will be for one year.

The following table details the responses received:

VENDOR	TOTAL AWARD AMOUNT
Presidio Networked Solutions, LLC	**$821,145.20**
Netsync Network Solutions, Inc.	$939,641.80
RoundTower	REJECTED

Funding Source: AFIT53A-ITC001-02 069427

Your favorable consideration of our request is greatly appreciated.
Attachment: Bid Tab Sheet

CC: **Michael Rooney, Network and Telecom Infrastructure Manager, ITD**

TERMS AND CONDITIONS
VoIP NEW 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 **VOIP NEW CISCO EQUIPMENT AND LICENSES.**

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. Award is subject to the availability of funds.

3. TERM OF AGREEMENT

This is a supply contract terms from date of approved award for a 12 month term. The City also reserves the option of purchasing additional equipment and licenses under the same pricing, terms and conditions for a 12 month term.

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 throughout the contract period and are subject to fluctuation in accordance with actual requirements. The City reserves the right to add or delete items, or increase the volume of services required, or not to make any purchase against this bid if it so deems necessary at any time during the contract period.

7. DELIVERY

Information Technologies Division, 214 North Hogan Street, 9th Floor, Jacksonville, Florida 32202. 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 to the 9th floor storage area 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 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. The awarded bidder is required to submit their insurance certificate within ten (10) days after notice of award.

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

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

Minimum Requirements:

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

Additional Requirements

- All equipment quoted must include a warranty.
- Warranty will be activated on date of delivery and acceptance to the City.
- The purchase is to be to the City of Jacksonville IT Division attention ITD Network Infrastructure Manager, within a MAXIMUM of 30 CALENDAR DAYS FROM THE DATE OF PURCHASE ORDER.

NOTE: **Bidders must bid on all items on the bid form to be considered for award.**

Bidders must bid and provide an amount on the bid form for the Trade-In Allowance for the City's Nortel Trade-In phones. The Trade-In is part of the bid requirements whereas the intent is to have a one Nortel phone replaced with one Cisco phone.

TITLE: VoIP New Cisco Equipment And Licenses
BID NO.: SC-0260-19
OPEN DATE: NOVEMBER 7, 2018 @ 2:00 PM
BUYER: MARLEEN DORAN
No. Invited: (9) No. Received (2) No Bids: (0)

ITEM NO.	DESCRIPTION	UNIT	QUANTITY	Presidio		RoundTower-REJECTED		Netsync Network Solutions	
				UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE
1	Cisco 7841 IP Phones CP-7841-K9=	2065	EA	$113.15	$233,654.75			$167.90	$346,713.50
2	Cisco 8851 IP Phones CP-8851-K9=	25	EA	$190.65	$4,766.25			$282.90	$7,072.50
3	Cisco 8851 KEM Modules CP-BKEM=	30	EA	$162.75	$4,882.50			$241.50	$7,245.00
4	Wall Mounts Kit for Cisco IP 7800 Series CP-7800-WMK=	100	EA	$24.80	$2,480.00			$36.80	$3,680.00
5	Modular 24 FXS Port VoIP Gateway VG310	3	EA	$3,267.00	$9,801.00			$2,732.40	$8,197.20
6	Modular 48 FXS Port VoIP Gateway VG320	6	EA	$6,534.00	$39,204.00			$5,464.80	$32,788.80
7	Cisco VG204XM Analog Phone Gateway 204XM	1	EA	$712.25	$712.25			$690.00	$690.00
8	Top Level SKU For 9.x/10.x User License-eDelivery R-UCL-UCM-LIC-K9	1	EA	$0.00	$0.00			$0.00	$0.00
9	UC Manager-11.x Enhanced Single User License LIC-CUCM-11X-ENH-A	2090	EA	$105.00	$219,450.00			$96.90	$201,894.00
10	SWSS UPGRADES UC MANAGER-11.x Enhanced Single User-Und CON-ECMU-LICXENHA	2090	EA	$28.05	$58,624.50			$37.00	$77,330.00
11	CUCM Software Version 11.5 CUCM-VERS-11.5	1	EA	$0.00	$0.00			$0.00	$0.00
12	UC Manager-11.x Essential User License LIC-CUCM-11X-ESS-A	300	EA	$20.00	$6,000.00			$18.40	$5,520.00
13	SWSS UPGRADES UC Manager-11.x Essential User License U CON-ECMU-LICMESSA	300	EA	$5.10	$1,530.00			$7.00	$2,100.00
14	Enable TURN Relay Option LIC-EXP-TURN	2	EA	$0.00	$0.00			$0.00	$0.00
15	UC Manager Enhanced 11.x License LIC-CUCM-11X-ENH	2090	EA	$0.00	$0.00			$0.00	$0.00
16	Expressway Series, Expressway-E PAK LIC-EXP-E-PAK	1	EA	$0.00	$0.00			$0.00	$0.00
17	UC Encryption License LIC-UC-ENC	1	EA	$0.00	$0.00			$0.00	$0.00
18	UCMPAK UCM-PAK	1	EA	$0.00	$0.00			$0.00	$0.00
19	Cisco Expressway-C Server, Virtual Edition EXPWY-VE-C-K9	2	EA	$0.00	$0.00			$0.00	$0.00
20	Enable Expressway-E Feature Set LIC-EXP-E	2	EA	$0.00	$0.00			$0.00	$0.00
21	Enable GW Feature (H323-SIP) LIC-EXP-GW	4	EA	$0.00	$0.00			$0.00	$0.00
22	Software Image for Expressway with Encryption, Version X8 SW-EXP-8.X-K9	1	EA	$0.00	$0.00			$0.00	$0.00

23	Enable Advanced Networking Option LIC-EXP-AN	2	EA	$0.00	$0.00			$0.00	$0.00
24	Cisco Expressway-E Server, Virtual Edition EXPWY-VE-E-K9	2	EA	$0.00	$0.00			$0.00	$0.00
25	Expressway Desktop Endpoint License LIC-EXP-DSK	2090	EA	$0.00	$0.00			$0.00	$0.00
26	License Key Software Encrypted LIC-SW-EXP-K9	4	EA	$0.00	$0.00			$0.00	$0.00
27	UC Manager Essential 11.x License LIC-CUCM-11X-ESS	300	EA	$0.00	$0.00			$0.00	$0.00
28	Enable Expressway Series Feature Set LIC-EXP-SERIES	4	EA	$0.00	$0.00			$0.00	$0.00
29	SWSS UPGRADES Top Level SKU For 9 CON-ECMU-RUCLUCK9	1	EA	$0.00	$0.00			$0.00	$0.00
30	Unity Connection 11.x Software R-UNITYCN11-K9	1	EA	$0.00	$0.00			$0.00	$0.00
31	One Unity Connection 11.x User-All user Features-eDelivery UNITYCN11-STD-USR	1900	EA	$36.00	$68,400.00			$34.50	$65,550.00
32	SWSS UPGRADES One Unity Connection 10. x 11.x Voice Messaging CON-ECMU-UNITCNOS	1900	EA	$12.75	$24,225.00			$15.00	$28,500.00
33	Speech View Unity Connection Demo for 50 users for 6 months LIC-SPCHVIEW-DEMO	1	EA	$0.00	$0.00			$0.00	$0.00
34	UC Encryption License LIC-UC-ENC	1	EA	$0.00	$0.00			$0.00	$0.00
35	Unity Connection 11.x SpeechConnect Ports UCXN-11X-SC-PORTS	2	EA	$0.00	$0.00			$0.00	$0.00
TITLE: VoIP New Cisco Equipment And Licenses									
BID NO.:	**SC-0260-19**								
36	Unity Connection 11.x PAK UNITYCN11-PAK	1	EA	$0.00	$0.00			$0.00	$0.00
37	SWSS UPGRADES Unity Connection 11.x Software CON-ECMU-RUNITYCK	1	EA	$0.00	$0.00			$0.00	$0.00
38	Emergency Responder Electronic Software Delivery R-EMRGNCY-RSPNDR	1	EA	$0.00	$0.00			$0.00	$0.00
39	Not an upgrade ER-NEW-OR-ADDON	1	EA	$0.00	$0.00			$0.00	$0.00
40	EMRGNCY RSPNDR USR LIC 1 PHN FOR NEW 11X SYSTEM ER11-USR-1	2,090	EA	$9.60	$20,064.00			$9.20	$19,228.00
41	SWSS UPGRADES EMRGNCY RSPNDR USR LIC 1 PHN FOR NEW 11X CON-ECMU-ER11USR1	2,090	EA	$1.70	$3,553.00			$2.00	$4,180.00
42	EMERGNCY RSPNDR 11.5 SW NEW ER11.5-SW-K9	1	EA	$0.00	$0.00			$0.00	$0.00
43	EMRGNCY RSPNDR 11.X PAK ER11-PAK	1	EA	$0.00	$0.00			$0.00	$0.00
44	SWSS UPGRADES EMRGNCY RSPNDR CON-ECMU-EMRGNCY	1	EA	$0.00	$0.00			$0.00	$0.00
45	CCX 11.0 Add-on Licenses CCX-11-ADD-K9	1	EA	$0.00	$0.00			$0.00	$0.00

46	CCX 11.0 PRE Seat Qty 1 ADDON LICENSE ONLY CCX-11-A-P-LIC	65	EA	$957.60	$62,244.00			$917.70	$59,650.00
47	SWSS UPGRADES CCX 11.0 PRE Seat Qt CON-ECMU-CC11APLC	65	EA	$272.00	$17,680.00			$333.00	$21,645.00
48	Cisco ONE ISR 4431 (4GE,3NIM,8G FLASH,4G DRAM,IPB) C1-CISC04431/K9	1	EA	$6,382.75	$6,382.75			$5,338.30	$5,338.00
49	IP Base License for Cisco ISR 4400 Series SL-44-IPB-K9	1	EA	$0.00	$0.00			$0.00	$0.00
50	AC Power Supply for Cisco ISR 4430 PWR-4430-AC	1	EA	$0.00	$0.00			$0.00	$0.00
51	AC Power Supply (Secondary PS) for Cisco ISR 4430 PWR-4430-AC/2	1	EA	$440.00	$440.00			$368.00	$368.00
52	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m CAB-AC	2	EA	$0.00	$0.00			$0.00	$0.00
53	8G eUSB Flash Memory for Cisco ISR4430 MEM-FLSH-8G	1	EA	$0.00	$0.00			$0.00	$0.00
54	2G DRAM (1 DIMM) for Cisco ISR 4400 Data Plane MEM-4400-DP-26	1	EA	$0.00	$0.00			$0.00	$0.00
55	Blank faceplate for NIM slot on Cisco ISR 4400 NIM-BLANK	2	EA	$0.00	$0.00			$0.00	$0.00
56	4G DRAM (1 x 4G) for Cisco ISR 4400 MEM-44-4G	1	EA	$0.00	$0.00			$0.00	$0.00
57	64-channel DSP module PVDM4-64	1	EA	$0.00	$0.00			$0.00	$0.00
58	Cisco ONE Advanced UC Perpetual License ISR 4400 ClAUPISR4400SK9	1	EA	$2,200.00	$2,200.00			$2,484.00	$2,484.00
59	SOLN SUPP SWSS Cisco ONE Advanced U CON-ECMUS-C1AUPISR	1	EA	$510.00	$510.00			$600.00	$600.00
60	Unified Communication License for Cisco ISR 4400 Series SL-44-UC-K9	1	EA	$0.00	$0.00			$0.00	$0.00
61	Cisco ONE CUBE Standard Session license for UCWAN Bundle C1-CUBEE-1	10	EA	$0.00	$0.00			$0.00	$0.00
62	Tracker PID v01 Adv Perpetual ISR44005 – no delivery C1A1VISR4400S-01	6	EA	$0.00	$0.00			$0.00	$0.00
63	Cisco SRST - 1 SRST Endpoint License (E-Delivery Smart) SRST-EP	100	EA	$16.50	$1,650.00			$13.80	$1,380.00
64	SOLN SUPP SWSS Cisco SRST -1 SRST Endpoint License CON-ECMUS-SRSTGTEP	100	EA	$4.25	$425.00			$5.00	$500.00
65	Cisco ISR 4400 Series IOS XE Universal SISR4400UK9-316S	1	EA	$0.00	$0.00			$0.00	$0.00
66	2 port Multiflex Trunk Voice/Clear-channel Data T1/E1 NIM-2MFT-T1/E1	1	EA	$1,210.00	$1,210.00			$1,012.00	$1,012.00
67	64-channel DSP module PVDM4-64	1	EA	$1,870.00	$1,870.00			$1,564.00	$1,564.00
68	SOLN SUPP 8X5XNBD Cisco ONE ISR 4431 CON-SSSNT-C1S443K9	1	EA	$1,125.40	$1,125.40			$1,324.00	$1,324.00
69	Cisco ONE ISR 4431 (4GE,3NIM,8G FLASH,4G DRAM,IPB) C1-CISC04431/K9 C1-CISC04431/K9	2	EA	$6,382.75	$12,765.50			$5,338.30	$10,676.60

70	IP Base License for Cisco ISR 4400 Series SL-44-IPB-K9	2	EA	$0.00	$0.00			$0.00	$0.00
71	AC Power Supply for Cisco ISR 4430 PWR-4430-AC	2	EA	$0.00	$0.00			$0.00	$0.00
72	AC Power Supply (Secondary PS) for Cisco ISR 4430 PWR-4430-AC/2	2	EA	$440.00	$880.00			$368.00	$736.00
73	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m CAB-AC	4	EA	$0.00	$0.00			$0.00	$0.00
74	8G eUSB Flash Memory for Cisco ISR 4430 MEM-FLSH-8G	2	EA	$0.00	$0.00			$0.00	$0.00
75	2G DRAM (1 DIMM) for Cisco ISR 4400 Data Plane MEM-4400-DP-2G	2	EA	$0.00	$0.00			$0.00	$0.00
76	Blank faceplate for NIM slot on Cisco ISR 4400 NIM-BLANK	4	EA	$0.00	$0.00			$0.00	$0.00
77	4G DRAM (1 x 4G) for Cisco ISR 4400 MEM-44-4G	2	EA	$0.00	$0.00			$0.00	$0.00
78	64-channel DSP module PVDM4-64	2	EA	$0.00	$0.00			$0.00	$0.00
TITLE: VoIP New Cisco Equipment And Licenses									
BID NO.: SC-0260-19									
79	Cisco ONE Advanced UC Perpetual License ISR 4400 ClAUPISR4400SK9	2	EA	$2,200.00	$4,400.00			$2,484.00	$4,968.00
80	SOLN SUPP SWSS Cisco ONE Advanced U CON-ECMUS-C1AUPISR	2	EA	$510.00	$1,020.00			$600.00	$1,200.00
81	Unified Communication License for Cisco ISR 4400 Series SL-44-UC-K9	2	EA	$0.00	$0.00			$0.00	$0.00
82	Cisco ONE CUBE Standard Session license for UCWAN C1-CUBEE-1	20	EA	$0.00	$0.00			$0.00	$0.00
83	Tracker PID v01 Adv Perpetual ISR4400S - no delivery CIA1VISR44005-01	2	EA	$0.00	$0.00			$0.00	$0.00
84	Cisco ISR 4400 Series IOS XE Universal SISR4400UK9-3165	2	EA	$0.00	$0.00			$0.00	$0.00
85	2 port Multiflex Trunk Voice/Clear-channel Data T1/E1 NIM-2MFT-T1/E1	2	EA	$1,210.00	$2,420.00			$1,012.00	$2,024.00
86	64-channel DSP module PVDM4-64	2	EA	$1,870.00	$3,740.00			$1,564.00	$3,128.00
87	SOLN SUPP 8X5XNBD Cisco ONE ISR 4431 CON-SSSNT-C1S443K9	2	EA	$1,125.40	$2,250.80			$1,324.00	$2,648.00
88	FX0/FSX Telecom Smart Paging Interface FXI-1A	5	EA	$116.90	$584.50			$106.08	$530.40
	TRADE-IN TOTAL:			included	$0.00			included	$0.00
	GRAND TOTALS:				**$821,145.20**				**$932,465.00**
								item 4 also:	$7,176.00
									$939,641.00

PROCUREMENT DIVISION

Jacksonville
Where Florida Begins.

November 19, 2018

5310 Ashbrook
Houston, TX 77081

NOTIFICATION OF FORMAL BID REJECTION

BIDDERS' NAME: RoundTower

CONTACT NAME: David Claiser

BID NUMBER: SC-0260-19

NAME OF BID: VoIP New Cisco Equipment and Licenses

DATE OPENED: 11/07/2018

REASON FOR REJECTION:

Recommend approval to reject vendor due to the bid was not submitted in proper format and the quantities did not match what was requested.

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, FACSIMILE NUMBER (904) 255-8837.

BUYER'S SIGNATURE: *Marleen M. Doran*
MARLEEN M. DORAN

INTRA-GOVERNMENTAL SERVICES DEPARTMENT
214 N. Hogan Street, 8th Floor | Jacksonville, FL 32202 | Phone: 904.255.8800 | Fax: 904.255.8837 | www.coj.net