

## 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 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.

Issuing Department: ITD   
 Contact Person: Santiago A. Pastoriza   
 Phone: 305-375-1084

Estimate Cost: 990000

Funding Source: Internal Service

### ANALYSIS

<b>Commodity Codes:</b>	<span style="border: 1px solid black; padding: 2px;">205</span>	<span style="border: 1px solid black; padding: 2px;">91828</span>	<span style="border: 1px solid black; padding: 2px;">91829</span>	<span style="border: 1px solid black; padding: 2px;">96728</span>	
Contract/Project History of previous purchases three (3) years Check here <input checked="" type="checkbox"/> if this is a new contract/purchase with no previous history.					
	<b>EXISTING</b>	<b>2<sup>ND</sup> YEAR</b>	<b>3<sup>RD</sup> YEAR</b>		
<b>Contractor:</b>					
<b>Small Business Enterprise:</b>					
<b>Contract Value:</b>					

Continued on another page (s):     YES     NO

### RECOMMENDATIONS

	Set-aside	Sub-contractor goal	Bid preference	Selection factor
<b>SBE</b>				

Basis of recommendation:

See bid document

Signed: Santiago A. Pastoriza	Date sent to SBD: <span style="border: 1px solid black; padding: 2px;">08/29/2016</span>
	Date returned to ISD Procurement: <span style="border: 1px solid black; padding: 2px;"></span>

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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 RFQ.

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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 purchases 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 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.

**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 the Section 2, Paragraph 2.3.1 (2) Bidders are to provide the following information to be pre-qualified under this contract.*

Provide contact information for Primary (Required) and Secondary (Optional) staff within your Company who will be responsible for providing a response to Requests for Quotations (RFQ) issued by Miami-Dade County. These services shall typically be required Monday through Friday within the business hours of 8:00 AM and 5 PM.	
<b>PRIMARY CONTACT (REQUIRED)</b>	
Name:	
Title and/or Job Function:	
Business Address:	
Local or Toll Free Telephone Number:	
Mobile Telephone Number:	
E-mail Address:	
<b>SECONDARY CONTACT (OPTIONAL)</b>	
Name:	
Title and/or Job Function:	
Business Address:	
Local or Toll Free Telephone Number:	
Mobile Telephone Number:	
E-mail Address:	

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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

Partner Level	Check the box that corresponds to your firm's current partner level
Dell Preferred Partner	<input type="checkbox"/>
Dell Premier Partner	<input type="checkbox"/>

*\*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

Competency Area	Check the box(es) that corresponds to the Dell PartnerDirect Competencies that your firm's currently certified in.
Server Competency	<input type="checkbox"/>
Storage Competency	<input type="checkbox"/>
Networking Competency	<input type="checkbox"/>
PS Series Storage Deployment Competency	<input type="checkbox"/>
SC Series Storage Deployment Competency	<input type="checkbox"/>

Competency Area	Check the box(es) that corresponds to the Dell PartnerDirect Competencies that your firm's currently certified in.
Networking Deployment Competency	<input type="checkbox"/>
Core Client Solutions Competency	<input type="checkbox"/>
Workstation Competency	<input type="checkbox"/>
Cloud Client-Computing Competency	<input type="checkbox"/>
Client Data Security Competency	<input type="checkbox"/>
Big Data and Analytics Solutions	<input type="checkbox"/>
Cloud Solutions	<input type="checkbox"/>
Data Protection Competency	<input type="checkbox"/>
Windows Management Competency	<input type="checkbox"/>
Endpoint Management Competency	<input type="checkbox"/>
Identify and Access Management Competency	<input type="checkbox"/>
Network Security Solution Competency	<input type="checkbox"/>