

Contract Award Notice



City Procurement Office/City of Tempe • PO Box 5002 • 20 East 6th Street • Tempe, AZ 85280 • (480) 350-8324 • www.tempe.gov/procurement

Contract Number: IT15-166-01

IT Partners
 Attn: Mark Thompson
 6939 S Harl Avenue
 Tempe Az 85283

Contract Period 08/03/2015
 To
 08/02/2017

Phone: 602.296.6109

Vendor Number: 71678

Solicitation/Contract Requirements

This Contract Award Notice is issued for the **Purchase of HP Enterprise Computers, Servers, and Related Enterprise Products, Accessories, Services and Bolt on Items** per the terms, conditions, specifications and requirements of **Solicitation # 15-166**. The contract shall remain in effect through **08.02.2017** unless extended, renewed or canceled per terms and conditions of **IT15-166-01**. It is to be noted that any contracted vendor document(s) that conflict with the language and requirements of the City's solicitation are not acceptable and will void the contract. In addition, contracted vendor is not to begin work or make delivery of awarded items until any and all required insurance and/or performance bonds are posted with the City Procurement Office.

GROUP NO.	DESCRIPTION OF REQUIRED MATERIAL, SERVICE OR CONSTRUCTION	DISCOUNT OFF PUBLISHED PRICE LIST
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Use Hewlett Packard price list located at www.hp.com, for Government & Education, State and Local Government for Groups 1 through 9.

HP Products

1	HP 9000 and Integrity servers and upgrade components	27% - 60%
2	HP storage products and solutions	34% - 70%
3	HP backup and recovery products	27% - 60%
4	HP system software and monitoring tools	27% - 60%
5	HP Openview products and services	27% - 60%
6	HP Proliant enterprise servers	27% - 60%
7	HP enterprise Printers	27% - 60%
8	HP remarketed products	50% - 75%
9	HP enterprise system maintenance and support	15% - 25%

Non-HP Products

10	Rack and power systems for the data center American Power Conversion (APC) - www.apc.com Catalog Number http://www.apc.com/site/support/us/en/warranty-services Warranty Period	15% - 30%
11	Miscellaneous devices, peripherals, cables for operation or interfacing of HP equipment. World of Cables - www.worldofcables.com	15% - 30%

arbitech - arbitech.com
Ingram Micro - www.ingrammicro.com
Catalog Number
www.worldofcables.com
arbitech.com
www.ingrammicro.com
Warranty Period

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- 12 Percentage discount off Contractor(s) catalog (if applicable) for related enterprise items and/or services not listed in groups 1 through 10.

To compliment the HP Enterprise environment, IT Partners offers these related items as our Contractor catalog. Please use the respective OEM price lists located at the OEM sites below. Our Letters of Authorization from each of these OEMs are available upon request.

Aruba Networks - Enterprise Gigabit Wi-Fi - www.arubanetworks.com

25% - 75%

Catalog Number

<http://www.arubanetworks.com/support-services/product-warranties>

Warranty Period

Atlantis Computing - Software Defined Storage - www.atlantiscomputing.com

15% - 30%

Catalog Number

<http://www.atlantiscomputing.com>

Warranty Period

Brocade - Software Defined Networking/SAN Backbone - www.brocade.com

25% - 75%

Catalog Number

<http://www.brocade.com/services-support/warranties/index.page>

Warranty Period

Cisco - Networking/Enterprise Technology - www.cisco.com

35% - 65%

Catalog Number

<http://www.cisco.com/c/en/us/products/warranty-listing.html>

Warranty Period

EMC - Storage/Cloud/Data Management - www.emc.com

35% - 75%

Catalog Number

<http://www.emc.com/customer-services/product-warranty-and-service-descriptions.htm>

Warranty Period

F5 Networks - IP Traffic/Application Management - www.f5.com

25% - 55%

Catalog Number

<https://f5.com/about-us/policies/warranties>

Warranty Period

Hortonworks - Distributed Data Processing - www.hortonworks.com

15% - 35%

Catalog Number

<http://hortonworks.com/agreements/terms-of-service/>

Warranty Period

IT Partners - Warranty & Contract Management - www.goitpartners.com

No Charge - Zero Cost

Catalog Number

[IT Partners ITPTrax Portal \(Contact RFP POC for Login\)](#)

Warranty Period

Liquidware Labs - User/Desktop Management - www.liquidwarelabs.com

15% - 50%

Catalog Number

<http://www.liquidwarelabs.com/content/pdf/documents/general/Liquidware-Labs-Software-License-Agreement.pdf>

Warranty Period

NetApp - Enterprise Storage/Data Management - www.netapp.com

35% - 75%

Catalog Number

<http://www.netapp.com/us/system/pdf-reader.aspx?cc=us&m=extended-warranty-hardware-support-product-description.pdf&pdfUri=tcm:10-67592>

Warranty Period

Nimble Storage - Flash Storage Solutions - www.nimblestorage.com

35% - 75%

Catalog Number

<http://info.nimblestorage.com/rs/nimblestorage/images/nimblestorage-support-offerings.pdf>

Warranty Period

Palo Alto Networks - Enterprise Security Management paloaltonetworks.com

15% - 50%

Catalog Number

<https://www.paloaltonetworks.com/support/product-warranty.html>

Warranty Period

Teradici - Virtual workspace provisioning/management - www.teradici.com

15% - 50%

Catalog Number

<http://www.teradici.com/terms-of-use>

Warranty Period

Veeam - Backup, DR, Virtualization management - www.veeam.com

15% - 50%

Catalog Number

<http://www.veeam.com/eula.html>

Warranty Period

VMware - Virtualized Converged Compute/Storage/Networking www.vmware.com

15% - 65%

Catalog Number

<http://www.vmware.com/industry/government/warranty>

Warranty Period

Zerto - BC/DR data replication/protection for VMware - www.zerto.com

15% - 50%

Catalog Number

<http://www.zerto.com/terms-of-use-and-privacy-policy/>

Warranty Period

<u>Consulting Services (If no charge, please use \$0.00)</u>		Hourly Rate
13	HP server hardware (ProLiant, HP9000)	\$125.00
14	VMWare VCP or equivalent	\$125.00
15	Microsoft MCTIP or equivalent	\$75.00
16	HP ASE backup and recovery expert (Surestore, dataprotector, de-duplication)	\$125.00
17	F5 Networks Professional Certification	\$125.00
18	Certified enterprise technology specialist	\$125.00
19	Installation	\$0.00
20	Post-installation	\$0.00
21	Project Meetings	\$0.00
<u>Other Consulting Services</u>		
22	IT Partners Other Consulting Services (not identified above)	\$125.00 - \$190.00

Vendor Address Change

If contracted vendor has a change of address for mailing payments and/or for mailing future bid solicitations, it is the vendor's responsibility to notify the City Procurement Officer identified with this contract and to ensure all such mailing address information is kept current. At least once a year, contact the Procurement Officer identified for this contract and ensure your current address has been entered to the City Procurement Office automated system.

Please note that your City of Tempe contract number is **IT15-166-01**. This number **must** appear on all receivers, invoices and statements. Payment will be made on a monthly basis following receipt of a monthly itemized statement. Monthly invoices must be segregated by City departments and mailed directly to each City customer department. Invoices **must** be mailed to the following address: City of Tempe, **Attn: Lisa Ernst**, P.O. Box 5002, Tempe, AZ. 85280. Statements **must** be mailed to: City of Tempe, **Attn: Accounting** PO Box 5002, Tempe, Arizona 85280.


 Ted Stallings
 Procurement Officer
 (480) 350-8617


 Michael Greene, C.P.M.
 Central Services Administrator

THIS IS NOT A PURCHASE ORDER.
 All terms and conditions of this Award Document are per the City's Solicitation Document



CITY OF TEMPE
REQUEST FOR COUNCIL ACTION

Council Meeting Date: 07/30/2015
Agenda Item: 6A4

ACTION: Award a two-year contract with two, two-year renewal options to IT Partners for Hewlett Packard enterprise servers and related products, accessories, and services that are used by the Internal Services Department to support numerous software applications throughout the City.

FISCAL IMPACT: Total cost of this contract will not exceed \$2,000,000. Sufficient funds have been appropriated in the General Fund – cost centers 1991 (IT – Administration), 1995 (IT – Systems Administration) and various City-wide funds and cost centers for the anticipated expenditures in the current fiscal year.

RECOMMENDATION: Award the contract.

BACKGROUND INFORMATION: (RFP 15-166) The City of Tempe issued a Request for Proposal (RFP) to establish a contract for presale consulting services and the purchase of Hewlett Packard enterprise servers and mini computers, data storage products, backup and recovery products, software and monitoring tools, and remarketed (refurbished) products for the Information Technology Division.

Evaluation Process

To assist with the evaluation of offers, a committee was formed consisting of representatives from Internal Services.

The City received one (1) proposal from the following firm:

- IT Partners located in Tempe Arizona.

A total of 442 firms were notified of the RFP. This represents the second time the City issued this RFP as the initial RFP also received just one response from IT Partners and as a result was cancelled and re-solicited in order to secure additional competition. The second RFP generated the same results. Staff contacted several local Hewlett Packard re-sellers in order to understand why only one company was responding to this opportunity. The representatives explained that they declined to bid due to their inability to compete with the deep discounts that IT Partners could offer. A Hewlett Packard representative confirmed that IT Partners is a platinum partner and due to their high business volume and technical expertise the company receives the highest tiered discount schedule available.

The following table represents the pricing offered by IT Partners based on discounts from the Hewlett Packard published price schedule:

GROUP NO.	DESCRIPTION OF REQUIRED MATERIAL AND SERVICE	DISCOUNT OFF PUBLISHED PRICE LIST
	HP Products	
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6	HP ProLiant enterprise servers	27% to 60%
7	HP enterprise Printers	27% to 60%
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9	HP enterprise system maintenance and support	15% to 25%

	Non-HP Products	
10	Rack and power systems for the data center	15% to 30%
11	Miscellaneous devices, peripherals, cables for operation or interfacing of HP equipment.	15% to 30%
12	Percentage discount off Contractor(s) catalog for related enterprise items and/or services not listed in groups 1 through 10.	15% to 75%
	Consulting Services	Hourly Rate
13	HP server hardware (ProLiant, HP9000)	\$125.00
14	VMWare VCP or equivalent	\$125.00
15	Microsoft MCTIP or equivalent	\$75.00
16	HP ASE backup and recovery expert (Surestore, dataprotector, de-duplication)	\$125.00
17	F5 Networks Professional Certification	\$125.00
18	Certified enterprise technology specialist	\$125.00
19	Installation	\$0.00
20	Post-installation	\$0.00
21	Project Meetings	\$0.00

Recommendation

After a thorough solicitation process that included the release of two separate RFP's, it is the recommendation of the evaluation committee that a contract be awarded to IT Partners. In comparing the new pricing (as shown above) to the City's previous contract pricing that was held by IT Partners, it is evident that the new pricing is lower and represents savings over the previous agreement.

ATTACHMENTS: Vendor's Offer

STAFF CONTACT(S): Dave Heck, Deputy Internal Services Director - Information Technology, (480) 350-8777

Department Director: Renie Broderick, Internal Services Director
 Legal review by: David Park, Assistant City Attorney
 Prepared by: Ted Stallings, CPPB, Procurement Officer