DEPARTMENTAL INPUT
CONTRACT/PROJECT MEASURE ANALYSIS AND RECOMMENDATION

☑ New  ☐ OTR  ☐ Sole Source  ☐ Bid Waiver  ☐ Emergency  Previous Contract/Project No.
☐ Contract  ☐ Re-Bid  ☐ Other
LIVING WAGE APPLIES: ☐ YES  ☑ NO
Requisition No./Project No.: RQET1600042  TERM OF CONTRACT: 3 YEAR(S) WITH 0 1 YEAR OTRs
Requisition /Project Title: Dell Hardware, Software, Cloud Solutions, Professional Services, and Maintenance/Support

Description:
The purpose of this solicitation is to purchase Hewlett Packard (HP) hardware. The equipment is required by the Miami-Dade "his Request to Qualify (RTQ) will establish a pool of pre-qualified vendors capable of delivering/providing DELL branded hardware, software, cloud solutions, professional services and maintenance and support services for the Miami-Dade Information Technology Department (ITD). Entry into the pre-qualification pool is not a contract between MDC and any member of the pool, but rather is an acknowledgement that the pool member satisfies the pre-qualification criteria set forth below for membership in the pool. Pre-qualified vendors will be invited to participate in future spot market competitions. The pool shall remain open for the term of the RTQ, enabling vendors to qualify at any time after the initial RTQ opening date.

Issuing Department: ITD  Contact Person: Santiago A. Pastoriza  Phone: 305-375-1084
Estimate Cost: 990000  Funding Source: Internal Service

ANALYSIS

Commodity Codes: 205  91828  91829  96728

Contract/Project History of previous purchases three (3) years
Check here ☑ if this is a new contract/purchase with no previous history.

<table>
<thead>
<tr>
<th>Contractor:</th>
<th>EXISTING</th>
<th>2ND YEAR</th>
<th>3RD YEAR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business Enterprise:</td>
<td></td>
<td></td>
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<tr>
<td>Contract Value:</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

 Continued on another page (s): ☑ YES  ☑ NO

RECOMMENDATIONS

<table>
<thead>
<tr>
<th>SBE</th>
<th>Set-aside</th>
<th>Sub-contractor goal</th>
<th>Bid preference</th>
<th>Selection factor</th>
</tr>
</thead>
</table>

Basis of recommendation:
See bid document

Signed: Santiago A. Pastoriza  Date sent to SBD: 08/29/2016
Date returned to ISD Procurement: 
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SECTION 2 – SPECIAL TERMS AND CONDITIONS

2.1 PURPOSE

This Request to Qualify (RTQ) will establish a pool of pre-qualified vendors capable of delivering/providing DELL branded hardware, software, cloud solutions, professional services and maintenance and support services for the Miami-Dade Information Technology Department (ITD). Entry into the pre-qualification pool is not a contract between MDC and any member of the pool, but rather is an acknowledgement that the pool member satisfies the pre-qualification criteria set forth below for membership in the pool. Pre-qualified vendors will be invited to participate in future spot market competitions. The pool shall remain open for the term of the RTQ, enabling vendors to qualify at any time after the initial RTQ opening date.

2.2 TERM

The pre-qualification pool will begin on the first calendar day of the month succeeding approval by the Board of County Commissioners, or designee, unless otherwise stipulated in the Notice of Award Letter which is distributed by the County’s Internal Services Department, Procurement Management Services Division, and contingent upon the completion and submittal of all required RFQ documents. The pre-qualification pool shall expire on the last day of the last month of the three (3) year period.

2.3 QUALIFICATION CRITERIA

Vendors shall submit all of the qualifying documents with their submittal form. However, the County may, at its sole discretion and in its best interests, allow vendors to supplement submitted documents in order to satisfy the prequalification criteria. It shall be the sole prerogative of the County to determine the number of vendors who will be included under the pre-qualification pool. During the term of the RTQ, the County reserves the right to add and/or delete pre-qualified vendors.

2.3.1 MINIMUM QUALIFICATION REQUIREMENTS

Pre-qualification under this solicitation will be made to all responsive, responsible vendors who meet the following minimum qualifications:

1. Vendors shall submit documentation illustrating that they are part of Dell’s PartnerDirect Program at any of the following levels:
   a. Dell Preferred Partner
   b. Dell Premier Partner

2. **Attachment A:** Vendors shall provide contact information to include: Name of contact, email address, phone number for Primary (required) and Secondary (optional) staff within their company who will be responsible for providing a response to spot market quotes issued by the County. These services shall typically be required Monday through Friday within business hours of 8:00AM and 5:00PM (Eastern Standard Time).
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3. **Attachment B**: Vendors shall complete the table in Attachment B and demonstrate which of the following Dell PartnerDirect competencies they are certified in:

   a. Server Competency
   b. Storage Competency
   c. Networking Competency
   d. PS Series Storage Deployment Competency
   e. SC Series Storage Deployment Competency
   f. Networking Deployment Competency
   g. Core Client Solutions Competency
   h. Workstation Competency
   i. Cloud Client-Computing Competency
   j. Client Data Security Competency
   k. Big Data and Analytics Solutions
   l. Cloud Solutions
   m. Data Protection Competency
   n. Windows Management Competency
   o. Endpoint Management Competency
   p. Identity and Access Management Competency
   q. Network Security Solution Competency

2.4 **INDEMNIFICATION AND INSURANCE**

Additional or revised insurance requirements may be necessary when performing work in certain County facilities that limit or restrict access. Any change or addition in insurance requirements will be detailed in the RFP.
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SECTION 3 – TECHNICAL SPECIFICATIONS

3.1 SCOPE OF SERVICE

It is the intent of Miami-Dade County to create a pool of qualified vendors capable of delivering/providing Dell branded hardware, software, cloud solutions, professional services and maintenance and support services for the Miami-Dade Information Technology Department (ITD). These types of procurements will be procured on an as needed basis through future spot market quotations.

3.2 CERTIFICATIONS

In order to be pre-qualified for this pool, vendors are required to be part of Dell’s PartnerDirect program. Vendors are required to demonstrate that they are certified under any of the following two (2) partner levels:

a. Dell Preferred Partner
b. Dell Premier Partner

3.3 COMPETENCY AREAS

In order to be pre-qualified for this pool, vendors are required to demonstrate that they are certified in one (1) or more of the following competencies:

a. Server Competency
   Vendors who are certified with a Server Competency are equipped with the knowledge necessary to help customers find the best compute solution for their organization.

b. Storage Competency
   Vendors who are certified with a Storage Competency are experts on Dell’s entire Storage Portfolio and certified to sell Dell storage.

c. Networking Competency
   Vendors who are certified with a Networking Competency are equipped with the knowledge necessary to help customers find the best networking solutions for their business. These vendors have the knowledge necessary to help their customers deploy standards-based, highly scalable, and cost effective networks.

d. PS Series Storage Deployment Competency
   Vendors who are certified with a PS Series Storage Deployment Competency have greater expertise, accuracy and efficiency with their storage and networking deployments. In addition, they have access to exclusive Dell tools, best practices, and the latest critical technical updates for increased deployment capabilities.

e. SC Series Storage Deployment Competency
   Vendors who are certified with a SC Series Storage Deployment Competency have greater expertise, accuracy and efficiency with their storage and networking deployments. In addition, they have access to
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exclusive Dell tools, best practices, and the latest critical technical updates for increased deployment capabilities.

f. **Networking Deployment Competency**

Vendors who are certified with a SC Series Storage Deployment Competency have greater expertise, accuracy and efficiency in their storage and networking deployments. In addition, they have access to exclusive Dell tools, best practices, and the latest critical technical updates for increased deployment capabilities.

g. **Core Client Solutions Competency**

Vendors who are certified with a Core Client Solutions Competency have the expertise and knowledge to recommend Dell's client solutions, including laptops, desktops, and mobile, to their customers.

h. **Workstation Competency**

Vendors who are certified with a Workstation Competency have the expertise and knowledge to educate and recommend Dell's Workstation product family (i.e., Dell Precision tower, mobile and rack series workstations, software, peripheral and services) to their customers.

i. **Cloud Client-Computing Competency**

Vendors who are certified with a Cloud Client-Computing Competency have the expertise and knowledge of Dell Wyse, zero, and mobile clients, virtualization and management software including vWorkspace, and Wyse Datacenter appliances and solutions composed of Dell servers, storage, and networking.

j. **Client Data Security Competency**

Vendors who are certified with a Client Data Security Competency have the expertise and knowledge in authentication, encryption, and Advanced Threat Protection and can help their customer's attain business assurance, enabling an easier path to data protection, compliance and business continuity.

k. **Big Data and Analytics Solutions**

Vendors who are certified with a Big Data and Analytics Solutions competency have the expertise and knowledge to provide Dell's end-to-end lineup of solutions and tools for advanced analytics, data integration, and data management.

l. **Cloud Solutions**

Vendors who are certified with a Cloud Solutions competency have access to Dell's comprehensive portfolio of Cloud solutions.

m. **Data Protection Competency**

Vendors who are certified with a Data Protection Competency have access to Dell's broad portfolio of client, data center and data protection solutions. These vendors have the ability to help their customers modernize their application and service delivery, accelerate automation, and build a fully-optimized data protection environment.
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n. **Windows Management Competency**
Vendors who are certified with a Windows Management Competency have access to Dell’s broad portfolio of client, data center and data protection solutions. These vendors have the ability to help their customers modernize their application and service delivery, accelerate automation, and build a fully-optimized data protection environment.

o. **Endpoint Management Competency**
Vendors who are certified with an Endpoint Management Competency have access to Dell’s broad portfolio of client, data center and data protection solutions. These vendors have the ability to help their customers modernize their application and service delivery, accelerate automation, and build a fully-optimized data protection environment.

p. **Identify and Access Management Competency**
Vendors who are certified with an Identify and Access Management Competency have the knowledge and expertise to help their customers secure their enterprise, reduce complexity, and enable compliance in the areas of identity governance, privileged management, and access management.

q. **Network Security Solution Competency**
Vendors who are certified with a Network Security Solution Competency have the knowledge and expertise to help their customers secure their networks while sustaining performance and simplifying management with Dell’s SonicWALL products.
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ATTACHMENT A

Instructions to Bidders: Please review and complete the below information to be considered for pre-qualification.

CONTACT INFORMATION: As per Section 2, Paragraph 2.3.1 (2) Bidders are to provide the following information to be pre-qualified under this contract.

<table>
<thead>
<tr>
<th>PRIMARY CONTACT (REQUIRED)</th>
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</thead>
<tbody>
<tr>
<td>Name:</td>
</tr>
<tr>
<td>Title and/or Job Function:</td>
</tr>
<tr>
<td>Business Address:</td>
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<tr>
<td>Local or Toll Free Telephone Number:</td>
</tr>
<tr>
<td>Mobile Telephone Number:</td>
</tr>
<tr>
<td>E-mail Address:</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>SECONDARY CONTACT (OPTIONAL)</th>
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<tbody>
<tr>
<td>Name:</td>
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<td>Local or Toll Free Telephone Number:</td>
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<tr>
<td>Mobile Telephone Number:</td>
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<tr>
<td>E-mail Address:</td>
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</tbody>
</table>
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**ATTACHMENT B**

**Instructions to Bidders:** Please review and complete the table below to be considered for pre-qualification.

**A.) CERTIFICATIONS:** As per the Section 2, Paragraph 2.3.1 (1) Bidders are required to be part of Dell's PartnerDirect program. Bidders are required to complete the table below by checking off the box next to the partner level they are currently certified in. In order for the County to verify this requirement, Bidders are required to submit documentation from Dell that illustrates their current partner level.

<table>
<thead>
<tr>
<th>Partner Level</th>
<th>Check the box that corresponds to your firm's current partner level</th>
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<tbody>
<tr>
<td>Dell Preferred Partner</td>
<td>□</td>
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<tr>
<td>Dell Premier Partner</td>
<td>□</td>
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</tbody>
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*Note: Bidders who do not submit documentation from Dell that illustrates their current partner level will not be considered for pre-qualification.*

**B.) COMPETENCY AREAS:** As per the Section 2, Paragraph 2.3.1 (3) Bidders are required to complete the table below and demonstrate which Dell PartnerDirect Competencies they are certified in.

<table>
<thead>
<tr>
<th>Competency Area</th>
<th>Check the boxes that correspond to the Dell PartnerDirect Competencies that your firm is currently certified in</th>
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<tbody>
<tr>
<td>Server Competency</td>
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<td>Networking Competency</td>
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<td>PS Series Storage Deployment Competency</td>
<td>□</td>
</tr>
<tr>
<td>SC Series Storage Deployment Competency</td>
<td>□</td>
</tr>
<tr>
<td>Competency Area</td>
<td>Check the box(es) that corresponds to the Dell PartnerDirect Competencies that your firm's currently certified in.</td>
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<tr>
<td>Networking Deployment Competency</td>
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<tr>
<td>Core Client Solutions Competency</td>
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