



City Council Report

Date: February 5, 2018
To: City Council
Through: Michael Kennington, Chief Financial Officer
From: Edward Quedens, Business Services Director
Matt Bauer, Procurement Administrator
Subject: Five-Year Term Contract for Information Technology Solutions and Services
(Citywide)

Recommendation

Council is requested to approve the award as recommended.

A committee representing the Police, and Information Technology Departments, City Manager's Office, Police-Information Technology, National IPA and Purchasing evaluated responses. The evaluation committee recommends awarding the contract to the highest scored proposals from CDW Government, LLC; and SHI International Corp.; at \$3,100,000.00 annually, based on estimated usage.

Background / Discussion

Mesa, as the lead agency, has partnered with the National Intergovernmental Purchasing Alliance Company (National IPA) to lead the solicitation and create the resultant IT Solutions and Services contract. This contract will provide the City and participating agencies a full range of information technology solution products and services to meet varying requirements of governmental agencies. The contract will be available to over 45,000 public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and other agencies for the public benefit through National IPA's cooperative purchasing program.

The scope of products and services available under these contracts include personal computer systems, standard business and high-end workstations, laptop and notebook computers, network equipment, computer and network products and peripherals, monitors, various cloud, consulting, and technical support services, financing (leasing and conditional sales for related products), various software products, and the contractor's comprehensive product offering. While no minimum volume is guaranteed to the suppliers, the estimated annual volume of IT Solutions purchased under this master agreement is approximately \$500 million per year. This projection is based on the current annual volumes of all the participating public agencies that are anticipated to utilize the resulting master agreement and volume growth into other public agencies through a coordinated marketing approach between the suppliers and National IPA. Throughout the term of this agreement, the City may look to make available through this contract additional products and services as requested by National IPA, its member agencies, and by the City. The City will receive rebates annually for administering and awarding this contract.

The committee evaluated all respondents based on the evaluation criteria as stated in the solicitation and award is recommended to CDW-G and SHI International Corp. The evaluation committee unanimously agreed on the recommendation.

Purchase Information

Action: Award

Procurement Type: Request for Proposals

Contract Number: 2018011

Local Consideration: Policy did not apply to this procurement method

Protests Received: None

Initial Contract Term: Five years

Possible Renewals: Two, one-year renewals subject to Administrative review and renewal

Funding Source: The purchase is funded from each City Department using the contract

Proposals received October 23, 2017

CDW Government LLC - Vernon Hills, IL

Cloudvara, LLC - Los Angeles, CA

GovConnection, Inc. ba Connection Public Sector Solutions - Merrimack, NH

Hye Tech Network and Security Solutions LLC - Bloomfield, CT

*Hypertec USA Inc. dba Hypertec Direct - Tempe, AZ

Office Depot, Inc. dba Office Depot - Boca Raton, FL

PCMG, Inc. dba PCM Gov, Inc. - Chantilly, VA

**POP, Inc. - Irvine, CA

SHI International Corp. - Somerset, NH

World Wide Technology, Inc. - Maryland Heights, MO

Zone, Inc. - Auburn, WA

*Non-Responsive – Did not provide the national pricing discounts as required in the pricing document nor was a discount identified in the City's market basket pricing to allow the City to fairly evaluate the submitted pricing.

**Non-Responsive – Response submitted was incomplete; offered only Group 12 discount for National Pricing Tab and did not complete Mesa's market basket.

No Bid responses received from

Laser Options

Unicom Government, Inc.

Edvance360

ESRI

Proposal Scoring Results

Proposal Response	CDW-G (Recommended)	SHI International (Recommended)
Total Points Available / 1,000	<u>924.87</u>	<u>931.78</u>

AWARD RECOMMENDATION
<p>Information Technology Solutions and Services per Agreement No. 2018011; Exhibits – Scope of Work / Technical Specifications, Pricing, Mesa Standard Terms and Conditions, and National IPA Agreement; Solicitation including any addenda; and Contractor Response</p> <p>Annual Contract Amount: <u>\$3,100.000.00</u> (City of Mesa)</p>