



BOARD OF COUNTY COMMISSIONERS

DATE: December 16, 2014

AGENDA ITEM NO. //

Consent Agenda ☒

Regular Agenda ☐

Public Hearing ☐

County Administrator's Signature:

Subject:

Award of Bid: Computer, Hardware and Maintenance Support—Dell Compellent
Bid No.: 145-0052-B(RG)

Department:

Business Technology Services (BTS) / Purchasing

Staff Member Responsible:

Martin Rose / Joe Lauro

Recommended Action:

I RECOMMEND THE BOARD OF COUNTY COMMISSIONERS AWARD THE BID FOR THE PURCHASE OF DELL COMPELLENT EQUIPMENT AND MAINTENANCE SUPPORT TO EXTENSYS, INC. (EXTENSYS), OLDSMAR, FLORIDA THE SOLE RESPONSIVE, RESPONSIBLE BID RECEIVED MEETING SPECIFICATIONS. BID IS ON FILE IN THE PURCHASING DEPARTMENT.

Summary Explanation/Background:

The purpose of this contract is to provide for annual requirements of Dell Compellent storage solutions and maintenance services to support enterprise activities. The use of Dell Compellent technology allows management of large amounts of data at a highly granular level, minimizing network congestions and resulting in more efficient virtual desktop infrastructure environments, online transaction processing, high-end structured databases such as SAP, Oracle, SQL, and big data analytics.

The bid, which was based on a discount off of manufacturer's retail price list, was sent to over three hundred (300) prospective firms. One bid was received, from Extensys, offering a 50% discount off of Dell Compellent products and 15% discount off of Dell Compellent maintenance services and related training. Both discounts are in line with past contract pricing structures.

Staff contacted interested vendors to obtain feedback on their reasons for declining to submit a bid, which ranged from inability to provide competitive pricing at the time of the bid and failure to submit bids in a timely manner. Due to the current need of the Dell Compellent product by BTS, the time required to re-bid this requirement could be detrimental to enterprise operations.

The contract has a thirty-six (36) month term with a provision for one (1) twenty-four (24) month renewal option. All equipment will be installed by BTS.

Fiscal Impact/Cost/Revenue Summary:

Funding is provided through the Ten Year BTS Capital Improvement Plan and the Enterprise License and Maintenance budget.

Estimated thirty-six (36) month expenditure not to exceed: \$1,189,000.00

Exhibits/Attachments Attached:

Contract Review
Bid Tabulation



**PURCHASING DEPARTMENT
CONTRACT REVIEW TRANSMITTAL**

CATS
NO.: 45901

PROJECT: COMPUTER, HARDWARE AND MAINTENANCE SUPPORT—DELL COMPELLENT

RFP NUMBER: 145-0052-B (RG)

TYPE: ☒ **Purchase Contract** ☐ **Other:** ☐ **Construction-Less than \$100,000** ☐ **One Time**

In accordance with the policy guide for Contract Administration, the attached documents are submitted for review and comment.

Upon completion of review, complete Contract Review Transmittal and forward to next Review Authority listed. Please indicate suggested changes by revising, in RED, the appropriate section of the document reflecting the exact wording of the change.

RISK MANAGEMENT: Please enter required liability coverage on pages: 15-16

PRODUCT ONLY ☐

Estimated 36-month expenditure: \$ 1,875,000.000

REVIEW SEQUENCE	REVIEW AUTHORITY	REVIEW DATE	REVIEW SIGNATURE	COMMENTS (Attach Separate page if necessary)	COMMENTS INCORPORATED
1.	Purchasing Dept. C. Mancuso, Interim Director R. Garcia, Procurement Analyst Coordinator				
2.	Requesting Dept. M. Rose, Chief Information Officer G. Carro, Financial Manager L. Cowart, BTS Chief Technologist	10/23 <i>com</i> 10/27 <i>MR</i>	<i>MR</i>		

Using Dept please provide below information:

A. ☐ Yes, funding for this project is using grant funding. ☒ No, funding for this project is not using grant funding.
If grant funding is being used you must provide Purchasing with the exact clauses that need to be on attached document.

B. *MR* Initial and Date Funding is available for this project.
Provide title of funding source Enterprise License & Maintenance, and CIP portion of the

C. Please check attached vendor list. Circle vendors you want bids mailed to. Add additional vendors with complete information (Name, Address, Phone and Email)

3.	Risk Management Director Attn: Virginia E. Holscher (Check applicable box at right)	10/30/14	<i>VEH</i>	See changes p. 17-19	HIGH RISK NOT HIGH RISK
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RETURN ALL DOCUMENTS TO PURCHASING

Make all inquiries to: Rosa E. Garcia, Procurement Analyst Coordinator at Extension 4-3148
Please return your requirements to Purchasing ASAP

BID TABULATION
BID NO. 145-0052-B(RG)
BID TITLE: COMPUTER, HARDWARE AND MAINTENACE SUPPORT, DELL COMPELLENT
DUE ON: NOVEMBER 13, 2014 AT 3:00PM

EXTENSYS, INC

Item no.	Description	Estimated 36-month expenditure not to exceed	Discount % of Dell's List Price	Extended Costs
1	Dell Compellent New Products Purchases	\$ 1,375,000.00	50%	\$ 687,500.00
2	Dell Compellent Hardware/Software Support (Zone 1, 24x7 Support Center w/ priority on site)	\$ 575,000.00	15%	\$ 488,750.00
3	Miscellaneous- Training	\$ 15,000.00	15%	\$ 12,750.00
Total estimated 36-month expenditure not to exceed				\$ 1,189,000.00