

LISTING OF PROPOSERS

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

RFP No. 12301307

RFP Opening: 03/21/2023

PROPOSERS

(In alphabetical order)

1. Alpha Omega Data Solutions
641 I Street
Los Banos, CA 93635
2. AMS.NET
502 Commerce Way
Fresno, CA 93725
3. Cook's Communications Corp.
160 N. Broadway Street
Fresno, CA 93701

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 \$ 250,000.00
to all three Proposers
in accordance with the Selection Committee recommendation.

☐ Reject all proposals. Reason:

Remarks:


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SERVICES DEPARTMENT (ISD) TECHNOLOGY SUPPORT SERVICES - HARDWARE

RFP No. 12301307
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Department Head Approval



Title CW
Date 8/10/23

☒ Approve Dept. Recommendation

☐ Disapprove

☐ See Attachment

☒ Approve GSD/Purchasing Recommendation

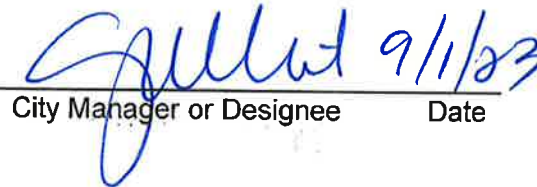
☐ Disapprove

GENERAL SERVICES DEPARTMENT

CITY MANAGER



Purchasing Manager Date 08/31/2023



City Manager or Designee Date 9/1/23



Brian Barr (Aug 31, 2023 12:30 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. 12301307**

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 services in the areas listed below.

- Installation
- Modification
- Repair
- Removal
- Related services

Service Areas:

- Audio, video, and video conferencing systems
- Wireless access points
- Licensed and Unlicensed radio systems
- Microwave communication systems

- Video surveillance systems
- Network switches
- Servers
- IoT devices
- Access control systems
- PoE-powered devices
- Sensors
- HVAC and lighting controllers
- Security and intrusion detection system components
- Industrial and building control system components
- UPS and power conditioning, power protection system components
- Services related to the City of Fresno's fiber optic infrastructure
 - Boring, trenching, and other activities related to the installation of fiber optic cable
 - Installation, repair, and removal of fiber optic conduit
 - Installation, repair, removal, and modification for fiber optic terminating and splicing hardware
 - Testing of fiber optic cables and associated connectivity hardware
- Services related to the City of Fresno's copper network infrastructure
 - Boring, trenching, and other activities related to the installation of copper cable
 - Installation, repair, and removal of copper cable conduit
 - Installation, repair, removal, and modification for copper terminating hardware
 - Testing of copper cables and associated connectivity hardware
- E-waste Removal
- Project Management
- Mobilization costs
- 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

Alpha Omega – Alpha Omega bid in the following areas:

- Wireless Access Points
- Video Surveillance Systems
- Network Switches
- Servers
- PoE Powered Devices
- UPS and Power Conditioning Systems
- Services related to the City of Fresno's fiber optic infrastructure
- Services related to the City of Fresno's copper network infrastructure
- E-waste removal
- Project Management
- Misc. administrative costs

Alpha Omega offered very competitive rates for their work. Experience with Alpha Omega has been positive and the assessment of their proposal was generally positive. We believe that Alpha Omega can offer services that would benefit the city.

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

- Wireless Access Points
- Network Switches
- Servers
- PoE Powered Devices
- Enterprise Grade Server Systems
- UPS and Power Conditioning Systems
- HVAC and Lighting Controllers
- Services related to the City of Fresno's fiber optic infrastructure
- Services related to the City of Fresno's copper network infrastructure
- Project Management
- Mobilization costs
- Misc. administrative costs

AMS.Net's cost for the services bid outpaced the costs of Alpha Omega, for similar services. As compared to the balance of the bidders for this RFP, AMS was the sole bidder for few services. AMS.Net has a well-established relationship with the city. Due to the unique services they bid, and the relationship with the city, we believe AMS.Net's proposal has some benefit, but is otherwise not cost competitive.

Cook's Communication – Cook's Communication bid in one area:

- Licensed and Unlicensed Radio Base Stations / Land Mobile Radio

Cook's was the sole bidder in this area. Further, the city has a long history of working with Cook's on radio systems. We believe that Cook's bid offers value to the city.

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 \$250,000, among all three.