SUBJECT: Dell/Compellent Support Extension and License Renewal

BID #: XF-0530-17 **OPEN DATE: 08/02/2017**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: Supply Contract – One Time Purchase

AGENCY: Jacksonville Sheriff's Office

BASIS OF AWARD: All or None to the Lowest Responsive, Responsible Bidder

NUMBER OF BIDS INVITED: 5 **NUMBER RECEIVED:** 6 **OTHER:** 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:

Recommend approval to reject Hypertec USA Inc. and Top Ten USA, LLC for being non-responsive in not meeting the bid requirements as detailed in the attached Bid Rejection Letters.

Recommend approval of award to EMTEC, Inc., as the lowest responsive, responsible bidder for the purchase of Compellent Support Extension and License Renewal for the Jacksonville Sheriff's Office. Total expenditure not to exceed $67,032.28.

Funding for this award to be encumbered by account SHPP011ISM-04662 to be executed by purchase order.

Attachments: Recommendation Memo, Terms and Conditions, Specifications, Tabulation Sheet, Rejection Notices

ANALYST: STEVEN BURAKOWSKI **RESPECTFULLY SUBMITTED:** GREGORY PEASE, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: GEORGE CHAKTOURA, IT, CRIME ANALYSIS AND FUSSION CENTER SENIOR EXECUTIVE

(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

Duval County, Florida

Mike Williams, Sheriff

501 E. Bay Street
Jacksonville, FL 32202

August 7, 2017

TO: Greg Pease
Chief of Procurement, City of Jacksonville

THRU: Bill Clement
Chief of Budget and Management Division, Jacksonville Sheriff's Office

FROM: George Chakhtoura
IT, Crime Analysis and Fusion Center Senior Executive, Jacksonville Sheriff's Office

SUBJECT: Recommendation of Award for Bid # XF-0530-17 Dell/Compellent Support and Maintenance Renewal for 2017

There were seven responses received for BID # XF-0530-17.

Hypertec USA, Inc. submitted 2 bids and will not be considered pursuant to the General Conditions:

> *IF SAID BIDDER SHOULD SUBMIT MORE THAN ONE PRICE ON ANY ITEM ALL PRICES FOR THAT ITEM WILL BE REJECTED AT THE DISCRETION OF THE CHIEF OF THE PROCUREMENT DIVISION.*

After reviewing all written responses received for BID # XF-0530-17 we recommend the following:

Top Ten USA, LLC was the lowest bidder with a bid of $17,400.00, however we recommend their bid be rejected due to not meeting the bid specifications for the following reasons.

Although they have confirmed they are a Dell Support reseller, they did not bid a Dell Support Renewal Contract. The warranty they are offering is a third party warranty. Although the pricing is significantly less than the Dell Support Contract and they have confirmed that the hardware portion of the warranty would be fulfilled with only OEM parts it does not include the Dell support that comes with the Dell OEM warranty so does not meet our needs. The bid stated "no-substitutions" so we ask that their offering be rejected. Confirmation email is attached.

We recommend awarding to Emtec, Inc, the next lowest responsive, responsible bidder with a bid price of $67,032.28.

The funding source is as follows:

$67,032.28 Index Code: SHPP011ISM SubObject: 04662 FY: 2017

Longley, Diane N.

From: Ed Strangeway <ed@toptenrepair.com>
Sent: Monday, August 07, 2017 1:56 PM
To: Longley, Diane N.
Cc: Burakowski, Steven; Baines, Deidra B.
Subject: RE: Compellent Renewal Bid # XF-0530-17

Good Afternoon,

I am confirming that the bid we presented is for third party coverage for your Compellent systems. We are a Dell partner and we are certified to resell Dell coverage but on these units, based on age and system configurations, we felt that 3rd party coverage is a completely suitable and cost effective solution. Our technicians are trained on the Compellent product line and we only use OEM parts on all repairs.

I understand there is a vast disparity in the cost, this is exactly why we have quoted as such. It only seems prudent to look at this option to save the City considerable funds on this budget line item.

I hope I have fully answered your question. If you have any further questions, please don't hesitate to reach out to me at your convenience.

Best,

Ed Strangeway – Director of Business Development - Top Ten USA – 908-850-5016 Ext 106 – www.toptenrepair.com

From: Longley, Diane N. [mailto:Diane.Longley@jaxsheriff.org]
Sent: Monday, August 07, 2017 1:48 PM
To: Ed Strangeway <ed@toptenrepair.com>
Cc: Burakowski, Steven <SBurakowski@coj.net>; Baines, Deidra B. <Deidra.Baines@jaxsheriff.org>
Subject: Compellent Renewal Bid # XF-0530-17

Mr. Strangeway,

Thank you for speaking with me today. As we discussed, please reply and confirm that although you are a Dell Reseller, the warranty that you are providing is a third party warranty rather than a Dell warranty.

Thank you in advance,
Diane Longley
IT Purchasing Coordinator Supervisor & Vendor Relationship Manager
Information Systems Management
Jacksonville Sheriff's Office
904-630-1274 - Office
904-630-7567 - Fax
Please note that under Florida's very broad public records law, e-mail communications to and from city officials are subject to public disclosure.

TERMS AND CONDITIONS

DELL/COMPELLENT SUPPORT EXTENSION AND LICENSE RENEWAL

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 item(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 the item(s) and to obtain pricing commitments for Dell/Compellent Support Extension and License Renewal.

2. AWARD

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

3. TERM OF AGREEMENT

One Time Purchase.

4. PRE-BID CONFERENCE

Not Applicable

5. REQUIREMENTS

Vendor **MUST** be an authorized dealer/reseller/distributor of equipment/software and specifically must be a Dell/Compellent certified reseller. **Submit proof with bid submittal.**

6. 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).

7. QUANTITIES

Quantities indicated are fixed.

8. PRICES

All unit prices shall include freight, delivery and handling charges to the delivery locations as outlined in the bid documents.

9. ESCALATION/DE-ESCALATION

Not Applicable

10. DELIVERY

Delivery will be made to the Police Memorial Building, Police Supply, 501 East Bay Street, Catherine Street Loading Dock, Jacksonville, FL 32202. A packing slip shall accompany all shipments, which

Specifications and Requirements

Dell/Compellent Support Extension and License Renewal

No Substitutions.

Vendor **MUST** be an authorized dealer/reseller/distributor of equipment/software and specifically must be a Dell/Compellent certified reseller. **Submit proof with bid submittal.**

REMAINDER OF PAGE INTENTIONALLY LEFT BLANK

BID TABULATION SHEET

TITLE:	DELL COMPELLENT SUPPORT EXTENSION AND LICENSE RENEWAL
BID NO.:	XF-0530-17
OPEN DATE:	AUGUST 2, 2017 @ 2:00 P.M.
BUYER:	STEVE BURAKOWSKI, ANALYST
No. Invited: (5)	No. Received (6) No Bids: (0)
Recorded By:	GAIL SAMPSON

ITEM	DESCRIPTION	QUANTITY	CDW GOVERNMENT, LLC		APRISA TECHNOLOGY, LLC		TOP TEN USA, LLC		HOWARD TECHNOLOGY SOLUTIONS A DIVISION OF HOWARD UNDUSTRIES, INC.		EMTEC, INC.		HYPERTEC USA, INC.		JPT-TECH	
			PRICE EACH	EXT PRICE	PRICE EACH	EXT PRICE	PRICE EACH	EXT PRICE	PRICE EACH	EXT PRICE	PRICE EACH	EXT PRICE	PRICE EACH	EXT PRICE	PRICE EACH	EXT PRICE
1	DELL/COMPELLENT SUPPORT EXTENSION FOR SYSTEM 14333/14334	1	$49,202.28	$49,202.28	$46,947.63	$46,947.63	$11,400.00	$11,400.00	$181,995.00	$181,995.00	$41,067.90	$41,067.90		$0.00	$65,900.00	$65,900.00
2	DELL/COMPELLENT SUPPORT EXTENSION FOR SYSTEM 24330/24331	1	$31,105.69	$31,105.69	$29,680.30	$29,680.30	$6,000.00	$6,000.00	$87,451.00	$87,451.00	$25,964.38	$25,964.38		$0.00	$38,584.00	$38,584.00
	LUMP SUM TOTAL		$80,307.97		$76,627.93		$17,400.00		$269,446.00		$67,032.28		$0.00		$104,484.00	
	TERMS:		30 DAYS		NOT LISTED		30 DAYS		NOT LISTED		NOT LISTED				2% 30 DAYS	
	DELIVERY:		2-10 DAYS		15 DAYS		10 DAYS		3-5 DAYS		NOT LISTED				5 DAYS	
	CONFLICT OF INTEREST:		YES		YES		YES		YES		YES				YES	
	ADDENDUM'S(0):		N/A		N/A		N/A		N/A		N/A				N/A	
													Vendor submitted 2 bids and will not be considered. Pursuant to the General Conditions 2, IF SAID BIDDER SHOULD SUBMIT MORE THAN ONE PRICE ON ANY ITEM ALL PRICES FOR THAT ITEM WILL BE REJECTED AT THE DISCRETION OF THE CHIEF OF THE PROCUREMENT DIVISION.		This bid was originally (publically announced) and mixed with bid SC-0222-17. It was given to this analyst on 8/4/16 and included with the other bids. Bid was added to the tab sheet and was forwarded to the using agency.	

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

August 8, 2017

1868 E. Broadway Rd.
Tempe, AZ 85282

NOTIFICATION OF FORMAL BID REJECTION

BIDDERS' NAME: Hypertec USA Inc.

BID NUMBER: XF-0530-17

NAME OF BID: Dell/Compellent Support Extension and License Renewal

DATE OPENED: August 2, 2017

REASON FOR REJECTION:

Vendor is being recommended for rejection for submitting two (2) bids and pursuant to the General Conditions 2. Quotations. "If said bidder should submit more than one price on any item all prices for that item will be rejected at the discretion of the chief of the procurement division."

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 SBURAKOWSKI@COJ.NET

ANALYST'S SIGNATURE: _____
STEVEN BURAKOWSKI

Burakowski, Steven

From: Burakowski, Steven
Sent: Tuesday, August 08, 2017 11:25 AM
To: BIDSUS@HYPERTEC.COM
Cc: Burakowski, Steven
Subject: XF-0530-17 Dell Compellent Support Extension and License Renewal
Attachments: Hypertec USA Rejection Letter.pdf

Please see attached bid rejection notice.

Thank you,

Steven Burakowski
Procurement Analyst
City of Jacksonville
214 N. Hogan Street, Suite 800
Jacksonville, FL 32202
www.coj.net

Burakowski, Steven

From: Donna Beahm <dbeahm@hypertec.com>
To: Burakowski, Steven
Sent: Tuesday, August 08, 2017 11:28 AM
Subject: Read: XF-0530-17 Dell Compellent Support Extension and License Renewal

Your message

To:
Subject: XF-0530-17 Dell Compellent Support Extension and License Renewal
Sent: Tuesday, August 08, 2017 11:28:27 AM (UTC-05:00) Eastern Time (US & Canada)

was read on Tuesday, August 08, 2017 11:28:23 AM (UTC-05:00) Eastern Time (US & Canada).

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

August 8, 2017

199 Route 206
Flanders, NJ 07836

NOTIFICATION OF FORMAL BID REJECTION

BIDDERS' NAME: Top Ten USA, LLC.

BID NUMBER: XF-0530-17

NAME OF BID: Dell/Compellent Support Extension and License Renewal

DATE OPENED: August 2, 2017

REASON FOR REJECTION:

Vendor is being recommended for rejection for not meeting the bid specification. Specifically, for offering a substitution on a no substitution item.

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 SBURAKOWSKI@COJ.NET

ANALYST'S SIGNATURE: _____
STEVEN BURAKOWSKI

Burakowski, Steven

From: Burakowski, Steven
Sent: Tuesday, August 08, 2017 11:23 AM
To: Ed Strangeway
Cc: Burakowski, Steven
Subject: XF-0530-17 Dell Compellent Support Extension and License Renewal
Attachments: Top Ten USA Rejection Letter.pdf

Please see attached bid rejection notice.

Thank you,

Steven Burakowski
Procurement Analyst
City of Jacksonville
214 N. Hogan Street, Suite 800
Jacksonville, FL 32202
www.coj.net

Burakowski, Steven

From: Ed Strangeway <ed@toptenrepair.com>
To: Burakowski, Steven
Sent: Tuesday, August 08, 2017 11:37 AM
Subject: Read: XF-0530-17 Dell Compellent Support Extension and License Renewal

Your message

To:
Subject: XF-0530-17 Dell Compellent Support Extension and License Renewal
Sent: Tuesday, August 08, 2017 11:37:01 AM (UTC-05:00) Eastern Time (US & Canada)

was read on Tuesday, August 08, 2017 11:36:58 AM (UTC-05:00) Eastern Time (US & Canada).

Florida Department of State DIVISION OF CORPORATIONS

Department of State / Division of Corporations / Search Records / Detail By Document Number /

Detail by FEI/EIN Number

Foreign Profit Corporation
EMTEC GROUP, INC.

Cross Reference Name

EMTEC, INC.

Filing Information

Document Number	F02000001889
FEI/EIN Number	22-3386933
Date Filed	04/12/2002
State	NJ
Status	ACTIVE
Last Event	CANCEL ADM DISS/REV
Event Date Filed	11/21/2008
Event Effective Date	NONE

Principal Address

555 East Lancaster Ave
Suite 510
Radnor, PA 19087

Changed: 04/22/2017

Mailing Address

555 East Lancaster Ave
Suite 510
Radnor, PA 19087

Changed: 04/22/2017

Registered Agent Name & Address

C T CORPORATION SYSTEM
1200 SOUTH PINE ISLAND ROAD
PLANTATION, FL 33324

Officer/Director Detail

Name & Address

Title CFO/Director

Chandler, Gregory

555 East Lancaster Ave
Suite 510
Radnor, PA 19087

Title President

Seitz, Ronald
555 East Lancaster Ave
Suite 510
Radnor, PA 19087

Title CEO/Chairman/Director

Desai, Dinesh
555 East Lancaster Ave
Suite 510
Radnor, PA 19087

Title Vice President/Director

Misra, Sunil
555 East Lancaster Ave
Suite 510
Radnor, PA 19087

Title Secretary/VP Finance

McInerney, Matthew
555 East Lancaster Ave
Suite 510
Radnor, PA 19087

Annual Reports

Report Year	Filed Date
2015	01/13/2015
2016	04/04/2016
2017	04/22/2017

Document Images

04/22/2017 -- ANNUAL REPORT	View image in PDF format
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01/13/2015 -- ANNUAL REPORT	View image in PDF format
01/30/2014 -- ANNUAL REPORT	View image in PDF format
01/30/2013 -- ANNUAL REPORT	View image in PDF format
01/17/2012 -- ANNUAL REPORT	View image in PDF format
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02/25/2010 -- ANNUAL REPORT	View image in PDF format
04/30/2009 -- ANNUAL REPORT	View image in PDF format
11/21/2008 -- REINSTATEMENT	View image in PDF format
04/09/2007 -- ANNUAL REPORT	View image in PDF format
12/27/2006 -- ANNUAL REPORT	View image in PDF format

QWS3270X 8/8/2017 12:05 PM
FAML6350 V5.1 ** NW COJ FAMIS PRODUCTION ** 08/08/2017
LINK TO: ACCOUNT SUMMARY INQUIRY 12:05 PM

FISCAL MO/YEAR : 11 2017 CURRENCY CODE :
INDEX CODE : SHPP011ISM INFORMATION SYSTEMS MANAGEMENT
SUBOBJECT : 04662 HARDWARE/SOFTWARE MAINTENANCE & LICENSES
PROJECT :
PROJECT DETAIL :
GRANT :
GRANT DETAIL :
USER CODE :

S	AUG 2017	ANNUAL BALANCE	ALL YEARS BALANCE
ESTIMATED REVENUES	.00	.00	.00
REVENUES	.00	.00	.00
UNREALIZED REVENUES	.00	.00	.00
BUDGET	.00	4,020,607.72	4,020,607.72
EXPENDITURES	138,273.29	3,195,608.38	3,195,608.38
ENCUMBRANCES	-102,573.77	434,517.09	434,517.09
PRE-ENCUMBRANCES	-2,268.98	.00	.00
REMAINING BALANCE	-33,430.54	390,482.25	390,482.25

F1-HELP F2-SELECT F4-PRIOR F5-NEXT
F9-LINK F10-PRIOR-MO F11-NEXT-MO

G014 - RECORD FOUND