

LISTING OF PROPOSERS

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FOR: REQUEST FOR PROPOSALS FOR REQUIREMENTS CONTRACT FOR INFORMATION
SERVICES DEPARTMENT (ISD) TECHNOLOGY SUPPORT SERVICES - HARDWARE &
SOFTWARE CONFIGURATION

RFP No. 12301308

RFP Opening: 03/21/2023

PROPOSERS

(In alphabetical order)

1. 22nd Century Technologies, Inc.
818 W 7th St. ATE 930
Los Angeles, CA 90017
2. AMS.NET
1155 East North Ave., Suite 106
Fresno, CA 93725
3. ConvergeOne
5555 Ontario Mills Parkway
Ontario, CA 91764

Each proposer has agreed to allow the City One Hundred (120) days from date proposals
were opened to accept or reject their proposal.

DEPARTMENT CONCLUSIONS AND RECOMMENDATION:

☒ Award a contract in the amount of \$ 500,000.00
to All Three Proposers
in accordance with the Selection Committee recommendation.

☐ Reject all proposals. Reason:

Remarks:


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RFP No. 12301308
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Department Head Approval



Title CLD
Date 8/16/23

☒ Approve Dept. Recommendation

☐ Disapprove

☐ See Attachment

☒ Approve GSD/Purchasing Recommendation


☐ Disapprove

GENERAL SERVICES DEPARTMENT

CITY MANAGER



Purchasing Manager Date 08/31/2023



City Manager or Designee Date 9/1/23



Brian Barr (Aug 31, 2023 12:29 PDT)
General Services Director Date Aug 31, 2023

**REPORT FROM EVALUATION COMMITTEE
REQUEST FOR PROPOSALS FOR INFORMATION SERVICES DEPARTMENT
TECHNOLOGY SUPPORT SERVICES - HARDWARE
RFP No. 12301308**

COMMITTEE MEMBERS:

FRANK D VAWTER – Assistant Director, Information Services Department
BRANDON YOST – Information Services Manager, Fresno Police Department
ARMEN MEGERDICHIAN – Information Services Manager, Information Services Department
LE ESCOBAR – Information Services Supervisor, Information Services Department
RAUL ARELLANO – Senior Network Systems Specialist, Information Services Department

FACILITATOR:

JONATHAN MEDINA – DBE/Small Local Business Coordinator, General Services Department
DYAN AYALA – Procurement Specialist, General Services Department

BACKGROUND

The City of Fresno's (City) Information Service Department (ISD) seeks bids for technology services and support in a variety of technical realms. The City's ISD team has broad responsibilities for selecting, installing, maintaining, and operating technology across the city. In support of these responsibilities and ISD's goals to provide secure, reliable, and robust services to our internal customers and citizens, ISD has developed this RFP in order to identify and select qualified bidders who will work in concert with the ISD team on the planning and execution projects, providing of services, and support for the city's 24x7x365 operational requirements.

To that end ISD sought responses from bidders to provide the following hardware and software services in the areas listed below.

- Configuration and Professional Support - Provide professional services for the planning, engineering, configuration, implementation, migration, and support of, and related services.

Service Areas:

- Exchange
- VMWare
- SQL
- Audio, Video, and Video Conferencing Systems
- Network Switches

- Routers, firewalls, wireless networking controllers, and other network management components.
- Licensed and Unlicensed radio base stations / Land Mobile Radio
- Microwave communication systems
- Enterprise-grade phone systems and related components
- Network-attached storage systems
- Enterprise-grade server systems
- Video surveillance systems
- Access Control Systems
- Project Management
- Misc. administrative costs

EVALUATION METRICS

In order to establish what we believe represented best value for the City, the following factors were identified for evaluation:

1. Cost – the reasonableness and competitiveness of the total price for services rendered to the City.
2. Ability to Meet the Stated Service Requirements - the providers' ability to deliver on the stated requirements in the Scope of Work (SOW), based on review of the documents provided, supplemental question (RFP Proposal Questions – separate doc), demonstrations, etc.
3. Past Performance and Experience – based on the references and experiences shown on “Statement of Qualifications and Experience”
4. Conformance to the terms and conditions of the RFP
5. Financial Stability – based on the Statement of Qualifications and Experience.
6. Other related information - aspects of the products or services offered, above the standards of the RFP, that improved the overall value proposition

COMMITTEE NOTES

AMS.Net. – AMS.Net bid in the following areas:

- Exchange
- VMWare
- Network Switches
- Routers, firewalls, wireless networking controllers, and other network management components.
- Enterprise-grade phone systems and related components

- Network-attached storage systems
- Enterprise-grade server systems
- Access Control Systems
- Project Management
- Mobilization Costs
- Misc. administrative costs

AMS.Net's cost for the services bid were not the lowest costs, however the city has a great deal of experience with AMS.Net. AMS.Net is currently being used to provide project support and technical backstopping. Further, AMS.Net maintains a local presence in Fresno. There is value in expanding the relationship with AMS.net.

Converge One – Converge One bid the following areas:

- Exchange
- VMWare
- SQL
- Audio, Video, and Video Conferencing Systems
- Network Switches
- Routers, firewalls, wireless networking controllers, and other network management components.
- Licensed and Unlicensed radio base stations / Land Mobile Radio
- Microwave communication systems
- Enterprise-grade phone systems and related components
- Network-attached storage systems
- Enterprise-grade server systems
- Video surveillance systems
- Access Control Systems
- Project Management
- Misc. administrative costs

ConvergeOne is a larger value-added resellers (VAR) that has done limited work with the City of Fresno, however the experience with that work has been positive.

ConvergeOne represents the most expensive vendor. Despite that, we do not want to rule out working with ConvergeOne in the future, due to their references, deep bench of technology experts and the broad scope of services they provide. While ConvergeOne does not maintain a presence in the local area, they do have an office in Sacramento.

22nd Century Technology – 22nd Century Technology bid the following areas:

- Exchange
- VMWare
- SQL
- Audio, Video, and Video Conferencing Systems
- Network Switches

- Routers, firewalls, wireless networking controllers, and other network management components.
- Licensed and Unlicensed radio base stations / Land Mobile Radio
- Microwave communication systems
- Enterprise-grade phone systems and related components
- Network-attached storage systems
- Enterprise-grade server systems
- Video surveillance systems
- Access Control Systems
- Project Management
- Misc. administrative costs

22nd Century Technology (22nd) was unknown to ISD prior to their response to our RFP. Rates offered by 22nd on their bid were the lowest of any bidder. Further, they have deep staffing benches, and broad service offerings. The panel sees value in establishing a relationship with 22nd.

SUMMARY RECOMMENDATION

Based upon the bid documents, bidder interviews, existing experience with the bidders, and reference checks, the committee recommends that all bidders be selected under this RFP and be given the opportunity to do business with the City of Fresno. The committee recommends awarding the requirements contract to all bidders, not to exceed \$500,000, among all three.