SUBJECT: VMWARE ELA SOFTWARE FOR NEW VXRAIL SYSTEM

BID #: XF-0304-22 **OPEN DATE: 2022-01-19**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: SUPPLY CONTRACT – PERIOD OF SERVICE WILL BE THREE (3) YEARS FROM THE DATE OF AWARD

AGENCY: INFORMATION TECHNOLOGIES DIVISION

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

NUMBER OF BIDS INVITED: 28 **NUMBER RECEIVED:** 5 **OTHER:** 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to reject all bids and rebid at later date. The scope of work will be revised since technical support is already covered under existing City contract.

Attachments: Recommendation Memo, Bid Tabulation Sheet, Bid Rejection Letter, 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

DATE: January 19, 2022

TO: Greg Pease, Chief of Procurement Division

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

FROM: Thomas Ossi, Technology Contract and Records Manager

Kenneth E. Lathrop — Digitally signed by Kenneth E. Lathrop Date: 2022.01.20 08:44:52 -05'00'

THOMAS OSSI — Digitally signed by THOMAS OSSI Date: 2022.01.19 18:12:10 -05'00'

RE: **XF-0304-22 VMWARE ELA SOFTWARE FOR NEW VXRAIL SYSTEM**

Information Technologies Division (ITD) submitted an RFP to Procurement Division for solicitation of VmWare ELA Software for New VxRail System, Bid # XF-0304-22.

Procurement Division received five (5) supplier responses and zero (0) no bids with an open date of January 19, 2022. The Procurement Division forwarded the bid tabulation sheet and the bid responses to the Information Technologies Division for review.

ITD recommends rejecting all suppliers. The items that were bid on the RFP solicitation included technical support that is already covered under an existing agreement. ITD will revise the scope of work and will rebid the RFP.

Your favorable consideration of ITD's request is greatly appreciated.

Tracy Geake — Digitally signed by Tracy Geake Date: 2022.01.20 06:19:35 -05'00'

Attachment: Bid Tab Sheet

CC: Bill Costa, Technology Infrastructure Manager
Mark Deas, Server Infrastructure Manager
Elizabeth Brown, IT Operations Manager
Andre Conyers, IT Contract Administrator

BID TABULATION SHEET

TITLE: VMWARE ELA SOFTWARE FOR NEW VXRAIL SYSTEM
BID NO.: XF-0304-22
OPEN DATE: January 19, 2022
ANALYST: RUBEN OLA
No. Invited: (28) No. Received (5) No Bids: (0)
Bid Recorder: M. PIERCE Announcer: M. SPITLER

ITEM	DESCRIPTION	QUANTITY	KAMBRIAN CORPORATION		VPRIME TECH INC		CTS MOBILITY, LTD.		ZONES, LLC		CDW GOVERNMENT LLC	
			PRICE EACH	EXT. PRICE	PRICE EACH	EXT. PRICE	PRICE EACH	EXT. PRICE	PRICE EACH	EXT. PRICE	PRICE EACH	EXT. PRICE
1	VCF – Vmware Cloud Foundation 4 Starter (per CPU), Part No. CF4-STR-C	20										
2	VCF – 3 Years of Vmware Support/Service, Part No. CF4-STR-P-SSS-C	20										
3	VCenter – Renewal of existing vCenter Standard licenses including support for 3 years, Part No. VCS7-STD-C	3										
4	vSphere Ent+ - Renewal of existing vSphere Ent+ licenses including support for 3 years, Part No. VS7-EPL-C	25										
5	Vmware Advanced Threat Prevention Add-on (U.S. DC) to NSX Data Center ADV or ENT Plus per Processor – includes Production Support/Subscription, Part No. NX-ATP-USAD-ADVEPL-TLSS-C	20										
	GRAND TOTAL:											
	FEDERAL FORMS (1,2):		✓		✓		✓		✓		✓	
	TERMS:				NET 30 DAYS				NET 30 DAYS		NET 30 DAYS	
	DELIVERY (Business Days):		2 DAYS		3-4 DAYS		1 DAY		3-5 DAYS			
	CONFLICT OF INTEREST:		✓		✓		✓		✓		✓	
	ADDENDUM (S) (1):		✓		✓		✓				✓	
	NOTES:											

PROCUREMENT DIVISION

NOTIFICATION OF RECOMMENDED BID REJECTION

Date: January 24, 2022

Via Email: sonia.azad@zones.com

Bidder's Name: Zones, LLC

Address: 1102 15th St SW, Ste 102
Auburn, WA 98001, USA

Contact Name: Jon Bailey, VP-Business and Legal Affairs

Bid No: XF-0304-22

Title: VMWARE ELA SOFTWARE FOR NEW VXRAIL SYSTEM

Date Opened: January 19, 2022

REASON FOR RECOMMENDED BID REJECTION: The City intends to reject all bids and rebid at later date. We will revise the scope of work since technical support is already covered under existing City contract.

If you wish to protest the recommended rejection of this bid, please respond in accordance with the City of Jacksonville's bid protest procedures and email a copy to the City Purchasing Analyst associated with the protested bid.

NOTE: This intended action is only a recommendation to the appropriate Awarding Authority. The authority recommending award for this bid is the General Government Awards Committee scheduled for Thursday, January 27, 2022 at 1:00 p.m.

Purchasing Analyst's Signature: *Ruben Ola*
RUBEN OLA, Purchasing Analyst

Ola, Ruben

From: Ola, Ruben
Sent: Monday, January 24, 2022 11:16 AM
To: Sonia.azad@zones.com
Subject: Notification of Recommended Reject All Bids: XF-0304-22 VMWARE ELA SOFTWARE FOR NEW VXRAIL SYSTEM
Attachments: Bid Rejection Letter Form - XF-0304-22. Zones, LLC.pdf

Good Morning,

Attached is notification of recommended reject all bids for the above subject solicitation.
Thank you for participation and appreciate your interest in doing business with the City of Jacksonville.

Sincerely,

Ruben Ola, Buyer
City of Jacksonville
Procurement Division
214 N. Hogan Street, Suite 800
Jacksonville, FL 32202
Phone: 904.255.8823
Fax: 904.255.8837
Email: rubeno@coj.net

One City. One Jacksonville.

PROCUREMENT DIVISION

NOTIFICATION OF RECOMMENDED BID REJECTION

Date: January 24, 2022

Via Email: vprime@vprimetech.com

Bidder's Name: vPrime Tech Inc

Address: 1400 Broadfield Boulevard Suite 200
Houston, TX 77084-5162, USA

Contact Name: Jhan Galib, CEO

Bid No: XF-0304-22

Title: VMWARE ELA SOFTWARE FOR NEW VXRAIL SYSTEM

Date Opened: January 19, 2022

REASON FOR RECOMMENDED BID REJECTION: The City intends to reject all bids and rebid at later date. We will revise the scope of work since technical support is already covered under existing City contract.

If you wish to protest the recommended rejection of this bid, please respond in accordance with the City of Jacksonville's bid protest procedures and email a copy to the City Purchasing Analyst associated with the protested bid.

NOTE: This intended action is only a recommendation to the appropriate Awarding Authority. The authority recommending award for this bid is the General Government Awards Committee scheduled for Thursday, January 27, 2022 at 1:00 p.m.

Purchasing Analyst's Signature: Ruben Ola
RUBEN OLA, Purchasing Analyst

Ola, Ruben

From: Ola, Ruben
Sent: Monday, January 24, 2022 11:15 AM
To: vprime@vprimetech.com
Subject: Notification of Recommended Reject All Bids: XF-0304-22 VMWARE ELA SOFTWARE FOR NEW VXRAIL SYSTEM
Attachments: Bid Rejection Letter Form - XF-0304-22. vPrime Tech Inc.pdf

Good Morning,

Attached is notification of recommended reject all bids for the above subject solicitation.
Thank you for participation and appreciate your interest in doing business with the City of Jacksonville.

Sincerely,

Ruben Ola, Buyer
City of Jacksonville
Procurement Division
214 N. Hogan Street, Suite 800
Jacksonville, FL 32202
Phone: 904.255.8823
Fax: 904.255.8837
Email: rubeno@coj.net

One City. One Jacksonville.

PROCUREMENT DIVISION

NOTIFICATION OF RECOMMENDED BID REJECTION

Date: January 24, 2022

Via Email: team1@kambrian.com; sales@kambrian.com

Bidder's Name: Kambrian Corporation

Address: 2707 East Valley Blvd, Suite 312
West Covina, CA 91792, USA

Contact Name: Cathy Hsieh, CEO

Bid No: XF-0304-22

Title: VMWARE ELA SOFTWARE FOR NEW VXRAIL SYSTEM

Date Opened: January 19, 2022

REASON FOR RECOMMENDED BID REJECTION: To reject all bids due to the items that were bid on the RFP solicitation included the technical support that is already covered under an existing agreement. We will rebid with revised scope of work.

If you wish to protest the recommended rejection of this bid, please respond in accordance with the City of Jacksonville's bid protest procedures and email a copy to the City Purchasing Analyst associated with the protested bid.

NOTE: This intended action is only a recommendation to the appropriate Awarding Authority. The authority recommending award for this bid is the General Government Awards Committee scheduled for Thursday, January 27, 2022 at 1:00 p.m.

Purchasing Analyst's Signature: *Ruben B. Ola*
RUBEN OLA, Purchasing Analyst

Ola, Ruben

From: Ola, Ruben
Sent: Monday, January 24, 2022 11:14 AM
To: sales@kambrian.com
Subject: Notification of Recommended Reject All Bids: XF-0304-22 VMWARE ELA SOFTWARE FOR NEW VXRAIL SYSTEM
Attachments: Bid Rejection Letter Form - XF-0304-22. Kambrian Corporation.pdf

Good Morning,

Attached is notification of recommended reject all bids for the above subject solicitation.
Thank you for participation and appreciate your interest in doing business with the City of Jacksonville.

Sincerely,

Ruben Ola, Buyer
City of Jacksonville
Procurement Division
214 N. Hogan Street, Suite 800
Jacksonville, FL 32202
Phone: 904.255.8823
Fax: 904.255.8837
Email: rubeno@coj.net

One City. One Jacksonville.

PROCUREMENT DIVISION

NOTIFICATION OF RECOMMENDED BID REJECTION

Date: January 24, 2022

Via Email: atrejo@ctsmobility.com

Bidder's Name: CTS Mobility, LTD.

Address: 11801 Stonehollow Dr. Ste. 125
Austin, TX 78758, USA

Contact Name: Daniel Hurd, Principal

Bid No: XF-0304-22

Title: VMWARE ELA SOFTWARE FOR NEW VXRAIL SYSTEM

Date Opened: January 19, 2022

REASON FOR RECOMMENDED BID REJECTION: The City intends to reject all bids and rebid at later date. We will revise the scope of work since technical support is already covered under existing City contract.

If you wish to protest the recommended rejection of this bid, please respond in accordance with the City of Jacksonville's bid protest procedures and email a copy to the City Purchasing Analyst associated with the protested bid.

NOTE: This intended action is only a recommendation to the appropriate Awarding Authority. The authority recommending award for this bid is the General Government Awards Committee scheduled for Thursday, January 27, 2022 at 1:00 p.m.

Purchasing Analyst's Signature: Ruben B. Ola
RUBEN OLA, Purchasing Analyst

214 N. Hogan St., Suite 800 | Jacksonville, FL 32202 | Phone: 904.255-8815 | Fax: 904.255-8837

Ola, Ruben

From: Ola, Ruben
Sent: Monday, January 24, 2022 11:12 AM
To: atrejo@ctsmobility.com
Subject: Notification of Recommended Reject All Bids: XF-0304-22 VMWARE ELA SOFTWARE FOR NEW VXRAIL SYSTEM
Attachments: Bid Rejection Letter Form - XF-0304-22. CTS Mobility LTD.pdf

Good Morning,

Attached is notification of recommended reject all bids for the above subject solicitation.
Thank you for participation and appreciate your interest in doing business with the City of Jacksonville.

Sincerely,

Ruben Ola, Buyer
City of Jacksonville
Procurement Division
214 N. Hogan Street, Suite 800
Jacksonville, FL 32202
Phone: 904.255.8823
Fax: 904.255.8837
Email: rubeno@coj.net

One City. One Jacksonville.

PROCUREMENT DIVISION

NOTIFICATION OF RECOMMENDED BID REJECTION

Date: January 24, 2022

Via Email: johnvra@cdwg.com

Bidder's Name: CDW GOVERNMENT LLC

Address: 230 N Milwaukee Ave
Vernon Hills, IL 60061

Contact Name: Cailee Filkin, Manager, Proposals

Bid No: XF-0304-22

Title: VMWARE ELA SOFTWARE FOR NEW VXRAIL SYSTEM

Date Opened: January 19, 2022

REASON FOR RECOMMENDED BID REJECTION: The City intends to reject all bids and rebid at later date. We will revise the scope of work since technical support is already covered under existing City contract.

If you wish to protest the recommended rejection of this bid, please respond in accordance with the City of Jacksonville's bid protest procedures and email a copy to the City Purchasing Analyst associated with the protested bid.

NOTE: This intended action is only a recommendation to the appropriate Awarding Authority. The authority recommending award for this bid is the General Government Awards Committee scheduled for Thursday, January 27, 2022 at 1:00 p.m.

Purchasing Analyst's Signature: *Ruben B. Ola*
RUBEN OLA, Purchasing Analyst

Ola, Ruben

From: Ola, Ruben
Sent: Monday, January 24, 2022 11:10 AM
To: John Vrablik
Subject: Notification of Recommended Reject All Bids: XF-0304-22 VMWARE ELA SOFTWARE FOR NEW VXRAIL SYSTEM
Attachments: Bid Rejection Letter Form - XF-0304-22. CDW GOVERNMENT LLC.pdf

Good Morning,

Attached is notification of recommended reject all bids for the above subject solicitation.
Thank you for participation and appreciate your interest in doing business with the City of Jacksonville.

Sincerely,

Ruben Ola, Buyer
City of Jacksonville
Procurement Division
214 N. Hogan Street, Suite 800
Jacksonville, FL 32202
Phone: 904.255.8823
Fax: 904.255.8837
Email: rubeno@coj.net

One City. One Jacksonville.

TERMS AND CONDITIONS

VMWARE ELA SOFTWARE FOR NEW VXRAIL SYSTEM

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 provide these items and to obtain pricing commitments for the purchase of VMware software license items.

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

The term of this agreement will be three (3) years from date of award. Initial payment will be made in Fiscal Year 22 for licenses with maintenance paid annually during the three (3) year 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. The Contractor shall provide all business licenses required by local, state, and federal law as applicable.

b. Vendor must provide document or proof to be an authorized VMware value added reseller or partner status with valid and in good standing.

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.

SPECIFICATIONS

VMWARE ELA SOFTWARE FOR NEW VXRAIL SYSTEM

1. **Please see the Bid Proposal Form for specific description and part number information.**
2. **NO SUBSTITUTIONS on ANY of the listed items for bid.**
3. **Bidders must provide documentation of specific requirements from VMware for a clean install on new VxRail hardware.**

REMAINDER OF PAGE INTENTIONALLY LEFT BLANK