



## Miami-Dade Legislative Item File Number: 140896

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**File Number:** 140896      **File Type:** Resolution      **Status:** Adopted  
**Version:** 0      **Reference:** R-505-14      **Control:** Board of County Commissioners

**File Name:** HP HARDWARE AWARD **Introduced:** 4/14/2014

**Requester:** Internal Services      **Cost:**      **Final Action:** 6/3/2014

**Agenda Date:** 6/3/2014 **Agenda Item Number:** 8F8

**Notes: Title:** RESOLUTION AUTHORIZING EXECUTION OF AN AGREEMENT IN THE AGGREGATE AMOUNT OF \$39,000,000.00 WITH HEWLETT-PACKARD CO. FOR INFORMATION TECHNOLOGY HARDWARE, AUTHORIZING THE COUNTY MAYOR OR COUNTY MAYOR'S DESIGNEE TO EXECUTE AN AGREEMENT FOR AND ON BEHALF OF MIAMI-DADE COUNTY AND TO EXERCISE ANY CANCELLATION AND RENEWAL PROVISIONS, AND TO EXERCISE ALL OTHER RIGHTS CONTAINED THEREIN CONTRACT NO. RFP852

**Indexes:** AGREEMENT      **Sponsors:** NONE

**Sunset Provision:** No      **Effective Date:**      **Expiration Date:**

**Registered Lobbyist:** None Listed

### Legislative History

Acting Body	Date	Agenda Item	Action	Sent To	Due Date	Returned	Pass/Fail
Board of County Commissioners	6/3/2014	8F8	Adopted				P
Finance Committee	5/13/2014	3J	Forwarded to BCC with a favorable recommendation				P
County Attorney	4/15/2014		Assigned	Daniel Frastai		4/29/2014	

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County Mayor	4/14/2014	Assigned	County Attorney	6/3/2014
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**REPORT:** ISD - No Sponsor - Pending May cmte - County Attorney: Danny Frastai - Attachments: Award: RFP852 Information Technology Hardware

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County Mayor	4/14/2014	Assigned	Ed Marquez	4/14/2014
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## Legislative Text

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### TITLE

RESOLUTION AUTHORIZING EXECUTION OF AN AGREEMENT IN THE AGGREGATE AMOUNT OF \$39,000,000.00 WITH HEWLETT-PACKARD CO. FOR INFORMATION TECHNOLOGY HARDWARE, AUTHORIZING THE COUNTY MAYOR OR COUNTY MAYOR'S DESIGNEE TO EXECUTE AN AGREEMENT FOR AND ON BEHALF OF MIAMI-DADE COUNTY AND TO EXERCISE ANY CANCELLATION AND RENEWAL PROVISIONS, AND TO EXERCISE ALL OTHER RIGHTS CONTAINED THEREIN CONTRACT NO. RFP852

### BODY

WHEREAS, this Board desires to accomplish the purposes outlined in the accompanying memorandum, a copy of which is incorporated herein by reference,

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF MIAMI-DADE COUNTY, FLORIDA, that this Board approves the execution of an agreement in the aggregate amount of \$39,000,000.00 with Hewlett-Packard Co., in substantially the form attached hereto and made a part hereof, and authorizes the County Mayor or County Mayor's designee to execute same for and on behalf of Miami-Dade County and to exercise any cancellation and renewal provisions and all other rights contained therein.

### HEADER

Date: June 3, 2014

To: Honorable Chairwoman Rebeca Sosa  
and Members, Board of County Commissioners

From: Carlos A. Gimenez  
Mayor

Subject: Recommendation for Approval to Award: Information Technology Hardware

### STAFF RECOMMENDATION

#### Recommendation

It is recommended that the Board of County Commissioners (Board) approve award of Contract No. RFP852, Information Technology Hardware to Hewlett-Packard Co. (HP) to allow the Information Technology Department (ITD) to purchase Information Technology (IT) hardware and associated services in two defined groups: Group 1: desktop computers and Group 2: mobile computers, on behalf

of all County departments.

RFP 852 is as a result of the Countywide IT consolidation, which includes the merging of IT procurement and contracts. This RFP replaces two accessed IT contracts that the County currently uses to purchase the above mentioned equipment: Contract No. 250-WSCA-10-ACS Western States Contracting Alliance for Computer Equipment, Peripherals and Services and Contract No. RQ09-997736-42A-E U.S. Communities for Technology Products and Services.

In addition to providing IT hardware, the vendor will provide a wide variety of warranty and technical support offerings to appropriately address the County's operational needs. The recommended vendor will also provide a customized website that will include an in-depth product catalogue, the ability to configure quotes, sophisticated reporting functionality, order-tracking capabilities, as well as product literature and technical resources.

The prior award recommendation filed with the Clerk of the Board on January 7, 2013 has been rescinded. That recommendation was for the award of Groups 1, 2 and 3 (Thin Client Devices) to Hewlett-Packard Co. Subsequent to the filing of the award recommendation, ITD identified a discrepancy within Group 3 of the award relating to the infrastructure supporting the thin-client devices and operating system requirements. As a result, it was necessary to rescind the award previously made for Group 3 and reject all proposals received for Group 3 only. The technical requirements and device specifications will be updated and re-solicited through a full and open competition to meet the technical and operational needs of the County for this Group. The award of Groups 1 and 2 have no bearing on this action. However, the fiscal impact for this contract has been adjusted to reflect the decreased allocation request given the removal of Group 3.

#### Scope

The impact of this item is countywide in nature.

#### Fiscal Impact/Funding Source

The fiscal impact for the initial five-year term is \$13,000,000 and will be covered by ITD's Internal Service Funds. If the County chooses to exercise the two, five-year options-to-renew, the cumulative value will be \$39,000,000 and 15 years. The proposed contract amount is based on anticipated countywide IT hardware needs, and negotiated fee discounts per group over the next five years. This contract also consolidates the two existing contracts referenced above over a five year term valued at over \$45 million. It is important to note that the groups and price configurations differ between the two previous contracts and RFP 852.

Through negotiations, staff was able to achieve additional pricing discounts from the original proposal, ranging from two percent up to 27 percent on various configurations. Additionally, the contract was negotiated to include a self-support plan inclusive of training and certifications for an unlimited number of County staff at no additional cost. This will allow ITD to complete in-house hardware repairs and receive reimbursement for such repairs.

Department Allocation Funding Source Contract Manager Information Technology Department \$  
13,000,000 Internal Service Funds Julian Manduley Total \$ 13,000,000

Track Record/Monitor

Santiago A. Pastoriza of the Internal Services Department is the Procurement Contracting Officer.

Delegated Authority

If this item is approved, the County Mayor or County Mayor's designee will have the authority to exercise, at their discretion, contract modifications, subsequent options-to-renew and extensions in accordance with the terms and conditions of the contract.

#### Vendor(s) Recommended for Award

A request for proposals was issued on April 1, 2013 under full and open competition to obtain IT hardware and associated services. Negotiations were successful with the highest ranked firm for all three groups, as shown below.

Awardee Address Principal Award Group Hewlett-Packard Co. 3000 Hanover Street  
Palo Alto, CA Margaret Whitman Group 1 and 2  
Vendor(s) Not Recommended for Award

Proposers Group Reason for Not Recommending Dell Marketing, L. P. 1 and 2 Proposal was deemed non-responsive by the County Attorney's Office opinion (attached). BLM Technologies of Florida DBA EvolvTec 2 Insight Public Sector 2 SHI International Corp. 2 CDW Government, LLC 1 and 2 Evaluation Scoring/Ranking Insight Public Sector 1 PC Solutions and Integration Inc. 1 and 2 SHI International Corp. 1 United Data Technologies 1 and 2 Dell Marketing, L. P. 3 All proposals rejected for Group 3 Insight Public Sector 3 United Data Technologies 3 Hewlett-Packard Co. 3

#### Due Diligence

Due diligence was conducted in accordance with the Internal Services Department's Procurement Guidelines to determine Contractor responsibility, including verifying corporate status and that there are no performance or compliance issues. The lists that were referenced include: convicted vendors, debarred vendors, delinquent contractors, suspended vendors, and federal excluded parties. There were no adverse findings relating to Contractor responsibility. This information is being provided pursuant to Resolution R-187-12.

#### Applicable Ordinances and Contract Measures

- \* The two percent User Access Program provision applies.
- \* The Small Business Enterprise Selection Factor and Local Preference were applied in accordance with the applicable ordinance but did not affect the outcome.
- \* The Living Wage Ordinance does not apply.

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Edward Marquez

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