

Memorandum



Date: March 2, 2021

To: Honorable Chairman Jose "Pepe" Diaz
and Members, Board of County Commissioners

Agenda Item No. 8(F)(9)

From: Daniella Levine Cava
Mayor

A handwritten signature in blue ink that reads "Daniella Levine Cava".

Resolution No. R-142-21

Subject: Recommendation for Approval to Establish a Prequalification Pool for Voice/Data Communications Products and Services

Recommendation

It is recommended that the Board of County Commissioners (Board) approve the establishment of a prequalification pool, *RTQ-01592, Voice/Data Communications Products and Services*, for the Information Technology Department.

The County currently uses Contract No. 43220000-WSCA-14-ACS, Data Communications Products and Services to obtain voice/data communications products and services. The County initially accessed this competitively established National Association of State Procurement Professionals ValuePoint Cooperative contract through the State of Florida, under delegated authority in August 2015 for a five-year period with an allocation of \$500,000. Subsequently, additional expenditure authority totaling \$2,584,243 was approved under delegated authority, and the Board approved additional expenditure authority totaling \$13,429,889 through Resolution Nos. R-623-16 and R-1218-19.

Vendors in this pool will be capable of providing voice/data communications products and services such as network switches, network software, optical networking router wireless hardware/software, network security, unified communications, maintenance, engineering support and professional services, manufactured by Avaya, Ciena, Extreme, Aruba and Cradlepoint. The services will be utilized in support of the County's communications infrastructure, which will be procured on an as needed basis through future spot market quotations. The allocation being requested for the five-year term is estimated to include 38 percent for countywide maintenance and support services; 42 percent for recapitalization, 19 percent for system upgrades and new projects; and one percent for grants.

Six vendors responded to the solicitation, and four are being recommended for inclusion in the pool, of which two have local addresses. During market research, one additional local vendor was identified that is not awarded under the current contract. In order to increase participation in the pool, this vendor and all current vendors were notified by email before the solicitation closed. The pool will remain open to allow additional vendors that meet the prequalification criteria to be added. Additionally, vendors participating in comparable pools or contracts approved by other government agencies will be contacted and encouraged to participate in this pool.

Scope

The scope of this item is countywide in nature.

Fiscal Impact/Funding Source

The fiscal impact for the five-year term is \$18,983,505. The current contract, 43220000-WSCA-14-ACS, is valued at \$16,515,000, for a five-year and 10-month term and expires on May 31, 2021. The current contract will remain in place to ensure the continuity of services until additional vendors are added to this pool. The contract will be cancelled once enough vendors have been added to this pool, to ensure robust competition across all Groups. The allocation under the pool is higher than the current contract due to additional County departments requesting products and services under this pool that are not included in the current contract.

Department	Allocation	Funding Source	Contract Manager
Information Technology	\$18,983,505	Internal Service Charges	Manny Fernandez
Total:	\$18,983,505		

Track Record/Monitor

Sade Chaney of the Internal Services Department is the Procurement Contracting Manager.

Delegated Authority

Upon approval of this item, a pool of prequalified vendors will be established to participate in spot market competitions. The County Mayor or the County Mayor's designee will have the authority to solicit pricing and award contracts up to an aggregate amount of the allocation authorized by the Board. The County Mayor or the County Mayor's designee will also have the authority to (a) exercise all provisions of the solicitation documents and any resulting contracts pursuant to Section 2-8.1 of the County Code and Implementing Order 3-38 and (b) add vendors to the pool at any time, subject to ratification by the Board on a bi-annual basis.

Vendors Prequalified for Pool

A Request to Qualify was advertised under full and open competition. The County notified 1,643 vendors, of which 76 viewed it and six responded to the solicitation. Four vendors are being recommended for inclusion in the pool as set forth in the table below. The solicitation included five groups: Group A – Avaya Products and Services; Group B – Extreme Products and Services; Group C – Ciena Products and Services; Group D – Aruba Products and Services; and Group E – Cradlepoint Products and Services.

Pursuant to Resolution No. R-477-18, fewer than 75 percent of vendors recommended are local due to the specialized nature of the products and services needed. The Internal Services Department will continue to conduct outreach to encourage additional vendors to join the pool.

Vendor	Principal Address	Local Address	Principal	Group(s)
Convergeone, Inc.	10900 Nesbitt Avenue S Bloomington, MN	None	John A., McKenna, Jr.	A, B, D
PC Solutions & Integration, Inc.	4937 SW 75 Avenue Miami, FL	Same	Michelle Rudnick	B, C*, D, E
Prosys Information Systems, Inc.	6025 The Corners Parkway Suite 120 Norcross, GA	9725 NW 117 Avenue Suite 420 Miami, FL	Elaine Bellock	A
STEP CG, LLC	525 W Fifth Street Suite 332 Covington, KY	None	Rob Huff	A, B D, E

*Spot Market Competitions for Group C will not commence until additional vendors are added to the pool.

Vendors Not Prequalified for Pool

Vendor	Local Address	Reason for Not Recommending
Optivior Technologies	No	Vendors did not submit the required documents to satisfy the prequalification criteria. Upon submission of the required documents, the vendor may be added to the pool.
Walker and Associates Inc.	No	

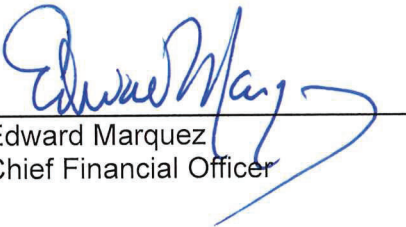
Due Diligence

Pursuant to Resolution No. R-187-12, due diligence was conducted in accordance with the Internal Services Department's Procurement Guidelines to determine vendor responsibility, including verifying corporate status and that there are no performance and compliance issues. The lists that were referenced included convicted vendors, debarred vendors, delinquent contractors, suspended vendors, and federal excluded parties. There were no adverse findings relating to vendor responsibility.

Pursuant to Resolution No. R-140-15, prior to re-procurement, a full review of the scope of services was conducted to ensure the replacement pool reflects the County's current needs. The review included conducting market research and drafting sessions with the user department. The scope of services was updated to include an additional original equipment manufacturer for voice/data communication products and services.

Applicable Ordinances and Contract Measures

- The two percent User Access Program provision applies where permitted by the funding source.
- The Small Business Enterprise (SBE) Bid Preference and Local Preference will be applied at the time of spot market competition where permitted by the funding source. An SBE set-aside applies for spot market competition up to \$100,000 where permitted by the funding source when there are three or more SBE-certified firms available.
- The Living Wage does not apply.



Edward Marquez
Chief Financial Officer



MEMORANDUM

(Revised)

TO: Honorable Chairman Jose "Pepe" Diaz
and Members, Board of County Commissioners

DATE: March 2, 2021

FROM: 
Gen Bonzon-Keenan
County Attorney

SUBJECT: Agenda Item No. 8(F)(9)

Please note any items checked.

- ☐ "3-Day Rule" for committees applicable if raised
- ☐ 6 weeks required between first reading and public hearing
- ☐ 4 weeks notification to municipal officials required prior to public hearing
- ☐ Decreases revenues or increases expenditures without balancing budget
- ☐ Budget required
- ☐ Statement of fiscal impact required
- ☐ Statement of social equity required
- ☐ Ordinance creating a new board requires detailed County Mayor's report for public hearing
- ☐ No committee review
- ☐ Applicable legislation requires more than a majority vote (i.e., 2/3's present ____, 2/3 membership ____, 3/5's ____, unanimous ____, CDMP 7 vote requirement per 2-116.1(3)(h) or (4)(c) ____, CDMP 2/3 vote requirement per 2-116.1(3)(h) or (4)(c) ____, or CDMP 9 vote requirement per 2-116.1(4)(c)(2) ____ to approve
- ☒ Current information regarding funding source, index code and available balance, and available capacity (if debt is contemplated) required

Approved _____ Mayor
Veto _____
Override _____

Agenda Item No. 8(F)(9)
3-2-21

RESOLUTION NO. _____ R-142-21

RESOLUTION AUTHORIZING ESTABLISHMENT OF PREQUALIFICATION POOL RTQ-01592 FOR GROUPS A – AVAYA PRODUCTS AND SERVICES, B – EXTREME PRODUCTS AND SERVICES, C – CIENA PRODUCTS AND SERVICES, D – ARUBA PRODUCTS AND SERVICES, AND E – CRADLEPOINT PRODUCTS AND SERVICES IN A TOTAL AMOUNT UP TO \$18,983,505.00 FOR THE PURCHASE OF VOICE/DATA COMMUNICATIONS PRODUCTS AND SERVICES FOR THE INFORMATION TECHNOLOGY DEPARTMENT FOR A FIVE-YEAR TERM; AND AUTHORIZING THE COUNTY MAYOR OR COUNTY MAYOR’S DESIGNEE TO SOLICIT PRICING FOR GROUPS A – AVAYA PRODUCTS AND SERVICES, B – EXTREME PRODUCTS AND SERVICES, C – CIENA PRODUCTS AND SERVICES, D – ARUBA PRODUCTS AND SERVICES, AND E – CRADLEPOINT PRODUCTS AND SERVICES, AWARD CONTRACTS, EXERCISE ALL PROVISIONS OF THE SOLICITATION DOCUMENTS AND ANY RESULTING CONTRACTS PURSUANT TO SECTION 2-8.1 OF THE CODE OF MIAMI-DADE COUNTY, FLORIDA AND IMPLEMENTING ORDER 3-38, AND ADD VENDORS TO THE POOL AT ANY TIME, SUBJECT TO RATIFICATION BY THE BOARD ON A BI-ANNUAL BASIS

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

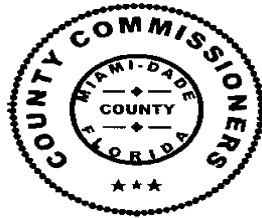
NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF MIAMI-DADE COUNTY, FLORIDA, that this Board authorizes the establishment of prequalification pool RTQ-01592 for Groups A – Avaya Products and Services, B – Extreme Products and Services, C – Ciena Products and Services, D – Aruba Products and Services, and E – Cradlepoint Products and Services for the purchase of voice/data communications products and services for the Information Technology Department in a total

amount up to \$18,983,505.00 for a five-year term; and authorizes the County Mayor or County Mayor's designee to (a) solicit pricing for Groups A – Avaya Products and Services, B – Extreme Products and Services, C – Ciena Products and Services, D – Aruba Products and Services, and E – Cradlepoint Products and Services and award contracts up to an aggregate amount of the allocation authorized by the Board, (b) exercise all provisions of the solicitation documents and any resulting contracts pursuant to Section 2-8.1 of the Code of Miami-Dade County, Florida and Implementing Order 3-38, and (c) add vendors to the pool at any time, subject to ratification by the Board on a bi-annual basis. A copy of the solicitation document and resulting contracts are on file and available upon request from the Internal Services Department, Strategic Procurement Division.

The foregoing resolution was offered by Commissioner **Joe A. Martinez**, who moved its adoption. The motion was seconded by Commissioner **Danielle Cohen Higgins** and upon being put to a vote, the vote was as follows:

Jose "Pepe" Diaz, Chairman	aye		
Oliver G. Gilbert, III, Vice-Chairman	aye		
Sen. René García	aye	Keon Hardemon	aye
Sally A. Heyman	aye	Danielle Cohen Higgins	aye
Eileen Higgins	aye	Joe A. Martinez	aye
Kionne L. McGhee	aye	Jean Monestime	aye
Raquel A. Regalado	aye	Rebeca Sosa	aye
Sen. Javier D. Souto	aye		

The Chairperson thereupon declared this resolution duly passed and adopted this 2nd day of March, 2021. This resolution shall become effective upon the earlier of (1) 10 days after the date of its adoption unless vetoed by the County Mayor, and if vetoed, shall become effective only upon an override by this Board, or (2) approval by the County Mayor of this resolution and the filing of this approval with the Clerk of the Board.



MIAMI-DADE COUNTY, FLORIDA
BY ITS BOARD OF
COUNTY COMMISSIONERS

HARVEY RUVIN, CLERK

Melissa Adames

By: _____
Deputy Clerk

Approved by County Attorney as
to form and legal sufficiency.

Eduardo W. Gonzalez