SUBJECT: NEW AND/OR REFURBISHED CISCO EQUIPMENT AND LICENSES

BID #: SC-0302-18 **OPEN DATE: 2017-11-08**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT:
SUPPLY CONTRACT – TWELVE (12) MONTH TERM FROM DATE OF AWARD

AGENCY: INFORMATION TECHNOLOGIES DIVISION

BASIS OF AWARD: LOWEST RESPONSIVE, RESPONSIBLE BIDDER

NUMBER OF BIDS INVITED: 8 **NUMBER RECEIVED:** 6 **OTHER:** 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Subject bid was awarded on 1/4/18 to Integrated Office Solutions, Inc. for Group 2 and Thomas Gallaway Corporation DBA Technologent for Group 3.

Recommend approval to rescind Group 2 award to Integrated Office Solutions, Inc. due to vendor not being able to fulfill order at quoted prices.

Accordingly, recommend approval of award to the second lowest responsive, responsible bidder for Group 2: Presidio Networked Solutions, LLC., in the amount of $160,208.00, for a revised total award expenditure not-to-exceed $189,254.88. Period of service will remain unchanged at twelve (12) months from date of award.

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

Attachments: Recommendation Memo, Bid Tabulation Sheet, Vendor Emails, Terms and Conditions, Rescind Letter, Previous Award

Analyst: _____ **RESPECTFULLY SUBMITTED:** _____
CHELSEY FLEMING GREGORY PEASE, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: Kenneth Lathrop, Chief of Information Technologies Division

---

(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

02/15/18 13:23:20
Procurement Division

February 15, 2018

TO: Greg Pease, Chief of Procurement Division

JP 2/15/18

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

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

RE: **SC-0302-18 NEW AND/OR REFURBISHED CISCO EQUIPMENT AND LICENSES – RESCIND VENDOR AWARD**

Information Technologies Division (ITD) submitted an RFP to Procurement Division for solicitation of New and/or Refurbished Cisco Equipment and Licenses Bid # SC-0302-18.

Procurement Division received six (6) vendor responses and zero (0) no bids which opened on November 8, 2017. Procurement Division forwarded the bid tabulation sheet and the bid responses for ITD review. The RFP is to be awarded by group to the lowest responsive, responsible bidder. Bidders must bid on all items for the following groups: Group 1: Phones; Group 2: Licenses and Group 3: FXS/Analog Terminal Adaptors.

ITD made the recommendation to award Group 2 to Integrated Office Solutions, Inc. Procurement Division approved award on January 4, 2018 and PO issued to vendor on January 17, 2018.

VENDOR - GROUP 2: LICENSES	TOTAL AWARD AMOUNT
INTEGRATED OFFICE SOLUTIONS, INC.	$117,780.00

On February 7, 2018 Integrated Office Solutions, LLC apologized to ITD for the delay in getting the Cisco Licenses and stated they are unable to fulfill the license order. Vendor explained the original pricing discounts were only available for last year and have expired. Information Technologies Division Management requests to rescind award to Integrated Office Solutions, Inc. in the amount awarded. ITD Management recommends awarding Group 2 to the next lowest responsive, responsible bidder Presidio Networked Solutions, LLC in the amount bid.

VENDOR - GROUP 2: LICENSES	**TOTAL AWARD AMOUNT**
PRESIDIO NETWORKED SOLUTIONS, LLC	**$160,208.00**

Funding source will be Index Code: AFIT53A- 069427- ITC001-02. Total award amount $160,208.00

Thank you for your consideration of this request.

Cc: Robert Gray, Technology Infrastructure Manager
Michael Rooney, Network and Telecom Infrastructure Manager

Title: New and/or Refurbished CISCO Equipment and Licenses
Bid # SC-0302-18
Bid Date: 11/8/17
Buyer: Chelsey Fleming
No. Invited: 8 No. Received: 6 No Bids: 0
11/8/2017
Date
Recorded By: Gail Sampson

ITEM	CISCO PART #	DESCRIPTION	Est. QTY	UoM	THOMAS GALLAWAY CORPORATION DBA TECHNOLOGENT UNIT PRICE	EXTENDED TOTAL	TECHNOFORMERS, LLC. UNIT PRICE	EXTENDED TOTAL	LUMBEE GROUP UNIT PRICE	EXTENDED TOTAL	PRESIDIO NETWORKED SOLUTIONS, LLC. UNIT PRICE	EXTENDED TOTAL
GROUP 2: LICENSES												
1	ER10-USR-1	Emergency Responder User	1315	EA	$12.47	$16,398.05	$10.00	$13,150.00	$11.31	$14,872.65	$9.20	$12,098.00
2	LIC-CUCM-10X-ENH-A	CM Enhanced User	1300	EA	$130.97	$170,261.00	$36.95	$48,035.00	$124.08	$161,304.00	$106.20	$138,060.00
3	LIC-CUCM-10X-ESS-A	CM Essential User	300	EA	$24.95	$7,485.00	$12.95	$3,885.00	$23.63	$7,089.00	$20.00	$6,000.00
4	UNITYCN10-STD-USR	Unity Basic Messaging	100	EA	$46.77	$4,677.00	$35.95	$3,595.00	$44.31	$4,431.00	$40.50	$4,050.00
				GROUP 2 TOTAL:	$198,821.05		$68,665.00		$187,696.65		$160,208.00	
				TERMS:	NET 30		NET 30		Not Stated		Not Stated	
				DELIVERY:	Not Stated		30 Business Days		60 Business Days		20 Business Days	
				CONFLICT OF INTEREST:	Yes		Yes		Yes		Yes	
				CISCO Certified Reseller w/ Select, Premier, Silver or Gold Certification:	Yes		Yes		Yes		Yes	
				ADDENDUMS 0	N/A		N/A		N/A		N/A	
				NOTES:			Vendor rejected for Group 2 for not meeting the requirement for not meeting the requirement of being Cisco Certified		Difference in total pricing due to adjustment by Unit Pricing, "In case of error in extension of prices in the bid, the unit price will govern."			

Title: New and/or Refurbished CISCO Equipment and Licenses
Bid # SC-0302-18
Bid Date: 11/8/17
Buyer: Chelsey Fleming
No. Invited: 8 No. Received: 6 No Bids: 0
Recorded By: Gail Sampson 11/8/2017 Date

ITEM	CISCO PART #	DESCRIPTION	Est. QTY	UoM	INTEGRATED OFFICE SOLUTIONS, INC. UNIT PRICE	INTEGRATED OFFICE SOLUTIONS, INC. EXTENDED TOTAL	HOWARD TECHNOLOGY SOLUTIONS UNIT PRICE	HOWARD TECHNOLOGY SOLUTIONS EXTENDED TOTAL	UNIT PRICE	EXTENDED TOTAL	UNIT PRICE	EXTENDED TOTAL
GROUP 2: LICENSES												
1	ER10-USR-1	Emergency Responder User	1315	EA	$12.00	$15,780.00						
2	LIC-CUCM-10X-ENH-A	CM Enhanced User	1300	EA	$70.00	$91,000.00						
3	LIC-CUCM-10X-ESS-A	CM Essential User	300	EA	$24.00	$7,200.00						
4	UNITYCN10-STD-USR	Unity Basic Messaging	100	EA	$38.00	$3,800.00						
				GROUP 2 TOTAL:	$117,780.00							
				TERMS:	NET 10		Not Stated					
				DELIVERY:	15 Business Days		Not Stated					
				CONFLICT OF INTEREST:	Yes		Yes					
				WARRANTY FORM:	Yes		Not Stated					
				ADDENDUMS 0	N/A		N/A					
				NOTES:	Difference in total pricing due to adjustment by Unit Pricing, "In case of error in extension of prices in the bid, the unit price will govern."		Vendor rejected for Group 2 for not bidding on all items in the Group					

Ossi, Thomas

From: Rooney, Michael
Sent: Friday, February 09, 2018 8:39 AM
To: Ossi, Thomas
Cc: Chauffe, Keith; Gray, Robert; McDaniel, Jeremy; Brown, Elizabeth
Subject: RE: PO8A04034 Status Please - See Response
Attachments: FW: SC-0302-18 - New and/or Refurbished CISCO Equipment and Licenses

Hey Tom, Chelsey confirmed that Presidio will honor the pricing of $160,208.00 from the Bid (email attached).

What are our next steps and let me know if there is anything I can assist with.

Thanks!
Michael

From: Ossi, Thomas
Sent: Thursday, February 8, 2018 3:35 PM
To: Rooney, Michael
Cc: Chauffe, Keith; Gray, Robert; McDaniel, Jeremy; Brown, Elizabeth
Subject: RE: PO8A04034 Status Please - See Response

Hi Michael,

We will need to rescind the prior award to the current vendor.

I will need confirmation that the second lowest responsible vendor is able to provide the services requested at the rate vendor bid on the RFP.

Please email Presidio.

Please get all documentation via email.

Thank you,

Tom Ossi
Technology Contract and Records Manager
City of Jacksonville
Information Technologies Division
214 N. Hogan Street, 9th Floor
Jacksonville, FL 32202
904.255.8080
TOssi@coj.net

From: Rooney, Michael
Sent: Thursday, February 08, 2018 1:47 PM
To: Ossi, Thomas
Cc: Chauffe, Keith; Gray, Robert; McDaniel, Jeremy

Subject: RE: PO8A04034 Status Please - See Response
Importance: High

Tom, with Integrated Office Solutions, Inc. not being able to provide the Awarded Group 2 licensees please provide the next lowest bidder and cost. After Robert approves to move forward I'll submit an amended Award memo.

Thanks!
Michael

From: Rooney, Michael
Sent: Thursday, February 8, 2018 1:43 PM
To: 'Alphonzo Henderson'; 'Kevin Holzendorf (kholzend)'; 'Team - Cisco'
Cc: Ossi, Thomas; Gray, Robert; Chauffe, Keith; 'Macy'; 'Carrie Henderson'
Subject: RE: PO8A04034 Status Please - See Response

Al, thank you for your response and I've cc'd it on this thread as well.

Best regards,

Michael K. Rooney, Network & Telecom Infrastructure Manager
City of Jacksonville/Information Technologies Division
214 N. Hogan St., 9th Floor
Jacksonville, Florida 32202
(Office) 904.255.8428

CITY OF JACKSONVILLE

From: Rooney, Michael
Sent: Thursday, February 8, 2018 9:45 AM
To: 'Alphonzo Henderson'; 'Kevin Holzendorf (kholzend)'; 'Team - Cisco'
Cc: Ossi, Thomas; Gray, Robert; Chauffe, Keith; 'Macy'; 'Carrie Henderson'
Subject: RE: PO8A04034 Status Please - See Response

Good morning Al, for clarification please confirm that Integrated Office Solutions, Inc. is not able to provide the Awarded products on PO8A04034.

Best regards,

Michael K. Rooney, Network & Telecom Infrastructure Manager
City of Jacksonville/Information Technologies Division
214 N. Hogan St., 9th Floor
Jacksonville, Florida 32202
(Office) 904.255.8428

CITY OF JACKSONVILLE

From: Alphonzo Henderson [mailto:alh@intofficesolutions.com]
Sent: Wednesday, February 7, 2018 3:43 PM
To: Rooney, Michael; 'Kevin Holzendorf (kholzend)'; 'Team - Cisco'
Cc: Ossi, Thomas; Gray, Robert; Chauffe, Keith; 'Macy'; 'Carrie Henderson'
Subject: RE: PO8A04034 Status Please - See Response
Importance: High

Hi Michael,

Thank you for calling me about the status update of the PO# for the Cisco licenses. I apologize for the delay getting back to you about this order but I have been talking with our order fulfillment center and they have not completed the order due to an issue with the original discount pricing. The original pricing we provided was based on a combination of discounts and promo's which were available last year but has since expired and cannot be used to process this order. However, we have attempted to renegotiate the discount pricing with Cisco for the licenses but have not been successful at this time. Because of this, our order fulfilment center will not be able to process the order. We have made several attempts to push this order through with the original discount pricing but have not been successful. I realize this delay has impacted your schedule but I truly apologize that we were not able to recover our original discounts so we could process the order. If you have further questions, please feel free to contact me directly.

Kind Regards,

Alphonzo(Al) Henderson
Executive Director
Integrated Office Solutions Inc
531 Forest Parkway, Suite 220
Forest Park, GA 30297
P: 404-366-4110
F: 866-587-3799
C: 404-213-5260
alh@intofficesolutions.com

From: Rooney, Michael [mailto:MRooney@coj.net]
Sent: Tuesday, February 6, 2018 4:47 PM
To: alh@intofficesolutions.com
Cc: Ossi, Thomas <TOssi@coj.net>; Gray, Robert <GrayR@coj.net>; Chauffe, Keith <KChauffe@coj.net>
Subject: PO8A04034 Status Please
Importance: High

Hello Al, thanks for the time today and as we talked please provide a status delivery of the items on this PO.

Best regards,

Michael K. Rooney, Network & Telecom Infrastructure Manager
City of Jacksonville/Information Technologies Division
214 N. Hogan St., 9th Floor
Jacksonville, Florida 32202
(Office) 904.255.8428

Fleming, Chelsey

From: Arnett, Jackie <JARNETT@PRESIDIO.com>
Sent: Thursday, February 08, 2018 4:32 PM
To: Fleming, Chelsey
Cc: Behee, John
Subject: RE: SC-0302-18 - New and/or Refurbished CISCO Equipment and Licenses

Ms. Fleming,
Yes Presidio will honor the pricing as submitted for Group 2: Licenses on bid SC-0302-18 – New and/or Refurbished CISCO Equipment Licenses.
Regards,
Jackie Arnett

Jackie Arnett | Director, Contracts Administration
Presidio (NASDAQ: PSDO) | presidio.com
D: 812.342.6188 | C: 812.350.0808 | F: 812.342.2702 | jarnett@presidio.com

Follow us:

From: Fleming, Chelsey [mailto:CFleming@coj.net]
Sent: Thursday, February 08, 2018 4:04 PM
To: Arnett, Jackie
Subject: SC-0302-18 - New and/or Refurbished CISCO Equipment and Licenses
Importance: High

EXTERNAL EMAIL

Good afternoon,

The City of Jacksonville would like to confirm if Presidio Networked Solutions would honor the pricing submitted on Group 2: Licenses on bid SC-0302-18 - New and/or Refurbished CISCO Equipment and Licenses. Below is the pricing that Presidio submitted. Please confirm if this pricing would be honored.

ITEM	CISCO PART #	DESCRIPTION	Est. QTY	U

TERMS AND CONDITIONS

NEW AND/OR REFURBISHED 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 **NEW and/or REFURBISED CISCO EQUIPMENT and LICENSES.**

2. AWARD

Award will be **BY GROUP** to the lowest responsive, responsible bidder. Bidders must bid on all items in a group to be considered for award. ALL awards are subject to the availability of funds.

3. TERM OF AGREEMENT

The term of this agreement will be a twelve (12) month 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. 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.

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

c. Refurbished Equipment must be Cisco Certified Refurbished Equipment (CCRE). Vendor must provide confirmation that all refurbished equipment quoted will be Cisco Certified Refurbished Equipment (CCRE)

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 purchase more than the estimated quantities listed or not to make any purchase against this bid if it so deems necessary anytime during the contract period.

7. DELIVERY

Information Technologies Division, 214 North Hogan Street, 9th Floor, Jacksonville, Florida 32202. ITD 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 to the 9th floor storage area 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 services are delivered and/or rendered to the City of Jacksonville or its agencies. At a minimum, invoices must include: purchase order 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. The awarded vendor will be required to submit the copy of insurance certificate within ten (10) days from date of receipt of award notice. Bid number should be listed on certificate.

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.

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

February 16, 2018

531 Forest Parkway, Ste 220
Forest Park, GA 30297

NOTIFICATION OF FORMAL BID RESCISSION

BIDDERS' NAME: Integrated Office Solutions, LLC.

CONTACT NAME: Alphonzo Henderson

BID NUMBER: SC-0302-18

NAME OF BID: New and/or Refurbished Cisco Equipment and Licenses

DATE OPENED: November 8, 2017

REASON FOR RESCISSION:

Group 2: Failure to supply licenses at submitted pricing.

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 CFLEMING@COJ.NET.

ANALYST'S SIGNATURE: _____

CHELSEY FLEMING

Fleming, Chelsey

From: Fleming, Chelsey
Sent: Friday, February 16, 2018 10:53 AM
To: 'alh@intofficesolutions.com'
Subject: SC-0302-18 New and/or Refurbished Cisco Equipment & Licenses
Attachments: Integrated Office Solutions Rescission.pdf

Please see the attached notification of rescission for Group 2 of subject bid.

Chelsey Fleming
Purchasing Analyst
Procurement Division
City of Jacksonville
cfleming@coj.net
Direct 904.255.8826

CITY OF JACKSONVILLE

SUBJECT: NEW AND/OR REFURBISHED CISCO EQUIPMENT AND LICENSES

BID #: SC-0302-18 **OPEN DATE: 2017-11-08**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT:
SUPPLY CONTRACT – TWELVE (12) MONTH TERM FROM DATE OF AWARD

AGENCY: INFORMATION TECHNOLOGIES DIVISION

BASIS OF AWARD: LOWEST RESPONSIVE, RESPONSIBLE BIDDER

NUMBER OF BIDS INVITED: 8 **NUMBER RECEIVED:** 6 **OTHER:** 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to reject all bids for Group 1 due to exceeding the budgeted amount. The Information Technologies Division will revise the specifications and requirements and re-bid this group at a later date.

Recommend approval to reject the following vendors for Group 2: Howard Technology Solutions, for not bidding on all items in the group as stated in the Terms and Conditions and Technoformers, LLC., for not meeting the requirement of being Cisco Certified.

Accordingly, recommend approval of award to the lowest responsive, responsible bidder for Group 2: Integrated Office Solutions, Inc., and for Group 3: Thomas Gallaway Corporation DBA Technologent. The award amount for Group 2 not-to-exceed $117,780.00 and for Group 3 not-to-exceed $29,046.88, for a total expenditure amount of $146,826.88. Period of service will be twelve (12) months from date of award.

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

Attachments: Recommendation Memo, Bid Tabulation Sheet, Terms and Conditions, Rejection Letters

Analyst: CHELSEY FLEMING **RESPECTFULLY SUBMITTED:** GREGORY PEASE, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: Kenneth Lathrop, Chief of Information Technologies Division

---

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING 3 MEMBERS DISAPPROVING Ø DATE: 01/04/18

Teresa R Eichner OTHER:

ACTION OF AWARDING AUTHORITY DATE 1/04/18

APPROVED DISAPPROVED

OTHER

SIGNATURE OF AUTHENTICATION

Chief Administrative Officer
For Mayor
Under Authority of
Executive Order 2016-05