

**Agenda Item Summary**BOC Meeting Date
12/18/2020**Requesting Agency**

Information Technology

Commission Districts Affected

All Districts

Requested Action *(Identify appropriate Action or Motion, purpose, cost, timeframe, etc.)*

Request approval of statewide contract - #999-SPD-SPD0000060-0002 in the amount of \$125,798.75 with Presidio Networked Solutions LLC, Norcross, GA to provide automated mapping and real-time visibility into the County's Network design. Effective January 1, 2020 through December 31, 2020 with three (3) renewal options.

Requirement for Board Action *(Cite specific Board policy, statute or code requirement)*

In accordance with Purchasing Code Section 102-459, requests for approval of statewide contracts of more than \$49,999.99 shall be forwarded to the Board of Commissioners for approval.

Is this Item related to a Strategic Priority Area? *(If yes, note strategic priority area below)*

Yes All People trust government is efficient, effective, and fiscally sound

Is this a purchasing item?

Yes

Summary & Background*(First sentence includes Agency recommendation. Provide an executive summary of the action that gives an overview of the relevant details for the item.)*

Scope of Work: The Information Technology Department requests approval of a state wide contract to provide automated mapping and real-time visibility into the County's network design. The County currently relies on manually created MS Visio/MS Word documents to map all site-to-site connections across the County network. These documents are used when troubleshooting outages and/or bringing on new locations. Many of these network diagrams are old and outdated which results in delays when troubleshooting or configurations that are no longer supported by the County. The attached request is an appliance that is installed on the County's network which traces all communications across the network and creates a real-time map of the county network. Changes are updated in real-time always providing an accurate network diagram for troubleshooting and designing new connections.

Community Impact: The countywide impact on implementing this software will create an avenue for improved communications/ connectivity within each county department as well as inter-departmental.

Department Recommendation: The department requests approval of this item.

Project Implications: The support amenities provided by automated mapping and real-time visibility are an effective tool to support the daily function of various Fulton County Government services.

Agency Director Approval**County Manager's Approval**

Typed Name and Title

Felicia Strong-Whitaker, Director

Phone

(404) 612-5800

Signature

Date

Community Issues/Concerns: No community concerns with this item.

Department Issues/Concerns: NA

History of BOC Agenda Item: This is a new procurement.

Contract & Compliance Information	<i>(Provide Contractor and Subcontractor details.)</i>
----------------------------------------------	--------------------------------------------------------

Not Applicable

Solicitation Information	NON-MFBE	MBE	FBE	TOTAL
No. Bid Notices Sent:				
No. Bids Received:				
Total Contract Value	.			
Total M/FBE Values	.			
Total Prime Value	.			
Fiscal Impact / Funding Source <i>(Include projected cost, approved budget amount and account number, source of funds, and any future funding requirements.)</i> 100-220-2203-1113; Information Technology General Fund, Software Licenses				
Exhibits Attached <i>(Provide copies of originals, number exhibits consecutively, and label all exhibits in the upper right corner.)</i> Exhibit 1: SWC 99999-SPD-SPD0000060-0002 Software Announcement Exhibit 2: Executed Extension for Presidio Exhibit 3: Netbrain - Network Mapping Exhibit 4: Cooperative Purchasing Statewide GSA Use Justification Form				
Source of Additional Information <i>(Type Name, Title, Agency and Phone)</i> Glenn Melendez, Deputy CIO, Information Technology, 404-612-0192				

Agency Director Approval		County Manager's Approval
Typed Name and Title Felicia Strong-Whitaker, Director	Phone (404) 612-5800	
Signature	Date	

Revised 03/12/09 (Previous versions are obsolete)

Procurement**Contract Attached:**
No**Previous Contracts:**
No**Solicitation Number:**
999-SPD-
SPD0000060-0002**Submitting Agency:**
Information
Technology**Staff Contact:**
Sherri McNair**Contact Phone:**
404-612-5803**Description: Automated mapping and real-time visibility into Fulton County's Network design.****FINANCIAL SUMMARY****Total Contract Value:**

Original Approved Amount: .
 Previous Adjustments: .
 This Request: \$125,798.75
 TOTAL: \$125,798.75

MBE/FBE Participation:

Amount: . %: .
 Amount: . %: .
 Amount: . %: .
 Amount: . %: .

Grant Information Summary:

Amount Requested: . ☐ Cash
 Match Required: . ☐ In-Kind
 Start Date: . ☐ Approval to Award
 End Date: . ☐ Apply & Accept
 Match Account \$: .

Funding Line 1:

100-220-2203-1113

Funding Line 2:

.

Funding Line 3:

.

Funding Line 4:

.

KEY CONTRACT TERMS**Start Date:**

January 1, 2020

End Date:

December 31, 2020

Cost Adjustment:

.

Renewal/Extension Terms:

3

ROUTING & APPROVALS

(Do not edit below this line)

X	Originating Department:	Melendez, Glenn	Date: 12/10/2019
X	County Attorney:	Ringer, Cheryl	Date: 12/11/2019
X	Purchasing/Contract Compliance:	Strong-Whitaker, Felicia	Date: 12/11/2019
X	Finance/Budget Analyst/Grants Admin:	Stewart, Hugh	Date: 12/10/2019
.	Grants Management:	.	Date: .
X	County Manager:	Anderson, Dick	Date: 12/11/2019

Statewide Contracts for Software

The Georgia Department of Administrative Services, State Purchasing Division, has established new Statewide Contracts for **Software**. The contracts include **Ancillary Services**. DOAS conducted a strategic competitive bidding process and has awarded contracts to six (6) suppliers.

Statewide Contract Details:

What is the Contract Number?	Contract #99999-SPD-SPD0000060
Is this a Renewal?	No
Does it Replace an Existing Contract?	Yes. Replaces SWC70764
What is the Contract Term?	Date of Award (August 2012) to 6/30/2013; First Renewal Term 7/1/2013 to 6/30/2014 + 3 additional one-year renewal options
What is the Expiration Date?	06-30-2014 (Current Term); 3 additional one-year options to renew
Does it Allow the Use of the P-Card?	Yes
Who is the person to Contact with Questions?	Elizabeth Eason Elizabeth.Eason@doas.ga.gov 404-657-6877

These contracts have been **awarded by Category**:

Category 1	End User Software
Category 2	Enterprise Software
Category 3	Microsoft Reseller Services
Category 4	Oracle (including Peoplesoft) Software and Databases

Supplier	Awarded Categories	Contract Number
IBM Corporation	Category 2	#99999-SPD-SPD0000060-0001
Presidio Networked Solutions, Inc.	Categories 1, 2, and 4	#99999-SPD-SPD0000060-0002
SHI International Corp.	Categories 1, 2, and 3	#99999-SPD-SPD0000060-0003
CDWG Government, LLC	Categories 1, 2, and 3	#99999-SPD-SPD0000060-0004
PC Specialists, Inc. d/b/a Technology Integration Group (TIG)	Categories 1 and 2	#99999-SPD-SPD0000060-0005
Dell Marketing, LP	Categories 1, 2, 3 and 4	#99999-SPD-SPD0000060-0006

Key benefits of the contract include:

- Significant Discounts
- Maintenance, Support Services
- Training Services
- Installation Services as described on Exhibit A to Contract with each Supplier
- All Prices are "NOT TO EXCEED" prices, and users may negotiate additional discounts

The contracts are available for use now.

The new Statewide Contracts for Software replace the former SWC for Software (IT) with Dell Marketing, LP. SWC70764 terminated on August 24, 2012.



The **Statewide Contracts for Software** are available for use by accessing Team Georgia Marketplace™ at: <http://doas.ga.gov/StateLocal/SPD/Pages?StatewideContractIndex.aspx>.

Quotes may be obtained by contacting the supplier directly as shown below. The Exhibit A Awarded Category Description for each Contract describes what the Supplier may provide. Cost Proposals have been uploaded to Scisquest and are also available in line comments in Peoplesoft.

Supplier Contact Information:

Supplier	Supplier Contact Information
IBM Corporation	Leanne M. Lapp Client Representative - Public Sector 6303 Barfield Road, NE Atlanta, GA 30328 lmlapp@us.ibm.com 404-406-5224
Presidio Networked Solutions, Inc.	Teddy Lawhead Sr. Account Manager Two Sun Court, Norcross, GA 30092 mleszynski@presidio.com 678-291-1942
SHI International Corp.	Trevor Golden Account Executive – GA State Agencies trevor_golden@shi.com 352-592-7011
CDWG Government, LLC	John Johnsen Deputy Program Manager jjohnsen@cdw.com 312-705-0909
PC Specialists, Inc. d/b/a Technology Integration Group (TIG)	Bob Kopesky Senior AE 6649 Peachtree Industrial Blvd Norcross, GA 30092 Robert.Kopesky@tig.com 678-287-2241
Dell Marketing, LP	Brad Stroup Dell, Inc. Solutions Account Executive – AL/GA/MS brad_stroup@dell.com Cell: 205-296-2441



CONTRACT AMENDMENT EXTENSION 3

This amendment by and between the Contractor and State Entity defined below shall be effective as of the date this Amendment is fully executed.

STATE OF GEORGIA CONTRACT	
State Entity's Name:	Georgia Department of Administrative Services
Contractor's Full Legal Name:	Presidio Networked Solutions
Contract No.:	99999-SPD-SPD0000060-0002
Solicitation Title/Event Name:	Software
Contract Award Date:	August 13, 2012
Current Contract Term:	July 1, 2017 – May 30, 2018
Extension No.:	3

BACKGROUND AND PURPOSE. The Contract is in effect through the Current Term provided above. The parties hereto now desire to amend the contract to renew the contract for an additional term.

For good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the parties do hereby agree as follows:

1. **CONTRACT RENEWAL/EXTENSION.** The parties hereby agree that the contract will be renewed/extended for an additional period of time as follows:

NEW CONTRACT TERM	
Beginning Date of New Contract Term:	June 1, 2019
End Date of New Contract Term:	April 30, 2020

The parties agree the contract will expire at midnight on the date defined as the "End Date of the New Contract Term" unless the parties agree to renew/extend the contract for an additional period of time. Should the State of Georgia (DOAS) enter into a new contract for Software during the term of this Extension, the new contract shall supersede this Extension #3.

3. **SUCCESSORS AND ASSIGNS.** This Amendment shall be binding upon and inure to the benefit of the successors and permitted assigns of the parties hereto.
4. **ENTIRE AGREEMENT.** Except as expressly modified by this Amendment, the contract shall be and remain in full force and effect in accordance with its terms and shall constitute the legal, valid, binding and enforceable obligations to the parties. This Amendment and the contract (including any written amendments thereto), collectively, are the complete agreement of the parties and supersede any prior agreements or representations, whether oral or written, with respect thereto.

IN WITNESS WHEREOF, the parties have caused this Amendment to be duly executed by their authorized representatives.

CONTRACTOR

Contractor's Full Legal Name: (PLEASE TYPE OR PRINT)	Presidio Networked Solutions LLC
Authorized Signature:	DocuSigned by: <i>Trina Dennis-Carlson</i> 132148924203441...
Printed Name and Title of Person Signing:	Trina Dennis-Carlson Director Government Contracts
Date:	5/2/2019
Company Address:	Two Sun Court Suite 120 Norcross, GA 30092
Invoice Contact Name (Supplier's Billing Contact)	Billings (Presidio Billings Department)
Supplier's Billing Address	Presidio Networked Solutions LLC 10 Sixth Road Woburn, MA 01801
Supplier's Billing E-Mail	billings@presidio.com

STATE ENTITY

Authorized Signature:	<i>Lisa Eason</i>
Printed Name and Title of Person Signing:	Lisa Eason, Deputy Commissioner
Date:	05/30/2019
Company Address:	200 Piedmont Avenue, Suite 1308, West Tower Atlanta, Georgia 30334

QUOTE:

2001719004696-01

DATE:

11/18/2019

PAGE:

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TO: FCG - Fulton County Government
Terrence Slaton
141 Pryor St
Atlanta, GA 30303-3444

Terrence.Slaton@fultoncountyga.gov
(p) 404-612-0010

FROM: Presidio Networked Solutions
Luciann Rosado
3340 Peachtree Rd
Suite 2700
Atlanta, GA 30326

lrosado@PRESIDIO.com

Customer#: FULTO008

Contract Vehicle: Georgia State Contract SWC99999-SPD-SPD0000060-0002

Account Manager: Charlie Pierce

Inside Sales Rep: Luciann Rosado

Title: FCG - NetBrain for Network Visibility

#	Part #	Description	Unit Price	Qty	Ext Price
1	NB-LWAP	Enterprise Server License by LWAP (Lightweight Wireless Access Point) nodes.	\$25.00	1000.00	\$25,000.00
2	NB-Maintenance	1 Year Software Upgrade and Technical Support	\$20,133.33	1	\$20,133.33
3	NB-AS-Essentials	Consulting fees to assist customer with NetBrain installation, site setup, and end-user training. Travel and expenses extra.	\$5,000.00	1.00	\$5,000.00
4	NB-NODE	Enterprise Server License by Nodes	\$66.67	525.00	\$35,001.75
5	NB-ACI-PORT	Enterprise Server License by ACI Port	\$33.33	900.00	\$29,997.00
6	NETBRAIN LICENSE	NETBRAIN LICENSE	\$10,666.67	1.0000	\$10,666.67

Sub Total:		\$125,798.75
Grand Total:		\$125,798.75

TERMS AND CONDITIONS OF THE REFERENCED CONTRACT SHALL GOVERN THIS QUOTE

Customer hereby authorizes and agrees to make timely payment for products delivered and services rendered, including payments for partial shipments

Customer Signature

Date

COOPERATIVE PURCHASING/STATEWIDE/GSA**USE JUSTIFICATION FORM**

Department Name: Information Technology

Contract # and Title: SWC #999-SPD-SPD0000060-0002, Software Ancillary Services

Date: 12/10/2019

In order to utilize the use of cooperative purchasing, statewide or a GSA contract the User Department is responsible for providing the following justification information:

1. Provide justification for the use of the cooperative purchasing/statewide/GSA contract your department would like to utilize:

The County currently relies on manually created MS Visio/MS Word documents to map all site-to-site connections across the County network. These documents are used when troubleshooting outages and/or bringing on new locations. Many of these network diagrams are old and outdated which results in delays when troubleshooting or configurations that are no longer supported by the County. The attached request is an appliance that is installed on the County's network which traces all communications across the network and creates a real-time map of the county network. Changes are updated in real-time always providing an accurate network diagram for troubleshooting and designing new connections.

2. Attach a copy of the cooperative purchasing/statewide/GSA contract document or the contract information.
3. Provide an explanation regarding the cost analysis conducted and why utilizing this contract is best value. Costs must be analyzed to ensure that the use is best value for the County. (check all appropriate)
 - ✓ leveraging benefits of volume purchasing
 - ✓ volume discounts
 - ✓ service delivery requirement advantages
 - ✓ reduction of cycle times
 - ✓ enhanced service specification

Additional information:

Prior to making the decision to utilize a cooperative purchasing, statewide or GSA contract, the Purchasing Director is responsible for conducting the following due diligence:

The Purchasing Representative must complete the following information:

1. Reviewed the justification for use from the User Department and determined the use of the cooperative purchasing/statewide/GSA contract is justified.
☐ Yes ☐ No
2. Obtained a copy of the cooperative purchasing/ statewide contract and other related documents (i.e., solicitation document, award letter, etc.) and determined that the contract is current (not expired). ☐ Yes ☐ No
3. Reviewed the cost analysis provided by the User Department and determined the following:
 - ☐ leveraging benefits of volume purchasing
 - ☐ volume discounts
 - ☐ service delivery requirement advantages
 - ☐ reduction of cycle times
 - ☐ enhanced service specification
4. Are the need(s) of the User Department met/achieved with the cooperative purchasing/statewide/GSA contract? ☐ Yes ☐ No
5. Is the entity is authorized to conduct/transact business in the State of Georgia?
☐ Yes ☐ No
6. If applicable, is the entity in compliance with the Georgia Security and Immigration Act (E-Verify)? ☐ Yes ☐ No
7. When applicable, if the contract is for services or professional services is the entity capable of providing Certificate of Insurance? ☐ Yes ☐ No