



## INTEROFFICE MEMORANDUM

**TO:** Felicia Strong-Whitaker, Director, Purchasing and Contract Compliance

**FROM:** Glenn Melendez, Chief Information Officer *GM*

**DATE:** 11/22/2021

**SUBJECT:** Recommendation Award – 2021 ITB1007B-PS, Network Equipment Maintenance & Support

**Recommendation:** We are recommending approval of the lowest bidders for, Network Equipment Maintenance & Support in the amount of \$3,751,287.67, to provide hardware, software, maintenance and support on an “as needed” basis for all Fulton County IT. Effective dates: January 1, 2022 through December 31, 2022, with two renewal options.

**DISCUSSION:** The recommendation for the award to provide Networking Equipment, Maintenance and Support for all Fulton County IT is based on the bidders’ prices for networking hardware, software and support maintenance agreements. Presidio submitted the overall lowest bid, then followed by Softchoice the 2<sup>nd</sup> lowest responsive and responsible bids to provide networking hardware, software, maintenance and support.

Recommended Bidder	Base Bid Amount	Award Authority
Presidio, INC.	\$3,751,287.67	\$2,695,500.00

We recommended this vendor based on their expressed ability to provide networking hardware, software and maintenance that is critical to Fulton IT infrastructure, at the lowest cost.

This is an equipment purchase, maintenance and support contract. The requested spending authority covers the proposed equipment purchases as well as maintenance and support of both newly purchased and existing equipment. Therefore, the requested spending authority in the total amount of \$2,695,500.00 will cover the expenditure for FY 2022.

Authorized Signature: *Glenn Melendez*  
(By Director/Deputy Director)

Date: 11/30/2021

If you require additional information, Anne Wilson at (404) 822-5449.

Cc. Lateef Ashekun, Deputy Chief Information Officer, IT  
Terrence Slaton, Chief Information Security Officer, IT  
Abdias Regis, Network Operations Manager, IT  
Gregory Crayton, Technical Operation Manager, IT  
Sherri McNair, Financial Administrator, IT