SUBJECT: EMC VNX SAN HARDWARE AND SOFTWARE MAINTENANCE RENEWAL

BID #: XF-0298-21 **OPEN DATE: 2020-12-16**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: SUPPLY CONTRACT – ONE (1) YEAR FROM DATE OF AWARD.

AGENCY: INFORMATION TECHNOLOGIES DIVISION

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

NUMBER OF BIDS INVITED: 18 **NUMBER RECEIVED:** 1 **OTHER:** 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to retroact the period of service from December 2, 2020 to date of award.

Recommend approval of award to Kambrian Corporation after final negotiations for EMC VNX SAN HARDWARE AND SOFTWARE MAINTENANCE RENEWAL in the reduced amount of $98,093.78 from $107,934.02. The total award will be $98,093.78. Period of service will be from date of award though December 1, 2021.

Funding for this award will be encumbered by account 53101.113001.546620, to be executed by Purchase Order.

Attachments: Recommendation Memo, Vendor Quote, Previous Award

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: January 22, 2021

TO: Greg Pease, Chief of Procurement Division

THRU: Kenneth E. Lathrop, Chief of Information Technologies / CIO — Kenneth E. Lathrop, Digitally signed by Kenneth E. Lathrop, Date: 2021.01.22 12:45:44 -05'00'

FROM: Thomas Ossi, Technology Contract and Records Manager — THOMAS OSSI, Digitally signed by THOMAS OSSI, Date: 2021.01.22 11:23:22 -05'00'

SUBJECT: **XF-0298-21 EMC VNX SAN Hardware and Software Maintenance Renewal**

The Information Technologies Division (ITD) requested to enter into negotiations with Kambrian Corporation for XF-0298-21 EMC VNX SAN Hardware and Software Maintenance Renewal RFP.

ITD submitted RFP XF-0298-21 to the Procurement Division on November 13, 2020 which was advertised on November 25, 2020. On December 16, 2020, the Procurement Division received one (1) supplier response and zero (0) no bids. The Procurement Division forwarded the bid tabulation sheet and the bid responses for ITD to review on December 30, 2020.

ITD Management was approved on January 14, 2021 to enter into negotiations with the supplier as per Chapter 126 of the Procurement Code. Section 126.20 I General. (d) { 4) Negotiations.

ITD Management received a new revised quote, based on negotiation, in the amount of $98 093.78 and recommends awarding the bid to Kambrian Corporation. The term of these services is from December 2, 2020 through December 1, 2021. Retroact the period of service from December 2, 2020 to date of award.

Your favorable consideration of ITD's request is appreciated.

Funding Source: 53101.113001.546620 — Tracy Geake, Digitally signed by Tracy Geake, Date: 2021.01.22 11:44:06 -05'00'

Attachment: XF-0298-21
Kambrian Quote KAMQ6712

CC: Robert Gray, Enterprise Technology Infrastructure Manager
Mark Deas, Server Infrastructure Manager
Elizabeth Brown, IT Operations Manager
Alexander Ciprian, IT Contract Administrator

Kambrian

Quality IT Innovation

2707 E Valley Blvd, Suite 312, West Covina, California 91792
t. 626.964.4445 f. 626.964.4447 sales@kambrian.com

QUOTE

Number KAMQ6712

Date Jan 21, 2021

Sold To	Ship To
City of Jacksonville Thomas Ossi 214 N. Hogan Street Suite 800 Jacksonville, FL 32202 USA	**City of Jacksonville** Thomas Ossi 214 N. Hogan Street Suite 800 Jacksonville, FL 32202 USA
Phone **Email** TOssi@coj.net	**Phone** **Email** TOssi@coj.net

RFQ #	Sales Rep	FOB	Valid Until	Terms
XF-0298-21 EMC VNX	JonathanChang	Destination	1/28/2021	Net 30

Line	Part Number	Description	Qty	Unit Price	Ext. Price	Tax
1	986Y	BID # XF-0298-21 EMC VNX SAN Hardware & Software Renewal "RNWL APOS POST WARR SUP TO SVCS FOR QUOTE ONLY Product stocked by manufacturer. Delivery times vary." PoP: 02-DEC-20 - 01-DEC-21	1	$98,093.78	$98,093.78	N

Unless otherwise indicated Sales Tax and Freight TBD on Ship-To address.
Credit Card fee is 3.5%.
CA Shipments: CA Electronic Waste Recycling (eWaste) Fee will apply to monitors, laptops or tablets.
Microsoft Licensing Quotes are valid only during the month they are created in.

SubTotal	$98,093.78
Tax/Rate *0.00 %*	$0.00
Shipping/Freight	$0.00
Total	**$98,093.78**

Please contact me if I can be of further assistance.
chantal.estevez@kambrian.com

DUNS: 831603241
EIN: 27-0730446
CAGE: 5PEE6
LSBE# 8107

SUBJECT: EMC VNX SAN HARDWARE AND SOFTWARE MAINTENANCE RENEWAL

BID #: XF-0298-21

OPEN DATE: 2020-12-16

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: SUPPLY CONTRACT – ONE (1) YEAR FROM DATE OF AWARD.

AGENCY: INFORMATION TECHNOLOGIES DIVISION

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

NUMBER OF BIDS INVITED: 18 **NUMBER RECEIVED:** 1 **OTHER:** 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to enter into negotiations with the only responsive, responsible bidder Kambrian Corporation for EMC VNX SAN HARDWARE AND SOFTWARE MAINTENANCE RENEWAL in an effort to bring down the bid within available allocated funds under Procurement Code Section 126.201 (d) (4)-Negotiations. The bid does not exceed by more than ten percent of the available funds and it is the best interest for the City to negotiate due to bids tight timeliness as it is detrimental to the overall completion of this project.

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 3 MEMBERS DISAPPROVING 0 DATE: 1/14/2021

Teresa R. Eibey _____ OTHER: _____

_____ _____

_____ _____

ACTION OF AWARDING AUTHORITY DATE 1/14/21

APPROVED ✓ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

Brian Hughes
Chief Administrative Officer
For: Mayor Lenny Curry
Under Authority of:
Executive Order No. 2019-02

INFORMATION TECHNOLOGIES DIVISION

CITY OF JACKSONVILLE

DATE: January 8, 2021

TO: Greg Pease, Chief of Procurement Division

THRU: Kenneth E. Lathrop, Chief of Information Technologies / CIO — Kenneth E. Lathrop — Digitally signed by Kenneth E Lathrop Date 2021 01 08 13 56 58 -05'00'

FROM: Elizabeth Brown, IT Operations Manager — Elizabeth Brown — Digitally signed by Elizabeth Brown Date 2021 01 08 10 34 27 -05'00'

SUBJECT: **XF-0298 AL 21 EMC VNX SAN Hardware and Software Maintenance Renewal – Request to Negotiate with Supplier**

The Information Technologies Division (ITD) is requesting to enter into negotiations with Kambrian Corporation for XF-0298 AL-21 EMC VNX SAN Hardware and Software Maintenance Renewal RFP.

ITD submitted RFP XF0298 AL-21 to the Procurement Division on November 13, 2020 which was advertised on November 25, 2020. On December 16, 2020 the Procurement Division received one (1) supplier response and zero (0) no bids. The Procurement Division forwarded the bid tabulation sheet and the bid response for ITD to review on December 30, 2020.

ITD Management is requesting to engage in negotiations with the supplier who responded as per Chapter 126 of the Procurement Code, Section 126.201 General. (d) (4) Negotiations. The bid received from the supplier exceeds ITD's available and/or allocated funds. The lowest, responsive, responsible bidder bid does not exceed said funds by more than ten percent. We are requesting approval to enter into negotiations for an adjustment of the bid base price. Due to tight timelines, a rebid would be detrimental to the overall completion of this project.

Your favorable consideration of ITD's request is appreciated.

Funding Sources: 53101.113001.546620 — Tracy Geake — Digitally signed by Tracy Geake Date. 2021 01 08 10 40 28 -05'00'

CC: Robert Gray, Enterprise Technology Infrastructure Manager
Mark Deas, Server Infrastructure Manager
Thomas Ossi, Technology Contract and Records Manager
Alexander Ciprian, IT Contract Administrator

BID TABULATION SHEET

TITLE: EMC VNX SAN HARDWARE AND SOFTWARE MAINTENANCE RENEWAL

BID NO.: XF-0298-21

OPEN DATE: December 16, 2020

PURCHASING ANALYST: RUBEN OLA

BID ANNOUNCER: S. WILLIAMS, BID RECORDER: D. KLAGES

No. Invited: (18) No. Received (1) No Bids: (0)

ITEM	DESCRIPTION	QUANTITY	KAMBRIAN CORPORATION AMOUNT	AMOUNT	AMOUNT	AMOUNT	AMOUNT
1	EMC VNX SAN HARDWARE AND SOFTWARE MAINTENANCE RENEWAL	1 LOT	$107,934.02				
		GRAND TOTAL:					
		MINIMUM REQUIREMENTS:					
		TERMS:	0% 30 DAYS				
		DELIVERY (Business Days):	3 DAYS				
		CONFLICT OF INTEREST:	✓				
		ADDENDUM(S)( )					
		NOTES:					

TERMS AND CONDITIONS

FORTINET NGFW MAINTENANCE

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 annual software and hardware maintenance for our storage area networks (SAN). The renewal is for the hardware and software maintenance for COJ's EMC VNX SAN. The support will allow ITD access to premium support for all the hardware and software components within the data center. These systems house the data for all the City's critical systems.

2. AWARD

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

As per Section 126.114 of the City of Jacksonville Ordinance Code, preference will be given to a responsive and responsible vendor offering American manufactured, assembled, or produced goods, and who is within 5% of the lowest responsive and responsible bidder. To receive this preference, the bidder must complete the attached Buy American Preference Compliance Certificate and attach supporting documentation and/or evidence attesting that at least 51% offered in the bid response is manufactured, assembled or produced in the United States..

a. Bidder is not required to submit for the Buy American Preference. Bidders may quote items less than 51% American made but will not be eligible for the preference.

b. Restrictions and exemptions may apply. Please refer to Section 126.114 for specifics.

3. TERM OF AGREEMENT

This is a one-time purchase. The term of this agreement is for one (1) year 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. The Contractor shall provide all business licenses required by local, state, and federal law as applicable.

b. Warranty must be provided by EMC for all items on Bid Form

c. Contractor shall hold, at a minimum, Gold or Silver Partner status with EMC. Bid response must state ALL HARDWARE and SOFTWARE SUPPORT WILL be provided only by EMC.

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

SPECIFICATIONS

EMC VNX SAN HARDWARE AND SOFTWARE MAINTENANCE RENEWAL

- ***Please see the Bid Proposal Form for specific description and part number Information.***
- ***NO SUBSTITUTIONS on ANY of the listed items for bid.***

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BID PROPOSAL FORM

Item No.	Serial Number	HW Identifier	Model Number	Model Description	Support Option	QTY	Family	Agreement ID	Renewal Coverage Start Date/End Date	Unit Price	Extended Total
1	APM00140649961	APM00140649961	VNXB58DP25M	VNX5800 DPE 25X2.5 DRIVE SLOTS-MIN RA	PROSUPPORT 4HR/MC HARDWARE SUPPORT	1	UNIFIED		02-DEC-20 - 01-DEC-21		
2		APM00140649961	V4-2S10-600	VNX 600GB 10K SAS 25X2.5 DPE/DAE	PROSUPPORT 4HR/MC HARDWARE SUPPORT	222	UNIFIED		02-DEC-20 - 01-DEC-21		
3		APM00140649961	V4-2S15-300	VNX 300GB 15K SAS 25X2.5 DPE/DAE	PROSUPPORT 4HR/MC HARDWARE SUPPORT	4	UNIFIED		02-DEC-20 - 01-DEC-21		
4		APM00140649961	V4-2S6F-200	VNX 200GB SSD 25X2.5 DPE/DAE	PROSUPPORT 4HR/MC HARDWARE SUPPORT	11	UNIFIED		02-DEC-20 - 01-DEC-21		
5		APM00140649961	V4-VS07-020	VNX 2TB NL SAS 15X3.5 DAE	PROSUPPORT 4HR/MC HARDWARE SUPPORT	34	UNIFIED		02-DEC-20 - 01-DEC-21		
6		APM00140649961	V4-VS15-600	VNX 600GB 15K SAS 15X3.5 DAE	PROSUPPORT 4HR/MC HARDWARE SUPPORT	85	UNIFIED		02-DEC-20 - 01-DEC-21		
7		APM00140649961	V4-VS6FX-400	VNX 400GB FAST VP SSD 15X3.5 DAE	PROSUPPORT 4HR/MC HARDWARE SUPPORT	21	UNIFIED		02-DEC-20 - 01-DEC-21		
8		APM00140649961	VDMBM1GCUA	VNXB 1GBASE-T DM MODULE 4 PORT	PROSUPPORT 4HR/MC HARDWARE SUPPORT	2	UNIFIED		02-DEC-20 - 01-DEC-21		
9		APM00140649961	VNXB58DMEM	VNX5800 DME: 1 DM+FC SLIC-MINI RACK	PROSUPPORT 4HR/MC HARDWARE SUPPORT	1	UNIFIED		02-DEC-20 - 01-DEC-21		
10		APM00140649961	VNXB58DMM	VNX5800 ADD ON DM+FC SLIC-MINI RACK	PROSUPPORT 4HR/MC HARDWARE SUPPORT	1	UNIFIED		02-DEC-20 - 01-DEC-21		
11		APM00140649961	VNXB6GSDAE15F	VNXB 15X3.5 6G SAS EXP DAE-FIELD INST	PROSUPPORT 4HR/MC HARDWARE SUPPORT	10	UNIFIED		02-DEC-20 - 01-DEC-21		
12		APM00140649961	VNXB6GSDAE25F	VNXB 25X2.5 6G SAS EXP DAE-FIELD INST	PROSUPPORT 4HR/MC HARDWARE SUPPORT	8	UNIFIED		02-DEC-20 - 01-DEC-21		

13		APM00140649961	VNXB6GSDAE25W	VNXB 25X2.5 6G SAS PRI DAE-FIELD INST	PROSUPPORT 4HR/MC HARDWARE SUPPORT	1	UNIFIED		02-DEC-20 - 01-DEC-21		
14		APM00140649961	VNXBCSM	VNXB CONTROL STATION-MINI RACK	PROSUPPORT 4HR/MC HARDWARE SUPPORT	1	UNIFIED		02-DEC-20 - 01-DEC-21		
15		APM00140649961	VNXBDMCBLD2	VNXB CABLE KIT FOR DPE + 2 DM+1 CS	PROSUPPORT 4HR/MC HARDWARE SUPPORT	1	UNIFIED		02-DEC-20 - 01-DEC-21		
16		APM00140649961	VSPBEXPSASBEA	VNXB SAS BE EXP 4 BUSES	PROSUPPORT 4HR/MC HARDWARE SUPPORT	1	UNIFIED		02-DEC-20 - 01-DEC-21		
17		APM00140649961	VSPBM8GFFEA	VNXB 4 PORT 8G FC IO MODULE PAIR	PROSUPPORT 4HR/MC HARDWARE SUPPORT	1	UNIFIED		02-DEC-20 - 01-DEC-21		
18		APM00140649961	VSPBM8GFFEA	VNXB 4 PORT 8G FC IO MODULE PAIR	PROSUPPORT 4HR/MC HARDWARE SUPPORT	1	UNIFIED		02-DEC-20 - 01-DEC-21		
19		APM00140649961	VSPBM8GFFEA	VNXB 4 PORT 8G FC IO MODULE PAIR	PROSUPPORT 4HR/MC HARDWARE SUPPORT	1	UNIFIED		02-DEC-20 - 01-DEC-21		
20	05UKC0100000131	APM00140649961	ESA-VNX5800	EMC STORAGE ANALYTICS VNX5800 SUITE=IC	PROSUPPORT 4HR/MC SOFTWARE SUPPORT	1	UNIFIED	9085135	02-DEC-20 - 01-DEC-21		
21	976433025	APM00140649961	EXPSAS-V58	UNISPHERE VNX5800 SAS EXP SOFTWARE=IC	PROSUPPORT 4HR/MC SOFTWARE SUPPORT	1	UNIFIED		02-DEC-20 - 01-DEC-21		
22		APM00140649961	FSTS-VNX5800	VNX5800 FAST SUITE=IC	PROSUPPORT 4HR/MC SOFTWARE SUPPORT	1	UNIFIED	12799862	02-DEC-20 - 01-DEC-21		
23		APM00140649961	RPS-VNX5800	VNX5800 REMOTE PROTECTION SUITE=IC	PROSUPPORT 4HR/MC SOFTWARE SUPPORT	1	UNIFIED	12416618	02-DEC-20 - 01-DEC-21		
24		APM00140649961	UNISU-VNX5800	VNX5800 UNISPHERE UNIFIED SUITE=IC	PROSUPPORT 4HR/MC SOFTWARE SUPPORT	1	UNIFIED	8087418	02-DEC-20 - 01-DEC-21		
25	BRCALJ25381102K	BRCALJ25381102K	DS-300B-8G	DS-300B 8/24P 8G BASE SWITCH	PROSUPPORT 4HR/MC HARDWARE SUPPORT	1	CONNECTRIX		02-DEC-20 - 01-DEC-21		

26	BRCALJ2538H02Y	BRCALJ2538H02Y	DS-300B-8G	DS-300B 8/24P 8G BASE SWITCH	PROSUPPORT 4HR/MC HARDWARE SUPPORT	1	CONNECTRIX		02-DEC-20 - 01-DEC-21		
27		BRCALJ2538H02Y	BRSFP-8G10KLW	BRCD LBL 8GB 10KM LONG WAVE SFP	PROSUPPORT 4HR/MC HARDWARE SUPPORT	4	CONNECTRIX		02-DEC-20 - 01-DEC-21		
28		BRCALJ2538H02Y	C13-PWR-12-B	US/NA 5-15P TO C13 POWER CORD-B	PROSUPPORT 4HR/MC HARDWARE SUPPORT	2	CONNECTRIX		02-DEC-20 - 01-DEC-21		
29		BRCALJ2538H02Y	DS300B-8G8PU	DS-300B 8G 8PORT UPGRADE KIT	PROSUPPORT 4HR/MC HARDWARE SUPPORT	2	CONNECTRIX		02-DEC-20 - 01-DEC-21		
30		BRCALJ2538H02Y	DSBRLKT-B	DSB SW GEN RCK KIT -B	PROSUPPORT 4HR/MC HARDWARE SUPPORT	2	CONNECTRIX		02-DEC-20 - 01-DEC-21		
31	BRCBRW2538H01A	BRCBRW2538H01A	DS-6510R-8GB	DS-6510R-B 24P/48P 8GB RTF BASE SWITCH	PROSUPPORT 4HR/MC HARDWARE SUPPORT	1	CONNECTRIX		02-DEC-20 - 01-DEC-21		
32		BRCBRW2538H01A	BRSFP-8G10KLW	BRCD LBL 8GB 10KM LONG WAVE SFP	PROSUPPORT 4HR/MC HARDWARE SUPPORT	4	CONNECTRIX		02-DEC-20 - 01-DEC-21		
33		BRCBRW2538H01A	C13-PWR-12-B	US/NA 5-15P TO C13 POWER CORD-B	PROSUPPORT 4HR/MC HARDWARE SUPPORT	2	CONNECTRIX		02-DEC-20 - 01-DEC-21		
34	BRCBRW2538H01N	BRCBRW2538H01N	DS-6510R-8GB	DS-6510R-B 24P/48P 8GB RTF BASE SWITCH	PROSUPPORT 4HR/MC HARDWARE SUPPORT	1	CONNECTRIX		02-DEC-20 - 01-DEC-21		
35	05ETA0700091133	POWERPATH	PP-AIX-DP	PPATH AIX DEP	PROSUPPORT 4HR/MC SOFTWARE SUPPORT	1	POWERPATH	11287871	02-DEC-20 - 01-DEC-21		
36	05ETA0700091134	POWERPATH	PP-AIX-DP	PPATH AIX DEP	PROSUPPORT 4HR/MC SOFTWARE SUPPORT	1	POWERPATH	8903981	02-DEC-20 - 01-DEC-21		
37	977464698	POWERPATH	PP-WN-WG	PPATH WINDOWS WGR	PROSUPPORT 4HR/MC SOFTWARE SUPPORT	1	POWERPATH		02-DEC-20 - 01-DEC-21		
38	977517790	POWERPATH	PP-WN-WG	PPATH WINDOWS WGR	PROSUPPORT 4HR/MC SOFTWARE SUPPORT	1	POWERPATH		02-DEC-20 - 01-DEC-21		

39	977533155	POWERPATH	PP-WN-WG	PPATH WINDOWS WGR	PROSUPPORT 4HR/MC SOFTWARE SUPPORT	1	POWERPATH		02-DEC-20 - 01-DEC-21		
40	978053560	POWERPATH	PP-WN-WG	PPATH WINDOWS WGR	PROSUPPORT 4HR/MC SOFTWARE SUPPORT	1	POWERPATH		02-DEC-20 - 01-DEC-21		
41	978089012	POWERPATH	PP-WN-WG	PPATH WINDOWS WGR	PROSUPPORT 4HR/MC SOFTWARE SUPPORT	1	POWERPATH		02-DEC-20 - 01-DEC-21		
42	978211185	POWERPATH	PP-WN-WG	PPATH WINDOWS WGR	PROSUPPORT 4HR/MC SOFTWARE SUPPORT	1	POWERPATH		02-DEC-20 - 01-DEC-21		
										Grand Total	