

District School Board of Pasco County

Bid Recommendation

Bid Title	Cisco Hardware, Software & Maintenance (DSBPC & Bay Area Schools Purchasing Consortium)		Number of Vendors Notified	763
Bid Number	14-023-AZ		Number of Bids Distributed	66
Date Solicited	August 6, 2013		Number of Vendors Bidding	9
Date Opened	Pre-qualification August 21, 2013; Reverse Auction pricing August 29, 2013		Number of Formal "No Bid" Responses	2
Date Board Presentation	September 17, 2013		Funding Source	Capital funds
Estimated Savings (1st year)	\$46,640 for DSBPC; \$300,000 for all agencies		Totals (1st year)	\$1.1 million DSBPC; \$7.1 million all agencies

Recommendation: Reverse Auction bid on behalf of DSBPC and the Bay Area Schools Purchasing Consortium (BASPC) for Cisco hardware/software, and SmartNet maintenance; this equipment supports the District's computer network infrastructure. Per the attached tabulation, we recommend an all-or-none award to Adcap Network Systems as the responsive, responsible Cisco gold reseller offering the highest percentage discount off manufacturer's list price for hardware/software (44%) and maintenance (35.5%).

Term of Contract: This is a three (3)-year bid, renewable annually at the mutual agreement of the parties. The first-year term will be September 18, 2013 – September 17, 2014. Purchases will be made by each participating school district as needed.

Notations and Exceptions: The following bids were disqualified at the pre-qualification opening: Advanced Computer Concepts for providing price information outside the framework of the Reverse Auction; PC Solutions & Integration for failure to provide all mandatory information per the bid document. The remaining seven (7) responsive bidders were trained by our contracted partners, Crowne Inc. and Electronic Auction Services, Inc. (EASI) on how to participate in the pricing event.

Date/Time: September 11, 2013 08:05:00

Notations and Exceptions, continued:

The Reverse Auction was conducted using EASI's hosted software service, which was and will continue to be provided at no cost to the District. Government agencies and the private sector have used the Reverse Auction process since the late 1990's. The District is authorized to utilize this service by Florida Statute 668.50, the Uniform Electronic Transaction Act. The National Institute of Governmental Purchasing (NIGP) has recognized the Reverse Auction procurement methodology as routinely demonstrating significant cost savings on suitable goods and services. As an example, the District's previous discounts for Cisco hardware/software and maintenance, obtained via authorized piggyback through the Hillsborough Board of County Commissioners, were 42.5% and 22.5%, respectively.

For this bid, the base percentage discount off list price will not fall below the 44% for hardware/software and 35.5% for maintenance. Adcap Network Systems has committed to additional percentage discounts as higher spend thresholds are cumulatively achieved over the life of the contract. We therefore anticipate even deeper discounts as other members of BASPC begin to utilize the bid, and as other governmental agencies throughout the country choose to "piggyback" the bid terms and conditions.

Offers from other vendors listed herein are the only offers received per the specified opening date and time. All other offers submitted in response to this solicitation, if any, are hereby rejected as late.

Bids Evaluated By:

Chris Jackson, Supervisor, Office for Technology & Information Services
Arlene Zimney, CPPB, C.P.M., Buying Manager

Bid Prepared By:

Arlene Zimney, CPPB, C.P.M., Buying Manager

Reviewed and Authorized By:

Michael J. Woodall, CPPO, Purchasing Agent



DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

Date of Pre-Qualification Opening: August 21, 2013
 Date of Reverse Auction Pricing Event: August 29, 2013

Bid Title: Cisco Hardware, Software & Maintenance, Reverse Auction for
 DSBPC & Bay Area Schools Purchasing Consortium

****BOARD MEETING SEPTEMBER 17, 2013****

Rank	Company	Percentage Discount Mfg. List Price Hardware/Software	Percentage Discount Mfg. List Price SmartNet Maintenance	Overall Savings \$
1	Adcap Network Systems*	44.00%	35.50%	\$300,000.00
2	Presidio Networked Solutions, Inc.	43.75%	36.75%	\$285,875.00
3	Zones	41.25%	34.25%	(\$12,875.00)
4	Nexus IS	42.00%	23.50%	(\$62,550.00)
5	SHI International Corp	39.80%	35.51%	(\$157,695.00)
6	Bear Data Solutions	39.50%	32.50%	(\$222,000.00)
7	Aspire Technology Partners	39.00%	31.50%	(\$287,000.00)

* Hardware 91% of District spend, 89% of overall spend