

**ACTION SHEET
CITY COUNCIL COMMITTEE MEETING OF 01/14/15
ITEM FROM FINANCE COMMITTEE MEETING OF 01/05/15**

ISSUE:

14. Request for Approval of Procurement Under State Price Agreement – City-Wide Equipment and Services for ITT Communications Division; Advanced Network Management, Inc. (Renee Martinez)

FINANCE COMMITTEE ACTION: APPROVED AS DISCUSSION ITEM

Requested approval of exempt procurement and CenturyLink Volume Line Plan (CVLP) Service Agreement for city-wide voice communications for ITT communications division with Advanced Network Management, Inc. in the amount to exceed \$50,000. Budget is available in ITT communications fund.

SPECIAL CONDITIONS OR AMENDMENTS

STAFF FOLLOW-UP:

| VOTE | FOR | AGAINST | ABSTAIN |
|-----------------------|------------|----------------|----------------|
| COUNCILOR TRUJILLO | X | | |
| COUNCILOR RIVERA | X | | |
| COUNCILOR LINDELL | X | | |
| COUNCILOR MAESTAS | X | | |
| CHAIRPERSON DOMINGUEZ | | | |

3-17-14

City of Santa Fe, New Mexico

memo

DATE: December 12, 2014

TO: Finance Committee

VIA: Oscar S. Rodriguez, Director
Finance Department 

FROM: Robert Rodarte, Officer
Purchasing Division 

ISSUE: Procurement of Cisco Smartnet Maintenance and Support Services
State Price Agreement: #40-000-13-00020.
Vendor: Advanced Network Management, Inc.

SUMMARY:

The ITT Department is requesting the procurement of Maintenance, Support and equipment purchases for all Cisco Smartnet Switch's located throughout the City's communication systems. Advanced Network Management Inc. is one of the awarded vendors on State Price Agreement #40-000-13-00020.

Procurement History with Advanced Network Management Inc:

Year ending 6/30/2015 \$ 38,171.00 (as of 12/22/2014)
Year ending 6/30/2014 \$ 81,644.99
Year ending 6/30/2013 \$ 13,567.68
Year ending 6/30/2012 \$ 16,135.00

The ITT Department is requesting approval to utilize this agreement through year ending 6/30/2016 in the projected amount of \$35,000. This State Price Agreement is scheduled to expire on 12/18/2014. According to Debra Saiz, Procurement Specialist for the State of New Mexico this contract extension will be posted by December 30, 2014. We will attach the contract award to this request when it becomes available.

Funding for this procurement is available in various Business Units that the ITT Department supports with this type of service.

Per City of Santa Fe Procurement Policy 11.1.1; any procurement transacted through State or Federal Price Agreements exceeding \$50,000 shall be submitted to the City Council for approval.

ACTION:

It is requested that this purchase award to Advanced Network Management Inc, for services from State Price Agreement #40-000-13-00020, in the approximate amounts listed above, be reviewed, approved and submitted to the City Council for its consideration.

City of Santa Fe, New Mexico

memo

DATE: December 11, 2014

TO: Finance Committee/City Council

VIA: Oscar Rodriguez, Finance Department Director

Robert Rodarte, Purchasing Officer

Renée Martínez, ITT Department Director

P.R. [Signature]
in [Signature]
RM 12/15/14

FROM: Yodel M. Catanach, Telecommunication Specialist *ymc*

RE: **Advanced Network Management (ANM) over \$50,000**

SUMMARY:

ITT Department is requesting approval for Advanced Network Management (ANM). ANM is an approved reseller for Cisco equipment and all of Cisco Smartnet Contracts. Our Core Switch C6513 Smartnet Contract was just renewed because it is the highest priority for our network. Our goal is to consolidate all the Smartnet Contracts with Cisco through ANM by next fiscal year to administer future maintenance renewals in a more timely and effective manner. ANM State Pricing Agreement is 40-000-13-00020 which is attached to memorandum.

ACTION:

Please approve this memorandum to authorize payments for FY 14/15 for ANM. ITT purchases equipment and services on behalf of all City Departments, funding would be charged to various business units. Thank you for your assistance on this matter.

Advanced Network Management
December 2014

| Order Number | Supplier | Description | Amount Committed | Amount Relieved | Account Number | G/L Date |
|--------------|----------|--------------------------------|------------------|-----------------|----------------|------------|
| 13146010 | 479237 | Server Routing Issue | 1,498.00 | | 12029.520300. | 07/01/2014 |
| 13150202 | 479237 | Technical Support.. | 1,534.69 | | 32138.520300. | 07/01/2014 |
| 13150202 | 479237 | Technical Support.. | -1,391.00 | | 32138.520300. | 07/09/2014 |
| 13150202 | 479237 | Technical Support.. | 1,391.00 | | 32138.520300. | 07/09/2014 |
| 13150202 | 479237 | Technical Support.. | | 1,391.00 | 32138.520300. | 07/09/2014 |
| 13151031 | 479237 | Install wireless access point. | 20,980.00 | | 52102.570800. | 07/01/2014 |
| 13151031 | 479237 | Install wireless access point. | -20,980.00 | | 52102.570800. | 07/01/2014 |
| 13151096 | 479237 | Install wireless at Transit | 4,261.94 | | 52401.520100. | 07/01/2014 |
| 13151096 | 479237 | Install wireless at Transit | -4,083.84 | | 52401.520100. | 07/09/2014 |
| 13151096 | 479237 | Install wireless at Transit | 4,083.84 | | 52401.520100. | 07/09/2014 |
| 13151096 | 479237 | Install wireless at Transit | | 4,083.84 | 52401.520100. | 07/09/2014 |
| 13151216 | 479237 | Barracuda Message Archiver | 32,569.61 | | 32138.570800. | 07/01/2014 |
| 13151216 | 479237 | Barracuda Message Archiver | -27,158.00 | | 32138.570800. | 07/09/2014 |
| 13151216 | 479237 | Barracuda Message Archiver | 27,158.00 | | 32138.570800. | 07/09/2014 |
| 13151216 | 479237 | Barracuda Message Archiver | | 27,158.00 | 32138.570800. | 07/09/2014 |
| 13151217 | 479237 | Poweredge R520 Processors | 12,148.69 | | 32138.570800. | 07/01/2014 |
| 13151217 | 479237 | Poweredge R520 Processors | -12,148.69 | | 32138.570800. | 11/10/2014 |
| 13151279 | 479237 | EXCHANGE 2010 UPGRADE / MAINT | 12,519.00 | | 32138.520300. | 07/01/2014 |
| 14152621 | 479237 | 5 add'l wifi access points.. | 7,846.30 | | 52110.572800. | 09/12/2014 |
| 20161394 | 479237 | 5 add'l wifi access points | 9,008.05 | | 52110.570800. | 08/13/2014 |
| 20161394 | 479237 | 5 add'l wifi access points | -9,008.05 | | 52110.570800. | 08/13/2014 |
| 20161394 | 479237 | 5 add'l wifi access points | 7,846.30 | | 52110.570800. | 09/03/2014 |
| 20161394 | 479237 | 5 add'l wifi access points.. | -7,846.30 | | 52110.570800. | 09/03/2014 |
| 20161394 | 479237 | 5 add'l wifi access points.. | 7,846.30 | | 52110.572800. | 09/03/2014 |
| 20161394 | 479237 | 5 add'l wifi access points.. | -7,846.30 | | 52110.572800. | 09/12/2014 |
| 20162621 | 479237 | C6513 CISCO SMARTNET | 14,418.40 | | 12029.520300. | 12/09/2014 |
| 20165668 | 479237 | smartnet firewall | 2,851.72 | | 12029.520300. | 12/09/2014 |
| | | Totals | 77,499.66 | 32,632.84 | | |

Susana Martinez
NEW MEXICO GOVERNOR

Edwynn L. Burckle
CABINET SECRETARY
GENERAL SERVICES
DEPARTMENT

Lawrence O. Maxwell
STATE PURCHASING AGENT
STATE PURCHASING DIVISION



NEW MEXICO
GENERAL SERVICES DEPARTMENT

ADMINISTRATIVE SERVICES DIVISION
(505) 827-0820
BUILDING SERVICES DIVISION
(505) 827-2349
COMMUNICATIONS DIVISION
(505) 827-0680
INFORMATION SYSTEMS DIVISION
(505) 827-2001
PROPERTY CONTROL DIVISION
(505) 827-2141
PURCHASING DIVISION
(505) 827-0472
RISK MANAGEMENT DIVISION
(505) 827-0442
TRANSPORTATION SERVICES DIVISION
(505) 476-1802

DATE: December 1, 2014
TO: **Advanced Network Management Inc.**
Price Agreement No. 40-000-13-00020AC
FROM: Debra Saiz, IT Procurement Specialist
SUBJECT: Price Agreement Renewal/Extension

The Statewide Price Agreement No. 40-000-13-00020AC WAN and/or LAN Equipment and Related Services is due to expire on December 19, 2014. By mutual agreement between the New Mexico State Purchasing Agent and the Contractor (s), the New Mexico State Purchasing Division (SPD) would like to renew/extend this agreement for one (1) additional year, December 19, 2014 to December 18, 2015 per the same pricing, terms and conditions.

Keep in mind, the Administrative Reporting Fee is a requirement of the agreement that must be met.

Administrative Reporting Fee:

The Contractor agrees to provide a utilization report on all sales and/or services and fees to the agreement administrator in accordance with the following schedule:

| <u>Period End</u> | <u>Report Due</u> |
|-------------------|-------------------|
| September 30 | October 31 |
| December 31 | January 31 |
| March 31 | April 30 |
| June 30 | July 31 |

The periodic report shall include the gross total sales for the period subtotaled by procuring agency or local public body name.

Please note, SPD is interested in the distinction between sales to state agencies and those to local public bodies (such as cities and counties) to evaluate to whom SPD contracts are most beneficial. Such information benefits sourcing future procurements to ensure SPD is meeting the needs of its customers.

A check payable to the State Purchasing Division for an amount equal to the three quarters of one percent (0.75%) of the total sales for the period shall accompany the quarterly report.

Not meeting these requirements will put your agreement at risk.

Please respond by completing the information below, scanning and returning the memo via email to DebraS.Saiz@state.nm.us no later than December 10, 2014.

If you have any questions regarding the Administrative Reporting Fee or any questions regarding your agreement, please contact Brenda S. Chacon, Contracts Manager at BrendaS.Chacon@state.nm.us or 505-827-0488.

I agree to extend the referenced Price Agreement(s).

BUD A. BULLARD
Print Name

CHIEF OPERATING OFFICER
Title


Signature

ADVANCED NETWORK MANAGEMENT, INC.
Company Name

12/10/14
Date

4601 COLUMBINE AVE NE, ALBUQUERQUE, NM 87113
Address

I do not agree to extend the referenced Price Agreement(s).

Print Name

Title

Signature

Company Name

Date

Address



State of New Mexico
General Services Department

Statewide Price Agreement

Awarded Vendor
20 Vendors – See Page 7

Telephone No. _____

Price Agreement Number: 40-000-13-00020

Payment Terms: Net 30

F.O.B.: Destination

Delivery: See Page 7

Ship To:
All State of New Mexico agencies, commissions,
institutions, political subdivisions and local public
bodies allowed by law.

Procurement Specialist: Debra Saiz DS

Telephone No.: 505-872-0521

Invoice:
As Requested

Title: WAN and/or LAN Equipment and Related Services

Term: December 19, 2013 through December 18, 2014

This Price Agreement is made subject to the “terms and conditions” shown on the reverse side of this page, and as indicated in this Price Agreement.

Accepted for the State of New Mexico

New Mexico State Purchasing Agent
12/20/13

Date: 12/19/2013

State of New Mexico
General Services Department
Purchasing Division
Price Agreement #: 40-000-13-00020

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Terms and Conditions

(Unless otherwise specified)

1. **General:** When the State Purchasing Agent or his/her designee issues a purchase document in response to the Vendor's bid, a binding contract is created.
2. **Variation in Quantity:** No variation in the quantity of any item called for by this order will be accepted unless such variation has been caused by conditions of loading, shipping, packing or allowances in manufacturing process and then only to the extent, if any, specified in this order.
3. **Assignment:**
 - a. Neither the order, nor any interest therein, nor any claim thereunder, shall be assigned or transferred by the Vendor, except as set forth in Subparagraph 3b or as expressly authorized in writing by the State Purchasing Agent or his/her designee. No such assignment or transfer shall relieve the Vendor from the obligations and liabilities under this order.
 - b. Vendor agrees that any and all claims for overcharge resulting from antitrust violations which are borne by the State as to goods, services, and materials purchased in connection with this bid are hereby assigned to the State.
4. **State Furnished Property:** State furnished property shall be returned to the State upon request in the same condition as received except for ordinary wear, tear and modifications ordered hereunder.
5. **Discounts:** Prompt payment discounts will not be considered in computing the low bid. Discounts for payment within twenty (20) days will be considered after the award of the contract. Discounted time will be computed from the date of receipt of the merchandise invoice, whichever is later.
6. **Inspection:** Final inspection and acceptance will be made at the destination. Supplies rejected at the destination for nonconformance with specifications shall be removed at the Vendor's risk and expense, promptly after notice of rejection.
7. **Inspection of Plant:** The State Purchasing Agent or his/her designee may inspect, at any reasonable time, the part of the Contractor's, or any subcontractor's plant or place of business, which is related to the performance of this contract.
8. **Commercial Warranty:** The Vendor agrees that the supplies or services furnished under this order shall be covered by the most favorable commercial warranties the Vendor gives for such to any customer for such supplies or services. The rights and remedies provided herein shall extend to the State and are in addition to and do not limit any rights afforded to the State by any other clause of this order. Vendor agrees not to disclaim warranties of fitness for a particular purpose of merchantability.
9. **Taxes:** The unit price shall exclude all state taxes.
10. **Packing, Shipping and Invoicing:**
 - a. The State's purchasing document number and the Vendor's name, user's name and location shall be shown on each packing and delivery ticket, package, bill of lading and other correspondence in connection with the shipments. The user's count will be accepted by the Vendor as final and conclusive on all shipments not accompanied by a packing ticket.
 - b. The Vendor's invoice shall be submitted duly certified and shall contain the following information: order number, description of supplies or services, quantities, unit price and extended totals. Separate invoices shall be rendered for each and every complete shipment.
 - c. Invoices must be submitted to the using agency and NOT the State Purchasing Agent.
11. **Default:** The State reserves the right to cancel all or any part of this order without cost to the State, if the Vendor fails to meet the provisions of this order and, except as otherwise provided herein, to hold the Vendor liable for any excess cost occasioned by the State due to the Vendor's default. The Vendor shall not be liable for any excess costs if failure to perform the order arises out of causes beyond the control and without the fault or negligence of the Vendor,

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Price Agreement #: 40-000-13-00020

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such causes include but are not restricted to, acts of God or the public enemy, acts of the State or Federal Government, fires, floods, epidemics, quarantine restrictions, strikes, freight embargoes, unusually severe weather and defaults of subcontractors due to any of the above, unless the State shall determine that the supplies or services to be furnished by the subcontractor were obtainable from other sources in sufficient time to permit the Vendor to meet the required delivery scheduled. The rights of the State provided in this paragraph shall not be exclusive and are in addition to any other rights now being provided by law or under this order.

12. **Non-Collusion:** In signing this bid the Vendor certifies he/she has not, either directly or indirectly, entered into action in restraint of free competitive bidding in connection with this offer submitted to the State Purchasing Agent or his/her designee.

13. **Nondiscrimination:** Vendor doing business with the State of New Mexico must be in compliance with the Federal Civil Rights Act of 1964 and Title VII of the Act (Rev. 1979) and the Americans with Disabilities Act of 1990 (Public Law 101-336).

14. **The Procurement Code:** Sections 13-1-28 through 13-1-99 NMSA 1978, imposes civil and criminal penalties for its violation. In addition the New Mexico criminal statutes impose felony penalties for bribes, gratuities and kickbacks.

15. All bid items are to be NEW and of most current production, unless otherwise specified.

16. **Payment for Purchases:** Except as otherwise agreed to: late payment charges may be assessed against the user state agency in the amount and under the conditions set forth in Section 13-1-158 NMSA 1978.

17. **Workers' Compensation:** The Contractor agrees to comply with state laws and rules pertaining to Workers' Compensation benefits for its employees. If the Contractor fails to comply with Workers' Compensation Act and applicable rules when required to do so, this Agreement may be terminated by the contracting agency.

18. Bids must be submitted in a sealed envelope with the bid number and opening date clearly indicated on the bottom left hand side of the front of the envelope. Failure to label bid envelope will necessitate the premature opening of the bid in order to identify the bid number.

19. **Contractor Personnel:** Personnel proposed in the Contractor's written proposal to the Procuring Agency are considered material to any work performed under this Price Agreement. Once a Purchase Order or contract has been executed, no changes of personnel will be made by the Contractor without prior written consent of the Procuring Agency. Replacement of any Contractor personnel, if approved, shall be with personnel of equal ability, experience, and qualifications. The Contractor will be responsible for any expenses incurred in familiarizing the replacement personnel to insure their being productive to the project immediately upon receiving assignments. Approval of replacement personnel shall not be unreasonably withheld. The Procuring Agency shall retain the right to request the removal of any of the Contractor's personnel at any time.

20. **Subcontracting:** The Contractor shall not subcontract any portion of the Price Agreement without the prior written approval of the Procuring Agency. No such subcontracting shall relieve the Contractor from its obligations and liabilities under this Price Agreement, nor shall any subcontracting obligate payment from the Agency.

21. **Records and Audit:** The Contractor shall maintain detailed time and expenditure records that indicate the date, time, nature, and cost of services rendered during this Price Agreement's term and effect, and retain them for a period of three (3) years from the date of final payment under this Price Agreement. The records shall be subject to inspection by the Agency, State Purchasing Division, Department of Finance and Administration, and for Information Technology contracts, State Chief Information Officer. The Agency shall have the right to audit billings, both before and after payment. Payment for services under this Price Agreement shall not foreclose the right of the Agency to recover excessive or illegal payments.

22. The foregoing requirements for Contractor Personnel, Subcontracting, and Audit shall be inserted into all subcontracts from the prime contractor to the subcontractor.

New Mexico Employees Health Coverage

A. If Contractor has, or grows to, six (6) or more employees who work, or who are expected to work, an average of at least 20 hours per week over a six (6) month period during the term of the contract, Contractor certifies, by signing this agreement, to have in place, and agrees to maintain for the term of the contract, health insurance for its New Mexico Employees and offer that health insurance to its New Mexico Employees if the expected annual value in the aggregate of any and all contracts between Contractor and the State exceeds \$250,000 dollars.

B. Contractor agrees to maintain a record of the number of its New Mexico Employees who have (a) accepted health insurance; (b) declined health insurance due to other health insurance coverage already in place; or (c) declined health insurance for other reasons. These records are subject to review and audit by a representative of the state.

C. Contractor agrees to advise all of its New Mexico Employees of the availability of State publicly financed health care coverage programs by providing each of its New Mexico Employees with, as a minimum, the following web site link to additional information: <http://insurenwnewmexico.state.nm.us/>.

D. For purposes of this Paragraph, the following terms have the following meanings:

- (1) "New Mexico Employee" means any resident of the State of New Mexico employed by Contractor who performs the majority of the employee's work for Contractor within the State of New Mexico, regardless of the location of Contractor's office or offices; and
- (2) "offer" means to make available, without unreasonable restriction, enrollment in one or more health coverage plans and to actively seek and encourage participation in order to achieve the goals of Executive Order 2007-049. This could include State publicly financed public health coverage programs such as *Insure New Mexico!*

New Mexico Pay Equity Initiative

Contractor agrees, if it has ten (10) or more New Mexico employees OR eight (8) or more employees in the same job classification, at any time during the term of this contract, to complete and submit the PE10-249 form on the annual anniversary of the initial report submittal for contracts up to one (1) year in duration. If contractor has (250) or more employees, contractor must complete and submit the PE250 form on the annual anniversary of the initial report submittal for contracts that are up to one (1) year in duration. For contracts that extend beyond one (1) calendar year, or are extended beyond one (1) calendar year, contractor also agrees to complete and submit the PE10-249 or PE250 form, whichever is applicable, within thirty (30) days of the annual contract anniversary date of the initial submittal date or, if more than 180 days has elapsed since submittal of the last report, at the completion of the contract, whichever comes first. Should contractor not meet the size requirement for reporting at contract award but subsequently grows such that they meet or exceed the size requirement for reporting, contractor agrees to provide the required report within ninety (90) days of meeting or exceeding the size requirement. That submittal date shall serve as the basis for submittals required thereafter.

Contractor also agrees to levy this requirement on any subcontractor(s) performing more than 10% of the dollar value of this contract if said subcontractor(s) meets, or grows to meet, the stated employee size thresholds during the term of the contract. Contractor further agrees that, should one or more subcontractor not meet the size requirement for reporting at contract award but subsequently grows such that they meet or exceed the size requirement for reporting, contractor will submit the required report, for each such subcontractor, within ninety (90) days of that subcontractor meeting or exceeding the size requirement. Subsequent report submittals, on behalf of each such subcontractor, shall be due on the annual anniversary of the initial report submittal. Contractor shall submit the required form(s) to the State Purchasing Division of the General Services Department, and other departments as may be determined, on behalf of the applicable subcontractor(s) in accordance with the schedule contained in this paragraph. Contractor acknowledges that this subcontractor requirement applies even though contractor itself may not meet the size requirement for reporting and be required to report it self.

Two (2) copies of the Pay Equity Worksheet shall be submitted prior to Award by the prospective Awarded Vendor.

The PE10-249 and PE250 worksheet is available at the following website:
<http://www.generalservices.state.nm.us/statepurchasing/GuidesProcedures.aspx>

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Statewide Price Agreement

Article I – Statement of Work

Under the terms and conditions of this Price Agreement all State of New Mexico agencies, commissions, institutions, political subdivisions and local bodies allowed by law may issue orders for items and/or services described herein. The terms and conditions of this Price Agreement shall form a part of each order issued hereunder.

The items and/or services to be ordered shall be as listed under Article IX - Price Schedule. All orders issued hereunder will bear both an order number and this Price Agreement number. It is understood that no guarantee or warranty is made or implied by the New Mexico State Purchasing Agent, his/her designee or the user that any order for any definite quantity will be issued under this Price Agreement. The Contractor is required to accept the order and furnish the items and/or services in accordance with the articles contained hereunder for the quantity of each order.

Article II – Term

The term of this Price Agreement, for issuance of orders, shall be as indicated in the specifications.

Article III – Specifications

Items and/or services furnished hereunder shall conform to the requirements of specifications and/or drawings applicable to items listed under Article IX-Price Schedule. Orders issued against this schedule will show the applicable Price Agreement item(s), number(s), and price(s); however they may not describe the item(s) fully.

Article IV – Shipping and Billing Instructions

Contractor shall ship in accordance with the following instructions: Shipment shall be made only against specific orders which the user may place with the Contractor during the term; The Contractor shall enclose a packing list with each shipment listing the order number, price agreement number and the commercial parts number (if any) for each item; Delivery shall be made as indicated on page 1. If vendor is unable to meet stated delivery the State Purchasing Agent or his/her designee must be notified.

Article V – Termination

This Price Agreement may be terminated by either signing party upon written notice to the other at least thirty (30) days in advance of the date of termination. Notice of termination of the price agreement shall not affect any outstanding orders.

Article VI – Amendment

This Price Agreement may be amended by mutual agreement of the New Mexico State Purchasing Agent or his/her designee and the Contractor upon written notice by either party to the other. An amendment to this Price Agreement shall not affect any outstanding orders issued prior to the effective date of the amendment as mutually agreed upon, and as published by the New Mexico State Purchasing Agent or his/her designee. Amendments affecting price adjustments and/or the extension of a price agreement expiration date are not allowed unless specifically provided in the bid and price agreement specifications.

Article VII – Issuance of Orders

Only written signed orders are valid under this Price Agreement.

Article VIII – Packing (if applicable)

Packing shall be in conformance with standard commercial practices.

Article IX – Price Schedule

Prices as listed in the price schedule hereto attached are firm.

State of New Mexico
General Services Department
Purchasing Division
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Awarded Vendors

AA 0000051052

ABBA Technologies
1501 San Pedro Dr NE
Albuquerque, NM 87110
(505) 889-3337

Delivery: As requested

AB 0000044822

Access Technologies Inc.
1301 Cuesta Arriba NE Suite B
Albuquerque, NM 87113
(505) 341-0202

Delivery: FOB Destination

AC 0000051498

 **Advanced Network Management, Inc.**
4601 Columbine Ave NE
Albuquerque, NM 87113
(505) 888-8822

Delivery: One week for in stock
items/ Three weeks for out of stock
items

AD 0000013216

Altura Communication Solutions
1570 Pacheco St. Suite B-6
Santa Fe, NM 87505
(505) 954-3342

Delivery: F.O.B. Destination

AE 0000074720

Ardham Technologies, Inc.
116 Central Ave SW. Suite 300
Albuquerque, NM 87102
(505) 872-9040

Delivery: As requested

AF 0000107085

Black Box Network Services
4100 Sara Road
Rio Rancho, NM 87124
(602) 267-3222

Delivery: F.O.B. Destination

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Awarded Vendors

AG 0000053277
Camnet, Inc.
PO Box 6407
Albuquerque, NM 87197
(505) 761-4500

Delivery: 3201 4th St. NW, Abq, NM
87107

AH 0000106198
CB Technologies
6700 Jefferson NE Bldg. A
Albuquerque, NM 87109
(505) 933-1503

Delivery: Destination (may be
considered in the award)

AI 0000006161
CenturyLink
400 Tijeras NW
Albuquerque, NM 87120
(505) 924-0406

Delivery: Best Effort per Mfg.

AJ 0000089129
Custom Storage Inc. "cStor"
6100 Seagull St. NE Suite 109
Albuquerque, NM 87109
(505) 933-9220

Delivery: 10 days ARO unless
otherwise stated

AK 0000107189
DISYS Solutions, Inc.
4151 Lafayette Center Drive, Suite 600
Chantilly, VA 20151
(703) 802-0500

Delivery: 3-4 Weeks ARO

AL 0000107063
**General Dynamics Information
Technology, Inc.**
77 A Street
Needham, MA 02494
(781) 400-7495

Delivery: FOB Destination

State of New Mexico
General Services Department
Purchasing Division
Price Agreement #: 40-000-13-00020

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Awarded Vendors

AM 0000013787
Insight Public Sector, Inc.
6820 South Harl Avenue
Tempe, AZ 85283
(800) 467-4448 x3118

Delivery: 14 to 21 days ARO

AN 0000044764
INX LLC
A subsidiary of Presidio
1955 Lakeway Drive, Suite
220
Lewisville, TX 75057
(469) 549-3800

Delivery: FOB Destination

AO 0000015018
**NACR (North American
Communication Resource)**
9016B Washington NE
Albuquerque, NM 87113
(505) 797-5119

Delivery: FOB Albuquerque

AP 0000056184
PC Specialists, Inc.
dba: Technology
Integration Group (TIG)
7810 Trade Street
San Diego, CA 92121
(858) 566-1900

Delivery: 3 - 21 Days

AQ 0000107251
Sentinel Technologies
1241 W. Warner Rd. #112
Tempe, AZ 85284(480)897-5974

Delivery: As requested by ordering
agency

AR 0000107069
Valcom Salt Lake City, LLC
dba: VLCM
264 S. Camino Del Pueblo Suite 2B
Bernalillo, NM 87004
(505) 404-3069

Delivery: As requested

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AS 0000107092

World Wide Technology, Inc.
60 Weldon Parkway
Maryland Heights, MO 63043
(314) 919-1550 / (800) 432-7008

Delivery: F.O.B.

AT 0000047013

Yamasato, Fujiwara, Higa & Assoc, Inc.
dba: Aquila
8401 Washington Place NE
Albuquerque, NM 87113
(505) 923-3170

Delivery: Typically orders ship
within 30 days ARO

Scope of Work and Specifications as Identified on the Invitation to Bid:

The State of New Mexico Department of Information Technology in cooperation with the General Services Department/State Purchasing Division, ("SPD"), is seeking fully certified resellers or manufacturers that will provide Wide Area Network (WAN) and/or Local Area Network Equipment (LAN) and Related Services to include Installation, Maintenance and Support, Warranty, and Training Services to support the State's current and future network infrastructure. The equipment and related services proposed as part of this bid **must include at least one of the following manufacturers: Cisco, Juniper, Extreme, or HP.** Other equipment manufacturers may also be included.

The results of this bid will establish multiple statewide price agreement(s) within each listed manufacturer type on a competitive basis with fully certified resellers or manufacturers that will supply a broad range of WAN and/or LAN network equipment and Related Services by manufacturer to support the existing network infrastructure used by State and Authorized Entities throughout the State of New Mexico. The State is seeking to award up to five agreements for each manufacturer type.

The following equipment and services shall be **EXCLUDED** from this bid and the awarded agreement:

1. Microwave
2. Wavelength Division Multiplexers (WDM)
3. Long Term Evolution (LTE)
4. 2-way Radio Communications
5. Desktop Telephony
6. Professional services
7. Services and product support for excluded equipment, listed above item# (1 – 5)

The awarded agreements will be discontinued if the excluded equipment and related services listed above are sold to any state or authorized entity by use of this agreement.

The percentage (%) discount off MSRP and any other pricing awarded as a result of this agreement will remain fixed for the term of the awarded agreement. The pricing for all WAN and/or LAN Equipment and Related Services must not include New Mexico Gross Receipts Tax (NMGRT). However, the services are subject to the NMGRT and are applicable to the current rate for the period which the services are performed.

The GRT on the equipment proposed for this bid are deductible to the awarded Contractor as long as the awarded Contractor retains a Type 9 nontaxable transaction certificate (NTTC). The NTTC will be issued by DoIT upon request by the awarded Contractor and upon a valid CRS number that is issued by the New Mexico Department of Taxation and Revenue.

The term of the awarded Price Agreements shall be for four calendar years. In no case will the Agreement, including all renewals thereof, exceed a total of (4) four years in duration.

After award, the awarded Contractor must provide copies of the approved purchase orders upon request by the Department of Information Technology that clearly identifies the name of the equipment purchased and the name of the purchasing entity.

The awarded Contractor must maintain or guarantee accessibility to the URL or direct link for the duration of the awarded agreements. The ability to add new WAN/LAN type equipment and related services to the awarded Contractor's URL or direct link is to the benefit of the DoIT and the Authorized Entities. The purpose is for the State to continue to keep up with changing technology. All WAN/LAN type equipment

must be commercially available at the time the awards are made and when additional WAN/LAN type equipment is added to the URL or direct link. Any additions must fall within the original scope and intent of this bid.

The procuring entity shall retain ownership of all products to include work products purchased pursuant to this agreement.

DEFINITION OF TERMINOLOGY

This section contains definitions that are used throughout this procurement document, including appropriate abbreviations.

1. “**Authorized Entities**” means all State of New Mexico agencies, commissions, institutions, political subdivisions and local public bodies allowed by law.
2. “**Desktop Telephony**” means the brand or generic equipment and associated services that support transmitting voice, data, video or image signals over a distance greater than what you can transmit by shouting.
3. “**Fully Certified Reseller**” means an entity known as a reseller that is certified and authorized by the manufacturer to sell the WAN and/or LAN equipment and Related Services for only the manufacturer types the Bidder has submitted a % discount for.
4. “**Installation Technician**” means a technician that is responsible for installation and/or decommissioning WAN and/or LAN equipment and related products, and capable of performing tests on fiber optical equipment with the level of experience defined as:
 - a. Level I – a qualified installation technician as defined that has less than three (3) years’ experience with the proposed and/or existing manufacturer’s equipment type.
 - b. Level II - a qualified installation technician as defined that has three (3) – five (5) years’ experience with the proposed and/or existing manufacturer’s equipment type.
 - c. Level III – a qualified installation technician as defined that has greater than five (5) years’ experience with the proposed and/or existing manufacturer’s equipment type.
5. “**LAN Network**” means the brand or generic network equipment and associated services that supports a geographically limited communication network that connects users within a building or small group of buildings that is managed by a single enterprise.
6. “**(LTE) “Long Term Evolution**” means the brand or generic equipment and associated services that support 4G wireless broadband technology which supports mixed data, voice, video and messaging traffic. This may include any user equipment devices, devices used by an end-user to communicate such as a hand-held telephone, a laptop computer equipped with a mobile broadband adapter, or any other device in support of LTE.
7. “**Manufacturer**” means a producer of branded or unbranded finished products.
8. “**Maximum Hourly Rate**” means the proposed fully loaded maximum hourly rates must include travel, per diem, fringe benefits and any overhead costs for contractor personnel, as well as subcontractor personnel if appropriate.

9. **“Microwave Communications”** means the brand or generic equipment and associated services to transmitting telephone, facsimile, video and data conversations by common carriers, private networks, or any communication to and from satellites. The type of equipment may include but not limited towers, antennas, satellites or satellite communication in support of microwave communications.
10. **“MSRP or Manufacturer’s Suggested Retail Price”** means the advertised price which the manufacturer recommends that the retailer sell the product.
11. **“Network Technician”** – means a qualified person that will provide onsite technical and implementation support with the level of experience defined as:
 - a. Level I – a qualified person that has less than three (3) years’ experience in technical and implementation support of the proposed and/or existing manufacturer’s equipment type.
 - b. Level II - a qualified person that has three (3) – five (5) years’ experience in technical and implementation support of the proposed and/or existing manufacturer’s equipment type.
 - c. Level III – a qualified person that has greater than five (5) years’ experience in technical and implementation support the proposed and/or existing manufacturer’s equipment type.
12. **“Network Engineer”** – means a qualified person that will provide design and support engineer with the level of experience defined as:
 - a. Level I – a qualified person that has less than three (3) years’ experience in design and engineering support of the proposed and/or existing manufacturer’s equipment type.
 - b. Level II – a qualified person that has three (3) – five (5) years’ experience in design and engineering support of the proposed and/or existing manufacturer’s equipment type.
 - c. Level III – a qualified person that has greater than five (5) years’ experience in design and engineering support of the proposed and/or existing manufacturer’s equipment type.
13. **“Onsite Maintenance and Repair Technician”** means a technician that is responsible for maintenance and repair for WAN and/or LAN equipment and product services, capable of performing major/minor troubleshooting, and recommend actions necessary for repair with the level of experience defined as:
 - a. Level I – qualified onsite maintenance and repair technician as defined that has less than three (3) years’ experience with the proposed and/or existing manufacturer’s equipment type.
 - b. Level II - a qualified onsite maintenance and repair technician s defined that has three (3) – five (5) years’ experience with the proposed and/or existing manufacturer’s equipment type.
 - c. Level III – a qualified onsite maintenance and repair technician as defined that has greater than five (5) years’ experience with the proposed and/or existing manufacturer’s equipment type.
14. **“Onsite Maintenance and Repair Technician”** means a technician that is responsible for maintenance and repair for WAN and/or LAN equipment and product services, capable of performing major/minor troubleshooting, and recommend actions necessary for repair.
15. **“Professional Services”** means the services that shall be excluded from this bid, those of architects, archeologists, engineers, surveyors, landscape architects, medical arts practitioners, scientists, management and systems analysts, certified public accountants, registered public

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accountants, lawyers, psychologists, planners, researchers, construction managers and other persons or businesses providing similar professional services, which may be designated as such by a determination issued by the state purchasing agent or a central purchasing office.

16. **“Related Services”** means the installation, support and maintenance, warranty, and training services for wide area network (WAN) and local area network (LAN) equipment.
17. **“Two –Way Radio Communications”** means the brand or generic equipment and services that includes 1) portable radios and accessories, 2) mobile radios and accessories, 3) repeaters, base stations and accessories, 4) radio parts, accessories, and related ancillary radio equipment, 5) and any related services in the support, maintenance, warranty, or training for the two-way radio communications equipment, services, and any related products.
18. **“WAN Network”** means the brand or generic network equipment and services that support a communication network that connects computing devices over geographically dispersed locations. This excludes the equipment and services listed above within the scope of work.
19. **“Wavelength Division Multiplexer (WDM)”** means any equipment and Related Services of increasing the data-carrying capacity of an optical fiber by simultaneously sending more than one ray of light down the fiber or operating at more than one wavelength which includes dense wavelength multiplexing (DWDM) and course wavelength multiplexing (CDWDM). WDM is a technique by which two or more optical signals having different wavelengths may be simultaneously transmitted in the same direction over one strand of fiber, and then be separated by wavelength at the distant end.

Administrative Reporting Fee:

Progress and utilization reports shall be provided by the Contractor monthly or as mutually agreed upon.

The Contractor agrees to provide a utilization report on all sales and/or services and fees to the agreement administrator in accordance with the following schedule:

| <u>Period End</u> | <u>Report Due</u> |
|-------------------|-------------------|
| September 30 | October 31 |
| December 31 | January 31 |
| March 31 | April 30 |
| June 30 | July 31 |

The periodic report shall include the gross total sales for the period subtitled by procuring agency name. The report shall be accompanied with a check payable to the State Purchasing Division for an amount equal to the three quarters of one percent (0.75%) of the total sales for the period.

METHOD OF AWARD

The Bidders expecting to sell LAN and/or WAN equipment and related services by a specific manufacturer, as a result of this procurement must submit a minimum (%) discount off MSRP for that particular manufacturer type. The bids will be evaluated and awarded by manufacturer type.

For Evaluation Purposes. The “Bid Pricing Response Form for Evaluation Purposes” will be required by all Bidders and will be utilized for evaluation and for award.

1. The Bidders must propose a single minimum discount percentage (%) off its MSRP for WAN and/or LAN Equipment and Related Services for at least one of the manufacturers listed by submitting the “Bid Response Form for Evaluation Purposes”. Bidders may submit a minimum discount percentage (%) off MSRP for more than one manufacturer type.
2. The Bidders responses will be evaluated and awarded by manufacturer type.
3. The Bidders must be a fully certified reseller or manufacturer for the WAN and/or LAN equipment and Related Services proposed for this bid.

Additional Response Form. The “Additional Response Form Not for Evaluation” will NOT be used for evaluation.

1. The Bidders must submit the “Additional Response Form Not for Evaluation Purposes” with the URL/Link for the WAN and/or LAN Equipment and Related Services for each manufacturer type it submitted a minimum discount percentage (%).
2. Only if applicable, the Bidder must submit other manufacturer types not already listed by submitting the “Additional Response Form Not for Evaluation Purposes” with the following information:
 - a. Manufacturer type
 - b. Minimum discount (%) off its MRSP for WAN and/or LAN Equipment and Related Services
 - c. Associated URL/Link.
3. The Bidder must submit the maximum hourly rates for any of the following labor services for WAN and or LAN equipment by submitting the “Additional Response Form Not for Evaluation”:
 - a. Onsite Maintenance and Repair Technician
 - b. Installation Technician of WAN
 - c. Network Technician
 - d. Network Engineer

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I. Minimum Percentage Discount (%) off Manufacturer's Retail Price (MSRP)

| Item Manufacturer Type | ID | Awarded Vendor | Minimum Percentage Discount | | URL Link |
|------------------------------|----|---|-----------------------------|--------------------|---|
| | | | a. Equip./HW | b. Services/Maint. | |
| 1.) CISCO | AA | ABBA Technologies | 38.0% | 12.0% | http://tools.cisco.com/lpc/currentPL.faces |
| | AC | Advanced Network Management, Inc. | 40.0% | 18.0% | http://www.adnetman.com/ess/400001300020_cisco.pdf |
| | AE | Ardham Technologies, Inc. | 35.0% | 15.0% | www.cisco.com |
| | AF | Black Box Network Services | 40.0% | 15.0% | http://tools.cisco.com/1pc/currentPL.faces |
| | AG | Camnet, Inc. | 38.5% | 15.0% | www.cstor.com/client |
| | AI | CenturyLink | 39.0% | 18.0% | https://mycenturylinkonline.net/StateOfNewMexico |
| | AJ | Custom Storage Inc. (cStor) | 38.0% | 13.0% | www.cisco.com |
| | AK | DISYS Solutions, Inc. | 40.5% | 20.0% | http://www.cisco.com/en/US/products/hw/optical/index.html |
| | AL | General Dynamics Information Technology, Inc. | 35.7% | 15.7% | http://www.cisco.com/en/US/hmpgs/index.html |
| | AM | Insight Public Sector, Inc. | 40.0% | 20.0% | www.cisco.com |
| | AN | INX LLC (Presidio) | 38.0% | 14.0% | https://collaborate.presidio.com/sites/SNM/SPP/PRICEAGREEMENT/NM.40-000-13-00020.CiscoPricing.pdf |
| | AP | PC Specialists, Inc. (dba: TIG) | 39.0% | 18.0% | http://tools.cisco.com/1pc/currentPL.faces |
| | AQ | Sentinel Technologies | 40.51% | 10.0% | http://tools.cisco.com/lpc/currentPL.faces |
| | AR | Valcom Salt Lake City, LLC (dba: VLCM) | 10.0% | 30.0% | https://usm.channelonline.com/valcomslc/storesite/Login/?destination=/valcomslc/storesite/Search/Category/index.co |
| | AS | World Wide Technologies, Inc. | 40.6% | 18.0% | https://tools.cisco.com/qtc/pricing/Mainservlet |
| | AT | Yamasoto, Fujiwara, Higa & Assoc., Inc. | 34.5% | 10.5% | www.cisco.com |

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| Item Manufacturer Type | ID | Awarded Vendor | Minimum Percentage Discount | | URL Link |
|------------------------------|----|---|-----------------------------|--------------------|---|
| | | | a. Equip./HW | b. Services/Maint. | |
| 2.) EXTREME | AA | ABBA Technologies | 30.0% | 18.0% | http://www.abbatech.com/State_of_New_Mexico.aspx |
| | AD | Altura Communications Solutions | 41.0% | 7.0% | http://www.alturacs.com/solutions/industry/solutions-for-government/state-of-new-mexico/pricing/?products=extreme |
| | AO | North American Communications Resource (NACR) | 39.0% | 5.0% | www.extremenetworks.com |
| | AP | PC Specialists, Inc. (dba: TIG) | 50.0% | 10.0% | http://www.tig.com/xdf/ExtremePL_AMERICAS_2013-09-03.xlsx |
| 3.) JUNIPER | AA | ABBA Technologies | 32.0% | 10.0% | http://www.abbatech.com/State_of_New_Mexico.aspx |
| | AB | Access Technologies Inc. | 15.0% | 5.0% | www.juniper.net |
| | AI | CenturyLink | 37.0% | 11.0% | https://mycenturylinkonline.net/StateOfNewMexico |
| | AL | General Dynamics Information Technology, Inc. | 33.5% | 6.8% | http://www.juniper.net/us/en/ |
| | AP | PC Specialists, Inc. (dba: TIG) | 27.0% | 11.0% | http://www.tig.com/xdf/Juniper%20pricelist_version1.pdf |
| | AR | Valcom Salt Lake City, LLC (dba: VLCM) | 30.0% | 10.0% | https://usm.channelonline.com/valcomslc/storesite/Login/?destination=/valcomslc/storesite/Search/Category/index.co |

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| Item Manufacturer Type | ID | Awarded Vendor | Minimum Percentage Discount | | URL Link |
|------------------------------|---|---|-----------------------------|--|---|
| | | | a. Equip./HW | b. Services/Maint. | |
| 4.) HP | AA | ABBA Technologies | 20.0% | 10.0% | https://nancy-swh-ext-gslb.austin.hp.com/eviewer/Viewer.dLo |
| | AC | Advanced Network Management, Inc. | 30.0% | 9.0% | http://www.adnetman.com/ess/400001300020_hp.pdf |
| | AE | Ardham Technologies, Inc. | 23.0% | 12.0% | www.hp.com |
| | AG | Camnet, Inc. | 9.0% | 5.0% | www.hp.com |
| | AH | CB Technologies | 38.0% | 20.0% | http://www.cbtb2bdemo.com/SONMPortal |
| | AL | General Dynamics Information Technology, Inc. | 26.8% | 15.7% | http://h17007.www1.hp.com/us/en/networking/index.aspx |
| | AN | INX LLC (Presidio) | 5.0% | 5.0% | www.hp.com |
| | AP | PC Specialists, Inc. (dba: TIG) | 31.0% | 16.0% | http://www.tig.com/xd/ CopyHPNproductSupportpricelist.xlsx |
| | AR | Valcom Salt Lake City, LLC (dba: VLCM) | 33.0% | 15.0% | https://usm.channelonline.com/valcomslc/storesite/Login/?destination=/valcomslc/storesite/Search/Category/index.co |
| | AS | World Wide Technologies, Inc. | 30.0% | 20.0% | http://h18000.www1.hp.com/showroom/ipl.html |
| AT | Yamasoto, Fujiwara, Higa & Assoc., Inc. | 34.5% | 10.5% | www.hp.com | |

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II. Minimum Percentage Discount (%) off “Other” Manufacturer’s Retail Price (MSRP)

| Item Other Manufacturers | ID | Awarded Vendor | Minimum Percentage Discount | | URL Link |
|--------------------------------|----|---|-----------------------------|---------------------|---|
| | | | i. Equip./HW | ii. Services/Maint. | |
| ADTRAN | AI | CenturyLink | 37.0% | 20.0% | https://mycenturylinkonline.net/StateOfNewMexico |
| AEROHIVE | AE | Ardham Technologies, Inc. | 10.0% | 10.0% | http://www.aerohive.com |
| ARISTA NETWORKS | AA | ABBA Technologies | 25.0% | 10.0% | http://www.abbatech.com/State_of_New_Mexico.aspx |
| ARUBA | AD | Altura Communications Solutions | 27.0% | 3.0% | http://www.alturacs.com/solutions/industry/solutions_for_government/state_of_new_mexico/pricing/?products=aruba |
| | AT | Yamasoto, Fujiwara, Higa & Assoc., Inc. | 50.0% | 10.0% | www.arubanetworks.com |
| AVAYA | AD | Altura Communications Solutions | 49.0% | 5.0% | http://www.alturacs.com/solutions/industry/solutions-for-government/state-of-new-mexico/pricing/?products=avaya |
| BROCADE | AJ | Custom Storage Inc. (cStor) | 45.0% | 10.0% | www.cstor.com/clients |
| | AL | General Dynamics Information Technology, Inc. | 39.0% | 22.4% | http://www.brocade.com/launch/cc/easy/main.html |
| | AP | PC Specialists, Inc. (dba: TIG) | 45.0% | 25.0% | http://www.brocade.com/sales/sled/documents/wsca-brocade-price-list.pdf |
| | AT | Yamasoto, Fujiwara, Higa & Assoc., Inc. | 50.0% | 20.0% | www.brocade.com |
| CIENA | AI | CenturyLink | 43.0% | 30.0% | https://mycenturylinkonline.net/StateOfNewMexico |
| CITRIX NETSCALER | AJ | Custom Storage Inc. (cStor) | 5.0% | 5.0% | www.cstor.com/clients |
| | AQ | Sentinel Technologies | 20.0% | 10.0% | www.citrix.com |
| DELL | AB | Access Technologies Inc. | 10.0% | 5.0% | www.dell.com |
| | AE | Ardham Technologies, Inc. | 10.0% | 10.0% | http://www.dell.com |
| F5 NETWORKS | AA | ABBA Technologies | 20.0% | 10.0% | http://www.abbatech.com/State_of_New_Mexico.aspx |
| | AS | World Wide Technologies, Inc. | 20.0% | 10.0% | www.F5.com |
| RIVERBED | AJ | Custom Storage Inc. (cStor) | 28.0% | 15.0% | www.cstor.com/clients |
| | AT | Yamasoto, Fujiwara, Higa & Assoc., Inc. | 20.5% | 10.0% | www.riverbed.com |
| TELLABS | AB | Access Technologies Inc. | 10.0% | 5.0% | www.tellabs.com |
| VIDYO | AT | Yamasoto, Fujiwara, Higa & Assoc., Inc. | 26.0% | 7.0% | www.vidyo.com |

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III. LABOR SERVICES:

Maximum Hourly Rates for Each Level (I, II, III) of the Following Labor Services

1.) Onsite Maintenance and Repair Technician

| ID | Awarded Vendor | Onsite Maintenance and Repair Technician: | | |
|----|---|--|--|--|
| | | Level I | Level II | Level III |
| AA | ABBA Technologies | 125.00 | 125.00 | 125.00 |
| AB | Access Technologies Inc. | 125.00 | 140.00 | 155.00 |
| AC | Advanced Network Management, Inc. | 115.00 | 130.00 | 155.00 |
| AD | Altura Communications Solutions | 95.00 | 95.00 | 95.00 |
| AE | Ardham Technologies, Inc. | 105.00 | 135.00 | 175.00 |
| AF | Black Box Network Services | 115.00 | 125.00 | 150.00 |
| AG | Camnet, Inc. | 85.64 | - | - |
| AH | CB Technologies | 85.00 | 100.00 | 115.00 |
| AI | CenturyLink | 100.00 | 150.00 | 200.00 |
| AJ | Custom Storage Inc. (cStor) | 75.00 | 85.00 | 95.00 |
| AK | DISYS Solutions, Inc. | 90.00 | 115.00 | 140.00 |
| AL | General Dynamics Information Technology, Inc. | 126.28 | 139.57 | 192.74 |
| AM | Insight Public Sector, Inc. | 91.67 | 103.72 | 136.67 |
| AN | INX LLC (Presidio) | 100.00 | 125.00 | 150.00 |
| AO | North American Communications Resource (NACR) | 100.00 | 100.00 | 100.00 |
| AP | PC Specialists, Inc. (dba: TIG) | 125.00 | 150.00 | 175.00 |
| AQ | Sentinel Technologies | 65.00 | 80.00 | 90.00 |
| AR | Valcom Salt Lake City, LLC (dba: VLCM) | 65.00 | 85.00 | 105.00 |
| AS | World Wide Technologies, Inc. | 120.00 | 90.00 | 80.00 |
| AT | Yamasoto, Fujiwara, Higa & Assoc., Inc. | Could be included with support contract at time of equipment purchase. | Could be included with support contract at time of equipment purchase. | Could be included with support contract at time of equipment purchase. |

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2.) Installation Technician

| ID | Awarded Vendor | Installation Technician | | |
|----|---|-------------------------|----------|-----------|
| | | Level I | Level II | Level III |
| AA | ABBA Technologies | 125.00 | 125.00 | 125.00 |
| AB | Access Technologies Inc. | 125.00 | 125.00 | 125.00 |
| AC | Advanced Network Management, Inc. | 115.00 | 130.00 | 155.00 |
| AD | Altura Communications Solutions | 87.00 | 87.00 | 87.00 |
| AE | Ardham Technologies, Inc. | 105.00 | 135.00 | 175.00 |
| AF | Black Box Network Services | 115.00 | 125.00 | 150.00 |
| AG | Camnet, Inc. | 95.00 | - | - |
| AH | CB Technologies | 100.00 | 115.00 | 130.00 |
| AI | CenturyLink | 100.00 | 150.00 | 200.00 |
| AJ | Custom Storage Inc. (cStor) | 85.00 | 95.00 | 105.00 |
| AK | DISYS Solutions, Inc. | 80.00 | 100.00 | 115.00 |
| AL | General Dynamics Information Technology, Inc. | 126.28 | 139.57 | 192.74 |
| AM | Insight Public Sector, Inc. | 123.70 | 143.70 | 148.70 |
| AN | INX LLC (Presidio) | 100.00 | 125.00 | 150.00 |
| AO | North American Communications Resource (NACR) | 100.00 | 100.00 | 100.00 |
| AP | PC Specialists, Inc. (dba: TIG) | 125.00 | 150.00 | 175.00 |
| AQ | Sentinel Technologies | 100.00 | 130.00 | 150.00 |
| AR | Valcom Salt Lake City, LLC (dba: VLCM) | 75.00 | 95.00 | 115.00 |
| AS | World Wide Technologies, Inc. | 180.00 | 165.00 | 150.00 |
| AT | Yamasoto, Fujiwara, Higa & Assoc., Inc. | 66.00 | 85.00 | 128.00 |

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3.) Network Technician

| ID | Awarded Vendor | Network Technician | | |
|----|---|--------------------|----------|-----------|
| | | Level I | Level II | Level III |
| AA | ABBA Technologies | 125.00 | 125.00 | 125.00 |
| AB | Access Technologies Inc. | 125.00 | 140.00 | 150.00 |
| AC | Advanced Network Management, Inc. | 115.00 | 130.00 | 155.00 |
| AD | Altura Communications Solutions | 125.00 | 150.00 | 225.00 |
| AE | Ardham Technologies, Inc. | 105.00 | 135.00 | 175.00 |
| AF | Black Box Network Services | 125.00 | 150.00 | 175.00 |
| AG | Camnet, Inc. | 95.00 | - | - |
| AH | CB Technologies | 137.50 | 165.00 | 187.50 |
| AI | CenturyLink | 100.00 | 150.00 | 200.00 |
| AJ | Custom Storage Inc. (cStor) | 137.50 | 187.50 | 250.00 |
| AK | DISYS Solutions, Inc. | 90.00 | 115.00 | 140.00 |
| AL | General Dynamics Information Technology, Inc. | 139.57 | 152.86 | 192.74 |
| AM | Insight Public Sector, Inc. | 148.70 | 161.68 | 181.79 |
| AN | INX LLC (Presidio) | 150.00 | 175.00 | 185.00 |
| AO | North American Communications Resource (NACR) | 100.00 | 100.00 | 100.00 |
| AP | PC Specialists, Inc. (dba: TIG) | 150.00 | 175.00 | 225.00 |
| AQ | Sentinel Technologies | 140.00 | 155.00 | 175.00 |
| AR | Valcom Salt Lake City, LLC (dba: VLCM) | 65.00 | 85.00 | 105.00 |
| AS | World Wide Technologies, Inc. | 200.00 | 180.00 | 160.00 |
| AT | Yamasoto, Fujiwara, Higa & Assoc., Inc. | 66.00 | 85.00 | 128.00 |

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4.) Network Engineer

| ID | Awarded Vendor | Network Engineer | | |
|----|---|------------------|----------|-----------|
| | | Level I | Level II | Level III |
| AA | ABBA Technologies | 125.00 | 125.00 | 125.00 |
| AB | Access Technologies Inc. | 150.00 | 150.00 | 150.00 |
| AC | Advanced Network Management, Inc. | 130.00 | 165.00 | 215.00 |
| AD | Altura Communications Solutions | 175.00 | 225.00 | 275.00 |
| AE | Ardham Technologies, Inc. | 105.00 | 135.00 | 175.00 |
| AF | Black Box Network Services | 125.00 | 150.00 | 175.00 |
| AG | Camnet, Inc. | 145.00 | 0.00 | 0.00 |
| AH | CB Technologies | 175.00 | 205.00 | 235.00 |
| AI | CenturyLink | 100.00 | 150.00 | 200.00 |
| AJ | Custom Storage Inc. (cStor) | 187.50 | 250.00 | 312.00 |
| AK | DISYS Solutions, Inc. | 125.00 | 150.00 | 200.00 |
| AL | General Dynamics Information Technology, Inc. | 139.57 | 152.86 | 192.74 |
| AM | Insight Public Sector, Inc. | 221.96 | 237.05 | 256.85 |
| AN | INX LLC (Presidio) | 175.00 | 185.00 | 220.00 |
| AO | North American Communications Resource (NACR) | 125.00 | 125.00 | 125.00 |
| AP | PC Specialists, Inc. (dba: TIG) | 150.00 | 175.00 | 225.00 |
| AQ | Sentinel Technologies | 150.00 | 175.00 | 195.00 |
| AR | Valcom Salt Lake City, LLC (dba: VLCM) | 85.00 | 105.00 | 125.00 |
| AS | World Wide Technologies, Inc. | 220.00 | 200.00 | 180.00 |
| AT | Yamasoto, Fujiwara, Higa & Assoc., Inc. | 85.00 | 128.00 | 150.00 |

*** One Hundred and Thirty (130) Items Total***