



Fulton County Board of Commissioners
Agenda Item Summary

18-1022

BOC Meeting Date
 12/19/2018

Requesting Agency
 Information Technology

Commission Districts Affected
 All Districts

Requested Action *(Identify appropriate Action or Motion, purpose, cost, timeframe, etc.)*
 Request approval of recommended proposal - Fulton County Information Technology (FCIT), 18RFP110617B-BR, Network Refresh in the amount of \$4,489,063.74 with Presidio Networked Solutions, LLC (Norcross, GA) to refresh Fulton County's wired and wireless data network by replacing aging network devices and implementing a network based on current design principals and best practices. Effective upon issuance of Notice of Proceed for one year.

Requirement for Board Action *(Cite specific Board policy, statute or code requirement)*
 In accordance with Purchasing Code Section 102-374 and 102-375, all competitive sealed proposals 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: To update and refresh the Fulton County data network that supports delivery of all applications and services to the citizens and employees of Fulton County.

This award to Presidio Network Solutions is to refresh Fulton County's wired and wireless data network by replacing aging network devices and implementing a network infrastructure based on current design principals and best practices. Presidio will finalize the proposed design in conjunction with Fulton County staff. The new infrastructure will support the operations of government and provide access to critical information and services for citizens and employees. They will build the network configuration and implement the transition to the new redesigned network.

Community Impact: Fulton County government depends extensively on its network to deliver critical services to its citizens and perform the various operations of government. The data network is a essential component in the delivery of telephone services, as well as applications supporting public safety, court systems, public libraries and a myriad of internal services (e.g. Human Resources, Finance, Purchasing and Contract Compliance). Expansion of wireless network capacity will allow employees enhanced mobility to work and collaborate from many locations within the County. The enhanced wireless guest capacity will provide direct services to citizens in County facilities.

Department Recommendation: Department recommends approval of this RFP award

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)

Project Implications: This proposal requires replacing over 1000 network devices. Every effort will be made to minimize the impact to county services and employees during migration. Transition of a building or floor to the new network infrastructure will usually require a brief outage for the building or floor. Such outages will be scheduled during non-critical hours and the occupants will be consulted to ensure minimal impact to the operation of government and delivery of services to citizens. For those departments that operate continuously we will work closely with the department leaders to ensure any outage is minimal and at a time of least impact to their operations.

The network refresh includes the implementation state of the art network management systems that will allow staff to have greater visibility into network health and performance. These tools will allow staff to identify, diagnose and correct issues more efficiently and effectively. These network management tools provide new flexibility and agility in making additions or modifications to the network.

The proposed design and new network devices include capabilities to segment parts of the network for stability and security purposing. Segmenting the network allows for containment of both network issues and security risks.

Community Issues/Concerns: Network migrations will be planned as to avoid interruptions and minimize impacts to operations of the government. Presidio has extensive experience in planning and implementing network migrations to minimal operational impacts.

Department Issues/Concerns: The existing data network was initially designed and implemented in 2008. The structure of the network while current in 2008 no longer reflects the best practices of current network design. Many of the network components have been in place since the initial deployment of infrastructure and have exceeded or are at end of their usable life. The components age opens the environment to security vulnerabilities and other technical risks. The existing network equipment continues to age it is becoming increasingly less reliable and eventually will become inoperable. The current network reflects performance capabilities available at the time of its design in 2008. The refreshed network will have greater capacity, faster communications speeds and ability to support more devices than our current environment. This will enable the refreshed Fulton county network to meet the increasing requirements of the county government to provide services to the citizens of Fulton County.

History of BOC Agenda Item: New Procurement.

In accordance with Purchasing Code Section 102-386, Renewal of annual licensing, maintenance and support agreements for intellectual property, the anticipated useful life of the intellectual property is a minimum of 10 years and the anticipated annual cost for maintenance, support and service agreement(s) and licensing fees in order to maintain the intellectual property over its useful life is estimated to be \$167,622.90 annually beginning FY2020.

Contract & Compliance Information *(Provide Contractor and Subcontractor details.)*

Contract Value: \$4,489,063.74
Prime Vendor: Presidio Networked Solutions, LLC
Prime Status: Non-Minority
Location: Norcross Georgia

County: Gwinnett County
Prime Value: \$4,489,063.74 or 100.00%
Subcontractor: None

Total Contract Value: \$4,489,063.74 or 100.00%
Total M/FBE Value: \$0 [Click here to enter text.](#)

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Solicitation Information	NON-MFBE	MBE	FBE	TOTAL
No. Bid Notices Sent:				
No. Bids Received:				17
Total Contract Value	\$4,489,063.74 or 100.00%			
Total M/FBE Values	\$0.00			
Total Prime Value	\$4,489,063.74 or 100.00%			
Fiscal Impact / Funding Source <i>(Include projected cost, approved budget amount and account number, source of funds, and any future funding requirements.)</i> 500-220-2200-A061: Capital, Information Technology, Network Refresh -\$4,489,063.74				
Exhibits Attached <i>(Provide copies of originals, number exhibits consecutively, and label all exhibits in the upper right corner.)</i> Exhibit 1: Evaluation Committee Recommendation Letter Exhibit 2: Contractor Performance Report				
Source of Additional Information <i>(Type Name, Title, Agency and Phone)</i> Keith Campbell, Deputy CIO, Information Technology, (404) 612-0028				

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)

Continued

Procurement

Contract Attached: No	Previous Contracts: No
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Solicitation Number: 18RFP110617B-BR Network Refresh	Submitting Agency: Information Technology	Staff Contact: Kenneth E. Poinsette, Deputy CIO	Contact Phone: 404-612-0015
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Description: Network Refresh

FINANCIAL SUMMARY

Total Contract Value:		MBE/FBE Participation:	
Original Approved Amount:	.	Amount:	%. .
Previous Adjustments:	.	Amount:	%. .
This Request:	\$4,489,063.74	Amount: \$0.00.	0%: .
TOTAL:	\$4,489,063.74	Amount:	%. .

Grant Information Summary:

Amount Requested:	.	<input type="checkbox"/>	Cash
Match Required:	.	<input type="checkbox"/>	In-Kind
Start Date:	.	<input type="checkbox"/>	Approval to Award
End Date:	.	<input type="checkbox"/>	Apply & Accept
Match Account \$:	.		

Funding Line 1: 500-220-2200-A061	Funding Line 2: .	Funding Line 3: .	Funding Line 4: .
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KEY CONTRACT TERMS

Start Date: Upon Issuance of NTP	End Date: One year
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Cost Adjustment: .	Renewal/Extension Terms: .
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ROUTING & APPROVALS
(Do not edit below this line)

X	Originating Department:	Whitmore, Sharon	Date: 12/10/2018
X	County Attorney:	Stewart, Denva	Date: 12/11/2018
X	Purchasing/Contract Compliance:	Strong-Whitaker, Felicia	Date: 12/11/2018
X	Finance/Budget Analyst/Grants Admin:	Stewart, Hugh	Date: 12/10/2018
.	Grants Management:	.	Date: .
X	County Manager:	Gillespie, Alana	Date: 12/11/2018



INTEROFFICE MEMORANDUM

TO: Felicia Strong-Whitaker, Director
Department of Purchasing & Contract Compliance

FROM: Evaluation Committee Recommendation Letter

DATE: November 10, 2018

PROJECT: 18RFP110617B-BR Network Refresh

In accordance with the Purchasing Code, a duly appointed Evaluation Committee has reviewed the proposals submitted in response to the above-reference project on behalf of the Information Technology Department.

Seventeen (17) qualified firms submitted proposals for evaluation and consideration for award of this project:

1. PC Solutions & Integrations
2. Carousel Industries
3. CDW Managed Services
4. Prosys Information Systems
5. Westcott Technologies d/b/a Lockstep Tech Group
6. Driven Technologies
7. Dell Marketing, LP
8. Verizon Enterprise Solutions
9. IBM Services Team
10. Dimension Data
11. Pomeroy IT Solutions Sales Company, Inc.
12. iVision, Inc.
13. Presidio Networked Solutions
14. Data Strategy
15. Layer 3 Communications
16. Onepath Systems, LLC
17. Disys Solutions, Inc., (DSI)

After review of the technical proposal the following firms were short-listed:

1. Presidio Networked Solutions
2. Carousel Industries
3. PC Solutions & Integrations
4. Prosys Information Systems
5. CDW-G

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Evaluation Committee Recommendation Letter

November 10, 2018

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After review, evaluation and consideration of all available information related to the requirements and evaluation criteria of the RFP, the Evaluation Committee has determined that the proposal submitted by Presidio Networked Solutions with a total score of 80.60, is the recommended vendor for the award of 18RFP110617B-BR Network Refresh.

The Evaluation Committee members attest that each member scored each proposal independently in accordance with the evaluation criteria set forth in the Request for Proposal and that their individual score is a part of the final scores in the attached Evaluation Matrix.

SELECTION COMMITTEE MEMBERS:

Keith Campbell, Chief Technology Officer
Information Technology

Ken Poinsette, Deputy Chief Information Officer, IT Management
Information Technology

Roy Todd, Telecommunications Network
Information Technology

EVALUATION CRITERIA	WEIGHT	PC SOLUTIONS & INTEGRATIONS	CAROUSEL INDUSTRIES	CDW-G	PROSYS INFORMATION SYSTEMS	PRESIDIO NETWORKED SOLUTIONS
Product Functionality, Compliance with Requirements, Ease of Use (Network Management) and Solution Set	33%	27.50	27.50	24.75	22.00	33.00
Implementation/Transition Plan	10%	5.83	7.50	7.50	5.83	9.17
Training/Support Plan	10%	6.67	6.67	7.50	5.83	6.67
Availability and Quality of Project Team	5%	3.75	4.58	4.17	3.75	5.00
Vendor Project Experience and Past Performance	10%	7.50	9.17	7.50	9.17	9.17
Local Preference	5%	0.00	5.00	0.00	0.00	0.00
Service Disabled Veterans Preference	2%	0.00	0.00	0.00	0.00	0.00
Cost Proposal	25%	25.00	18.07	11.78	12.03	17.59
TOTAL SCORE	100%	76.25	78.49	63.20	58.61	80.60