

**Procurement
Property Control / Surplus**



**Joe Lauro, CPPO/CPPB
Director**

INTEROFFICE MEMO

To: Joseph Lauro, Director of Purchasing
 From: Ruby McKenzie, Procurement Analyst
 Subject: Award of Bid – Services: Software, Websense and Support
 Contract No. 067-0015-B(RM)
 Date: November 14, 2006

RECOMMENDATION: I RECOMMEND THE DIRECTOR OF PURCHASING AWARD THE BID FOR SERVICES: SOFTWARE, WEBSense AND SUPPORT WITH QUASIUUS INVESTMENT CORP. D/B/A GCA, TAMPA, FLORIDA ON THE BASIS OF BEING THE LOWEST RESPONSIVE, RESPONSIBLE BID RECEIVED MEETING SPECIFICATIONS. BIDS ARE ON FILE IN THE PURCHASING DEPARTMENT.

Thirty six MONTH Review
ESTIMATED ANNUAL EXPENDITURE NOT TO EXCEED: \$84,835.00

Funding is provided through Information Technology Operating funds .

DISCUSSION: This is a three (3) year contract for Websense Enterprise software which is the driver of the Enterprise Internet Content filter solution. Websense enables Information Technology (IT) Security Management to monitor, filter, block, save, report and delete internet traffic to and from County personnel within parameters approved by the Security Panel of the IT Board. The software also enables Security Management to manage access to website categories that are considered to be non-business related. The Contract allows for adding additional users during the contract period at firm prices based on quantity levels as users are added. The County currently has 1900 users.

Product	Quantity	Unit Price per User
Websense Enterprise Corporate Edition	1001-2500 users	\$30.85
	2501-5000 users	\$29.05
	5001-10,000 users	\$26.50
Security Filtering	1001-2500 users	\$13.80
	2501-5000 users	\$13.10
	5000-10,000 users	\$11.60

Contract Period: 36 months
 from the
 date of
 award.

N/A – One Time Purchase

Renewal Options:

Terms
Remaining
1

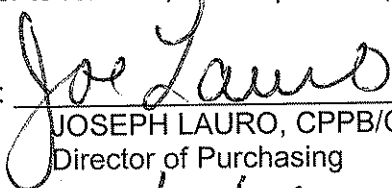
Length of
Each Term
36Months

None

Increase Allowances:

Consumer Price Index (CPI) for all Urban Consumers, Not Seasonally Adjusted, for the twelve (12) months prior to renewal, or four percent (4%), whichever is less.

APPROVED:


JOSEPH LAURO, CPPB/CPPO
Director of Purchasing

Date of Approval:

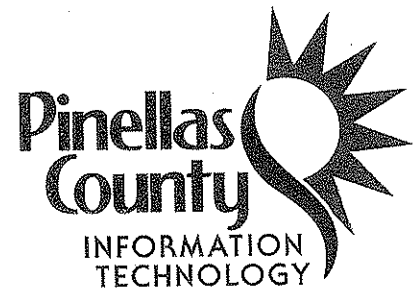
11/15/06

Attachments:

1. Contract Review
2. Department Recommendation
3. Bid Tabulation
4. Corporate Identity

**INFORMATION TECHNOLOGY
BOARD**

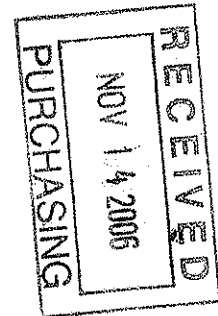
Kenneth T. Welch, Commissioner - Chairman
Diane Nelson, Tax Collector - Vice Chairman
Ken Burke, Clerk of the Circuit Court
Calvin D. Harris, Commissioner
Chief Judge David A. Demers, Sixth Judicial Circuit
Jim Coats, Sheriff
Stephen M. Spratt, County Administrator
Bob Dillinger, Public Defender
Bernie McCabe, State Attorney
Deborah Clark, Supervisor of Elections
Jim Smith, Property Appraiser



Paul F. Alexander III
Director

Ruby McKenzie, Procurement Analyst
Purchasing Department

Ed Lachman, IT Manager
Budget and Administrative Services



Invitation to Bid No. 067-0015-B (RM), Services: Software Websense and Support

September 1, 2006

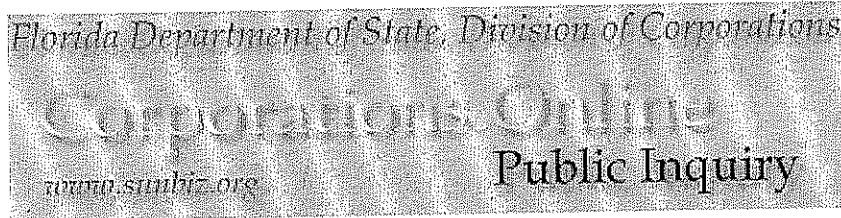
Invitation to Bid No. 067-0015-B (RM) was for 1,900 subscription license copies of Websense Enterprise Corporate Edition and Security Filtering for three (3) years to include 5x8 technical support and software updates.

At the November 9, 2006 bid opening for this Invitation to Bid seven (7) bids were received as follows:

Company	Total
Quasius Investment Corp, DBA GCA	\$ 84,835
Softchoice Corporation	101,099
Insight Public Sector	114,342
Presidio Corporation	231,165,286
Sayers 40, Inc.	\$ 251,745,060
Hayes E-Government Resources	Non-Responsive
Zones, Inc.	Non-Responsive

On November 13, we reviewed the bids received and determined that the bid of Quasius Investment Corp.,DBA GCA was the lowest and most responsive. We recommend that Purchasing award this bid to Quasius Investment Corp.,DBA GCA in the total three (3) year amount of \$84,835.

Please contact me (43116), if you have questions in this regard. Thank you.



GCA
 11500 9TH STREET N., SUITE 120
 ST. PETERSBURG, FL 33716

Document Number G02220900143	Status ACTIVE	Date Filed 08/07/2002
Expiration Date 12/31/2007	Current Owners 000000001	County PINELLAS
Total Pages 000000001	Events Filed 000000000	FEI Number 65-0272622

No Filing History

[Previous on List](#)
[Return to Name List](#)
[Next on List](#)

Owner Information

Name & Address	FEI Number	Charter Number
QUASIUS INVESTMENT CORP. 11500 9TH STREET N., SUITE 120 ST. PETERSBURG, FL 33716	65-0272622	S63065

Document Images

Listed below are the images available for this filing.

G02220900143 -- 08/07/2002 -- Fictitious Name Filing

THIS IS NOT OFFICIAL RECORD; SEE DOCUMENTS IF QUESTION OR CONFLICT

[Fictitious Name Inquiry](#)

[Fictitious Name Help](#)

PINELLAS COUNTY PURCHASING VENDOR DEBARMENT LIST

05/05/2005

****INDICATES NEW**

ADKINS TRANSFER, INC. 106 CENTURY PARK CIRCLE W TALLAHASSEE, FL 32316-2276	07/29/2003 – 07/29/2006 012-968-B (RC) Various Departments	Failure to perform
CASCADE WATER SERVICES PO BOX 4248 MEDFORD, OH 97501	04/01/2003 – 03/31/2006 023-189-B (RC)	Failure to meet ethical standards per County Code
**G & K SERVICES 3735 Corporex Park Drive Tampa, FL 33619	04/09/2005 – 04/08/2010 012-668-B (GM) Various Depts (Uniforms)	Failure to perform
HUGHES SUPPLY, INC. 6525 US HWY 301 TAMPA, FL 33684	02/04/2003 – 02/03/2005 012-411-B (AM) Utilities Department (Meter Boxes Only)	Unsatisfactory Performance
L E AZER, INC. PO BOX 691 ST. PETERSBURG, FL 33731-0691	10/31/2001 – 10/29/2004 001-005-B (RC) Park Department	Unsatisfactory Performance
LUKE BROTHERS, INC. 5532 AULD LANE HOLIDAY, FL 34690	10/21/2003 – 10/21/2006 001-0762-B (RC) General Services	Unsatisfactory Performance
**LUBRANO ENTERPRISES 1151 LITTLEFIELD DR NEW PORT RICHEY, FL 34655	08/2005	