SUBJECT: PALO ALTO NETWORKS NGFW

BID #: XF-0569-19 **OPEN DATE: 2019-07-24**

GENERAL GOVERNMENT AWARDS COMMITTEE

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

AGENCY: INFORMATION TECHNOLOGIES DIVISION

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

NUMBER OF BIDS INVITED: 22 **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 $279,034.31 for PALO ALTO NETWORKS NGFW. Period of service will be three (3) years from date of award.

Funding for this award to be encumbered by AFIT53A-IT0803-04-69427 and AFIT531CSCS-04662, to be executed by purchase order(s)

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 _____ MEMBERS DISAPPROVING _____ DATE: _____

_____ _____ OTHER: _____

_____ _____

_____ _____

ACTION OF AWARDING AUTHORITY DATE _____

APPROVED _____ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

CITY OF JACKSONVILLE

07/26/19 12:56:51
Procurement Division

DATE: July 26, 2019

TO: Greg Pease, Chief of Procurement Division

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

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

SUBJECT: **XF-0569-19 PALO ALTO NETWORKS NGFW – BID RECOMMENDATION**

The Information Technologies Division (ITD) submitted to Procurement Division a request to solicit for Palo Alto Networks NGFW. The solution will provide support and compliance of the security technology that will analyze and defend against threats.

The bid opened on July 24, 2019 and Procurement Division received two (2) vendor responses and zero (0) no bids for BID # XF-0569-19. Procurement Division forwarded the bid responses for our review.

The following table details the responses received:

Vendor Name	Amount
Presidio Networked Solutions, LLC	**$279,034.31**
Thomas Gallaway Corporation dba Technologent	$511,654.00

ITD Management recommends awarding this bid to the lowest, responsive, responsible bidder Presidio Networked Solutions, LLC for the total amount of $279,034.31. The period of service will be three (3) years from date of award.

Funding Sources:
AFIT53A-IT0803-04-069427
AFIT531CSCS - 04662

Your favorable consideration of this request is appreciated.

cc: Craig Galley, Information Security Officer, ITD Craig R. Galley

Attachment: Bid Tabulation Sheet

BID TABULATION SHEET

TITLE: PALO ALTO NETWORKS NGFW

BID NO.: XF-0569-19

OPEN DATE: July 24, 2019

ANALYST: RUBEN OLA

No. Invited: (22) No. Received (2) No Bids: ( )

Bid Recorder: R. BARNETT, Announcer: S. WILLIAMS

ITEM	DESCRIPTION	QUANTITY	PRESIDIO NETWORKED SOLUTIONS, LLC PRICE EACH	PRESIDIO NETWORKED SOLUTIONS, LLC EXT. PRICE	THOMAS GALLAWAY CORPORATION DBA: TECHNOLOGENT PRICE EACH	THOMAS GALLAWAY CORPORATION DBA: TECHNOLOGENT EXT. PRICE	PRICE EACH	EXT. PRICE	PRICE	EXT. PRICE	PRICE EACH	EXT. PRICE
1	PAN-PA-5260 AC PALO ALTO NETWORKS PA-5260 WITH REDUNDANCY	2	$ 103,469.39	$ 206,938.78	$ 170,526.00	$ 341,052.00						
2	PAN-VM-100 PERP-BND2-PREM-3YR	2	$0.00	$0.00	$ 4,547.00	$ 9,094.00						
3	PAN-QSFP-AOC-10M QSFP+ form factor, 40Gb active optical cable with 2 transceivers and 10m of cable permanently bonded as an assembly	1	$ 734.69	$ 734.69	$ 1,705.00	$ 1,705.00						
4	PAN-EDU-ONSITE-3DAY-12 Palo Alto Networks On-Site Training Course, 3 days, up to 12 Students. Onsite training will expire one (1) year from date of purchase. Price includes Instructor T&E, Courseware, and Lab access	1	$ 13,511.86	$ 13,511.86	$ 14,113.00	$ 14,113.00						
5	Firewall 9.0: Troubleshooting (EDU-330) Onsite Training	1	$ 5,000.00	$ 5,000.00	$ 10,300.00	$ 10,300.00						
6	PAN-SVC-PREM-5260-3YR PREMIUM SUPPORT 3-YEAR PREPAID, PA-5260	2	$ 56,424.49	$ 112,848.98	$ 67,995.00	$ 135,390.00						
	PALO ALTO NETWORKS NGFW (ITEMS 1-6) TOTAL			$ 339,034.31		$ 511,654.00						

TRADE-IN EQUIPMENT LIST

ITEM	DESCRIPTION	QUANTITY	PRICE EACH	EXT. PRICE	PRICE EACH	EXT. PRICE	PRICE EACH	EXT. PRICE	PRICE	EXT. PRICE	PRICE EACH	EXT. PRICE
7	Juniper SRX 3600	2			Not Applicable	UNABLE TO TRADE-IN						
8	Juniper STRM 50001	1			Not Applicable	UNABLE TO TRADE-IN						

BID TABULATION SHEET

9	PAN-SVC-PREM-5260-3YR PREMIUM SUPPORT 3-YEAR PREPAID, PA-5260	1			Not Applicable	UNABLE TO TRADE-IN						
10	PAN-SVC-PREM-5260-3YR PREMIUM SUPPORT 3-YEAR PREPAID, PA-5260	1			Not Applicable	UNABLE TO TRADE-IN						
11	PAN-SVC-PREM-5260-3YR PREMIUM SUPPORT 3-YEAR PREPAID, PA-5260	2			Not Applicable	UNABLE TO TRADE-IN						
TRADE-IN EQUIPMENT LIST (ITEMS 7-11) TOTAL:				$60,000.00		$0.00						
PALO ALTO NETWORKS NGFW (ITEMS 1-6) TOTAL				$339,034.31		$0.00						
GRAND TOTAL:				$279,034.31		$511,654.00						
MINIMUM REQUIREMENTS:												
TERMS:					0% - 30 DAYS							
DELIVERY (Business Days):				30-60		14						
CONFLICT OF INTEREST:				✓		✓						
ADDENDUM(1):				✓		✓						
NOTES:												

TERMS AND CONDITIONS

PALO ALTO NETWORKS NGFW

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 item(s)/ service(s) and to obtain pricing commitments for PALO ALTO NETWORKS NGFW as listed in the bid documents. The solution will provide support and compliance of the security technology that will analyze and defend against threats.

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.

3. TERM OF AGREEMENT

This is a one-time purchase. Period of service will be three (3) years 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.

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. 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 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

SECURITY SOFTWARE and MAINTENANCE SPECIFICATIONS:

- ***Please see the Bid Proposal Form for specific Model Number Information.***
- ***NO SUBSTITUTIONS and NO REFURBISHED EQUIPMENT on ANY of the listed items for bid.***

QWS3270X 7/26/2019 3:15 PM

FAML6350 V5.1 ** NW COJ FAMIS PRODUCTION ** 07/26/2019

LINK TO: ACCOUNT SUMMARY INQUIRY 3:15 PM

FISCAL MO/YEAR : 10 2019 CURRENCY CODE :

INDEX CODE : AFIT531CSCS INFORMATION TECHNOLOGIES

SUBOBJECT : 04662 HARDWARE/SOFTWARE MAINTENANCE & LICENSES

PROJECT :

PROJECT DETAIL :

GRANT :

GRANT DETAIL :

USER CODE :

S	JULY 2019	ANNUAL BALANCE	ALL YEARS BALANCE
ESTIMATED REVENUES	.00	.00	.00
REVENUES	.00	.00	.00
UNREALIZED REVENUES	.00	.00	.00
BUDGET	.00	2,423,478.03	2,423,478.03
EXPENDITURES	167,718.29	1,874,684.73	1,874,684.73
ENCUMBRANCES	-129,859.14	83,651.51	83,651.51
PRE-ENCUMBRANCES	.00	.00	.00
REMAINING BALANCE	-37,859.15	465,141.79	465,141.79

F1-HELP F2-SELECT F4-PRIOR F5-NEXT

F9-LINK F10-PRIOR-MO F11-NEXT-MO

G014 - RECORD FOUND

QWS3270X 7/26/2019 3:17 PM
FAML6350 V5.1 ** NW COJ FAMIS PRODUCTION ** 07/26/2019
LINK TO: ACCOUNT SUMMARY INQUIRY 3:17 PM

FISCAL MO/YEAR : 10 2019 CURRENCY CODE :
INDEX CODE : AFIT53A ITD SYSTEM DEVELOPMENT
SUBOBJECT : 069427 DM-COMPUTER EQUIPMENT
PROJECT : IT0803 SECURITY
PROJECT DETAIL : 04 ITD SECURITY UPGRADES FY18
GRANT :
GRANT DETAIL :
USER CODE :

S	JULY 2019	ANNUAL BALANCE	ALL YEARS BALANCE
ESTIMATED REVENUES	.00	.00	.00
REVENUES	.00	.00	.00
UNREALIZED REVENUES	.00	.00	.00
BUDGET	.00	200,000.00	390,000.00
EXPENDITURES	.00	19,862.68	190,000.00
ENCUMBRANCES	.00	-19,862.68	.00
PRE-ENCUMBRANCES	.00	.00	.00
REMAINING BALANCE	.00	200,000.00	200,000.00

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

G014 - RECORD FOUND