

BID TABULATION

COOP Quote No. 2017-068, Collin County Maintenance for Cisco Hardware

All prices are quoted under the DIR Cooperative Contract # DIR-TSO-2542

Vendor	1 year Total	3 Year Total
Netsync Network Solutions	No Bid.	\$832,901.33
CDW Government LLC (CDW LLC)	\$360,250.21	\$838,051.60
Insight Public Sector, Inc.	\$376,172.13	\$897, 405.64
Sirius Computer Solutions, Inc.	\$389,864.21	\$858,191.68

Line #	Att #	Attribute Name	Attribute Note	Insight Public Sector, Inc.
Header	1		Delivery will be F.O.B. inside delivery at Collin County designated locations and all transportation charges are to be paid by the supplier to destination.	
		Delivery	Please state delivery in calendar days from date of order.	2 Days
Header	2	Exceptions	Do you take exceptions to the specifications. If so, by separate attachment, please state your exceptions.	No
Header	3		I understand that the insurance requirements of this solicitation are required and a certificate of insurance shall be submitted to the Purchasing department if I am awarded all or a portion of the resulting contract.	
		Insurance	Please initial.	AA
Header	4		List a company or governmental agency where these same/like products /services, as stated herein, have been provided.	Tarrant County, Richard Crawford, 200 Taylor St., Fort Worth, Texas 817-884-2414
		Reference No. 1	Include the following: Company/Entity, Contact, Address, City/State/Zip, Phone, and E-Mail.	rvccrawford@tarrantcounty.com
Header	5		List a company or governmental agency where these same/like products /services, as stated herein, have been provided.	NTTA, Raul Sanchez, 5900 W. Plano Parkway, Plano, Texas, 214-224-2115
		Reference No. 2	Include the following: Company/Entity, Contact, Address, City/State/Zip, Phone, and E-Mail.	rsanchez@ntta.org
Header	6		List a company or governmental agency where these same/like products /services, as stated herein, have been provided.	Little Elm ISD, Tim Jenssen, 300 Lobo Lane, Little Elm, Texas 972-947-9242
		Reference No. 3	Include the following: Company/Entity, Contact, Address, City/State/Zip, Phone, and E-Mail.	tjanssen@leisd.ws

Header 7

As permitted under Title 8, Chapter 271, Subchapter F, Section 271.101 and 271.102 V.T.C.A. and Title 7, Chapter 791, Subchapter C, Section 791.025, V.T.C.A., other local governmental entities may wish to also participate under the same terms and conditions contained in this contract. Each entity wishing to participate must enter into an inter-local agreement with Collin County and have prior authorization from vendor. If such participation is authorized, all purchase orders will be issued directly from and shipped directly to the local governmental entity requiring supplies/services. Collin County shall not be held responsible for any orders placed, deliveries made or payment for supplies/services ordered by these entities. Each entity reserves the right to determine their participation in this contract.

Cooperative Contracts

Would bidder be willing to allow other local governmental entities to participate in this contract, if awarded, under the same terms and conditions?

Yes

The County of Collin, as a governmental agency of the State of Texas, may not award a contract to a nonresident bidder unless the nonresident's bid is lower than the lowest bid submitted by a responsible Texas resident bidder by the same amount that a Texas resident bidder would be required to underbid a nonresident bidder to obtain a comparable contract in the state in which the nonresident's principal place of business is located (Government Code, Title 10, V.T.C.A., Chapter 2252, Subchapter A).

Header 8

1. Is your principal place of business in the State of Texas?
2. If your principal place of business is not in Texas, in which State is your principal place of business?
3. If your principal place of business is not in Texas, does your state favor resident bidders (bidders in your state) by some dollar increment or percentage?
4. If your state favors resident bidders, state by what dollar amount or percentage.

NA

Preferential Treatment

Header 9

I certify that neither my company nor an owner or principal of my company has been debarred, suspended or otherwise made ineligible for participation in Federal Assistance programs under Executive Order 12549, "Debarment and Suspension," as described in the Federal Register and Rules and Regulations.

Debarment Certification

Please initial.

AA

I declare and affirm that my company is in compliance with the Immigration and Reform Act of 1986 and all employees are legally eligible to work in the United States of America.

I further understand and acknowledge that any non-compliance with the Immigration and Reform Act of 1986 at any time during the term of this contract will render the contract voidable by Collin County.

Immigration and Reform Act

Please initial.

AA

Chapter 176 of the Texas Local Government Code requires that any vendor considering doing business with a local government entity disclose the vendor’s affiliation or business relationship that might cause a conflict of interest with a local government entity. Subchapter 6 of the code requires a vendor to file a conflict of interest questionnaire (CIQ) if a conflict exists. By law this questionnaire must be filed with the records administrator of Collin County no later than the 7th business day after the date the vendor becomes aware of an event that requires the statement to be filed. A vendor commits an offense if the vendor knowingly violates the code. An offense under this section is a misdemeanor.

By submitting a response to this request, the vendor represents that it is in compliance with the requirements of Chapter 176 of the Texas Local Government Code.

Please send completed forms to the Collin County County Clerk's Office located at 2300 Bloomdale Rd., Suite 2104, McKinney, TX 75071.

Disclosure of Certain Relationships

Please initial.

AA

Header 12

Section 2252.908 of the Texas Government Code requires a business entity entering into certain contracts with a governmental entity to file with the governmental entity a disclosure of interested parties at the time the business entity submits the signed contract to the governmental entity. Section 2252.908 requires the disclosure form (Form 1295) to be signed by the authorized agent of the contracting business entity, acknowledging that the disclosure is made under oath and under penalty of perjury. Section 2252.908 applies only to a contract that requires an action or vote by the governing body of the governmental entity before the contract may be signed or has a value of at least \$1 million. Section 2252.908 provides definitions of certain terms occurring in the section.

Section 2252.908 applies only to a contract entered into on or after January 1, 2016.

Disclosure of Interested Parties

Please initial.

AA

Header 13

In order to better serve our offerors, the Collin County Purchasing Department is conducting the following survey. We appreciate your time and effort expended to submit your bid. Should you have any questions or require more information please call (972) 548-4165.

Notification Survey

How did you receive notice of this request?

Collin County eBid
Notification

Header 14

Bidder acknowledges, understands the specifications, any and all addenda, and agrees to the bid terms and conditions and can provide the minimum requirements stated herein. Bidder acknowledges they have read the document in its entirety, visited the site, performed investigations and verifications as deemed necessary, is familiar with local conditions under which work is to be performed and will be responsible for any and all errors in Bid submittal resulting from Bidder's failure to do so. Bidder acknowledges the prices submitted in this Bid have been carefully reviewed and are submitted as correct and final. If Bid is accepted, vendor further certifies and agrees to furnish any and all products upon which prices are extended at the price submitted, and upon conditions in the specifications of the Invitation for Bid.

Bidder Acknowledgement

Please initial.

AA

Header 15

Provide a descriptive background of your c

Insight is a leading provider of IT solutions, focused on the needs of local, county, municipality, state and federal government. With a selection of industry leading products, a complete suite of IT solutions and services, and a wide range of government contracts, Insight helps organizations like Collin County streamline procurement, simplify deployment and maximize the value of their IT life cycle. Our direct vendor relationships and revenue sales over \$5.4 Billion last year has helped us build an infrastructure to meet large volume rollouts and helped us become versatile to meet the needs of individual clients. We are focused on the real world solutions. With 28 years in the IT industry, we offer unsurpassed commitment,

Header 16

State your principal business location and any other service locations.

Tempe Arizona and Plano, Texas

Header 17

What is your primary line of business?

Complete technology solutions, services and hardware/software/services reseller.

Header 18

How long have you been selling product(s) and/or providing service for Cisco products?

28 Years.

Header 19

State how many and the locations where your product/services are in use.

We are a large publicly traded company and have thousands of locations where our services and products are currently in deployment.

Header 20

State number of Cisco customers that your firm currently has under contract.

We are a platinum Cisco reseller with thousands of Cisco customers under contract with Insight.

Header 21

Cooperative Contract

State the cooperative contract this quote is offered under.

DIR - TSO 2542

Header 22

Cooperative Contract-Website

Please provide the website URL for the cooperative contract this quote is offered under.

<http://dir.texas.gov/View-Search/Contracts-Detail.aspx?contractnumber=DIR-TSO-2542>

Sirius Computer Solutions, Inc.	Netsync Network Solutions	CDW Government LLC (CDW LLC)
Confirmed. Delivery will be seven to ten (7-10) calendar days after receipt of order (ARO)	N/A	7 days maximum
No	No	No
Confirmed	DG	DE

Customer: BOK Financial
 Contact for BOK Financial must be coordinated through the Sirius Account Executive, Greg Heger via email or phone at greg.heger@siriuscom.com or 479-301-7723

Dallas County Information
 Technology - Wayne

509 Main St, Dallas, TX 75202
 214-653-6072
 wayne.henderson@dallascounty.org

State of Minnesota – MNIT
 658 CEDAR ST FL 2 SAINT PAUL, MN 55155-1603
 Bruce Zimmerman
 651-201-1138
 bruce.zimmerman@state.mn.us

Customer: Associated Wholesale Grocers
 Contact for Associated Wholesale Grocers must be coordinated through the Sirius Account Executive, Chris Claassen via email or phone at chris.claassen@siriuscom.com or 913-927-0457

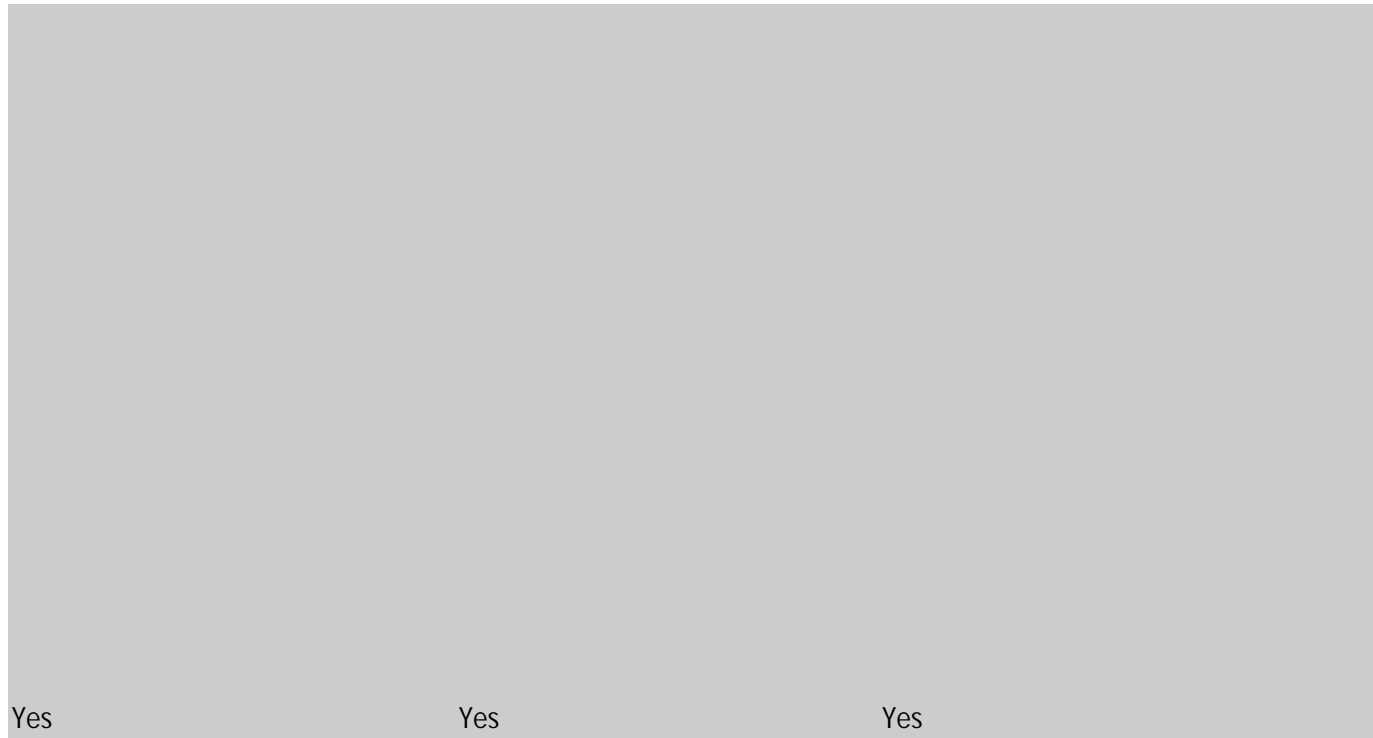
University of Texas - Terry Joy
 2 West Mall FAC 250, Austin, TX 78705
 512-471-3434
 tjoy@scuff.cc.utexas.edu

City of Las Cruces
 700 N. MAIN LAS CRUCES, NM 88001
 Guadalupe Guerrero
 575-541-2398
 gguerrero@las-cruces.org

Customer: City of Weatherford, Texas
 Contact Name: Troy Garvin, Director of Information Technology
 Phone: 817-598-4276
 Email: tgarvin@weatherfordtx.gov

Houston Metropolitan Transit Authority - Rey Trevino
 1900 Main St., Houston, TX 77002
 713-739-4696
 rey.trevino@ridemetro.org

City of Naperville
 400 SOUTH EAGLE STREET NAPERVILLE, IL 60566
 Lauren Fessler
 630-420-6036
 fesslerl@naperville.il.us



1. Yes2. N/A3. N/A 4. Sirius does not business is in Texas2. N/A, 3. N/A,
favor resident bidders. 4. N/A 1. No2. IL3. No4. N/A

Confirmed

DG

DE

Confirmed

DG

DE

Confirmed

DG

DE

Acknowledged

DG

DE

Collin County Website

Other

Collin County eBid Notification

Confirmed - hard copy submitted
with our response is initialed

DG

DE

integrator that designs and implements advanced technology solutions across the entire data center. Sirius hardware, software, and financing capabilities are combined to help make our clients more competitive by optimizing their IT environment and meeting their unique business requirements. Sirius provides advanced technology solutions that make our clients more competitive by optimizing their IT environment and meeting their unique business requirements. Since our founding in 1980, Sirius has been dedicated to helping our clients implement advanced infrastructure solutions that provide a competitive advantage and a positive return on investment. Today, Sirius is a nationally recognized solution provider with an elite team of sales and technical professionals who have the skills, product knowledge, and commitment to help our clients develop and implement the right

Sirius is headquartered in San Antonio, TX and has 32 offices throughout the United States.

Founded in 2002, Netsync is a minority-owned, Texas-certified Historically Underutilized Business (HUB). We originated as a team of select senior technical consultants and built our business primarily through relationships and referrals, a true testament to the quality technology services Netsync provides. An end-to-end IT solutions consulting company, Netsync is based in Houston, with branch offices in Austin, Dallas, El Paso, San Antonio, and McAllen, TX. Netsync uses a true business consultative approach to determine clients' requirements and architects innovative and synergistic IT solutions to meet clients' needs. Our highly skilled and seasoned engineering team is available 24 hours a day, 7 days a week

Houston - 2500 West Loop South, Suite 410, Houston, TX 77027
 Dallas - 1920 Hutton Ct., Suite 400, Farmers Branch, TX 75234
 Austin - 9737 Great Hills Trail, Suite 250, Austin, TX 78759
 McAllen - 1224 East Jasmine, Suite B, McAllen, TX 78501
 We also have offices in El Paso and San Antonio

products, services, and integrated systems since 1984 and has primary locations in North America and the United Kingdom. CDW employs approximately 8,700 coworkers and generated sales of over \$12.9 billion in 2015. CDW Government LLC (CDW-G) was founded in 1998, nearly 18 years ago, to focus solely on the needs of our government, education, and healthcare customers. We have helped our customer base by delivering critical solutions to their growing technology needs, and our broad array of offerings range from discrete hardware and software products to integrated IT solutions. This includes security, data center optimization, collaboration, cloud computing, virtualization and additional lifecycle management along with many others. We currently offer a full range of products and services that will enable Collin County to develop the best total solution to meet your specific needs while attaining the most value for your organization. Our product portfolio includes more than 100,000 products

Company Headquarters is located in Vernon Hills, IL. There are 26 offices nationwide, including a local office in Dallas, TX.
<https://www.cdwg.com/content/about/locations-maps-directions.aspx>

Sirius is a systems integrator and value added reseller of leading technologies including Cisco, Citrix, CommVault, Dell, EMC, F5, Hitachi Data Systems, Hewlett Packard, IBM, Lenovo, NetApp, Nutanix, Oracle, Palo Alto, Red Hat, Splunk, and VMware	Netsync is currently a prime vendor of the Department of Information Resources (DIR) and has been awarded and currently holds master contracts with DIR. Netsync also holds Cisco Gold Partner, Cisco Master Collaboration Partner, VMWare Premier, f5 Silver and HP Platinum certifications.	All IT related products and services.
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Sirius has provided Cisco products and maintenance for over a decade. 14 years Over 10 years.

Sirius has provided Cisco products, services, and maintenance to thousands of customers throughout the United States.	Netsync services customers throughout the state of Texas out of its local offices that are listed in question 16.	CDW-G has customers in every state of the U.S.
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Sirius has sold thousands of Cisco SmartNet maintenance transactions totaling over \$50,000,000 (\$50 million) of revenue in the past 36 months. 136 Over 60,000 customers are on contract.

DIR-TSO-2542	DIR-TSO-2542	Texas Cisco DIR TSO 2542
http://dir.texas.gov/View-Search/Contracts-Detail.aspx?contractnumber=DIR-TSO-2542	http://dir.texas.gov/View-Search/Contracts-Detail.aspx?contractnumber=DIR-TSO-2542	http://dir.texas.gov/