



The County of El Dorado

Chief Administrative Office

Procurement & Contracts Division

Phone (530)621-5830 Fax (530)295-2537

TO: ALL BIDDERS

RE: BID # 21-204-034
Network Components & Maintenance Support

The apparent low qualified bidder for the subject bid for each category is ePlus Technology, Inc. of Herndon, VA for Category 1, Category 2 and Category 3;

A Spreadsheet is attached for your review.

A purchase order contract will be issued for the awarded period ten (10) business days following the date this notification is posted on the Procurement & Contracts internet site:

<http://edcapps.edcgov.us/contracts/bidresults.asp>

Board of Supervisors Policy C-17, section 5.6.5, contains the procedure for the protest process. Copies are available upon request.

All bids are on file in the Procurement & Contracts Office, and are available to review between 8:00 a.m. – 12:00 p.m. and 1:00 p.m. – 5:00 p.m., Monday through Friday.

For questions, please contact Rick Blake, Sr. Buyer at (530) 621-5873.

Thank you for your participation in the competitive bid process.

Purchasing Agent

BID #21-204-034 NETWORK COMPONENTS, MAINTENANCE SUPPORT

Category 1: Juniper Networks Components & Maintenance Support & AddON Components			(A) ePlus Technology, Inc. Herndon, VA		(B) Howard Technology Solutions Laurel, MS		(C) Insight Public Sector Tempe, AZ		(D) Lassen Solutions Group Folsom, CA	
Item #	Description	Quantity	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension
1	MFG #QFX5100-48S-3AFO Juniper Networks QFX Series QFX5100 - 48S - Switch - 48 Ports - Managed - Rac	2	\$ 15,500.00	\$ 31,000.00	\$ 22,808.00	\$ 45,616.00	\$ 17,434.52	\$ 34,869.04	\$ -	\$ -
2	MFG #SVC-SD-QFX5100S4 Juniper Networks Care Same-Day - Extended Service Agreement - 1 Year - Ship	2	\$ 1,732.00	\$ 3,464.00	\$ 1,953.00	\$ 3,906.00	\$ 1,902.18	\$ 3,804.36	\$ -	\$ -
3	MFG #QFX-QSFP-DAC-1M Juniper Networks 40 Gigabit Ethernet Passive Direct Attach Copper Cable - d	2	\$ 123.60	\$ 247.20	\$ 235.00	\$ 470.00	\$ 179.58	\$ 359.16	\$ -	\$ -
4	MFG #QFX-QSFP-DAC-3M Juniper Networks 40 Gigabit Ethernet Passive Direct Attach Copper Cable - d	2	\$ 210.00	\$ 420.00	\$ 314.00	\$ 628.00	\$ 239.43	\$ 478.86	\$ -	\$ -
5	MFG #EX2300-C-12P Juniper Networks EX Series EX2300-C-12P - Switch - 12 Ports - Managed - Rac	8	\$ 758.00	\$ 6,064.00	\$ 824.00	\$ 6,592.00	\$ 800.93	\$ 6,407.44	\$ -	\$ -
6	MFG #SVC-CP-EX23-C12P Juniper Networks Care Core Plus - Extended Service Agreement - 1 Year - Car	8	\$ 47.50	\$ 380.00	\$ 51.00	\$ 408.00	\$ 49.15	\$ 393.20	\$ -	\$ -
7	MFG #EX2300-C-RMK Juniper Networks Rack Mounting Kit	8	\$ 27.00	\$ 216.00	\$ 27.00	\$ 216.00	\$ 25.37	\$ 202.96	\$ -	\$ -
8	MFG #EX2300-48P Juniper EX2300-48P EX2300 48-Port 10/100/1000Base-T PoE+, 4x1/10GbE SFP	12	\$ 1,800.00	\$ 21,600.00	\$ 1,955.00	\$ 23,460.00	\$ 1,901.95	\$ 22,823.40	\$ -	\$ -
9	MFG #SVC-CP-EX23-48P Juniper Networks Care Core Plus - Extended Service Agreement - 1 Year - Car	12	\$ 105.80	\$ 1,269.60	\$ 110.00	\$ 1,320.00	\$ 107.39	\$ 1,288.68	\$ -	\$ -
10	MFG #EX4600-EM-8F Juniper Networks - Expansion Module	4	\$ 1,320.00	\$ 5,280.00	\$ 1,432.00	\$ 5,728.00	\$ 1,393.08	\$ 5,572.32	\$ -	\$ -
11	MFG #SRX300-RMK1 Juniper Networks Rack Mounting Kit	6	\$ 42.00	\$ 252.00	\$ 44.00	\$ 264.00	\$ 42.26	\$ 253.56	\$ -	\$ -
12	MFG #QFX-SFP-10FE-LR-AO AddOn Networks - 10GBase-LR SFP+ Transceiver (SMF)	2	\$ 138.89	\$ 277.78	\$ 274.00	\$ 548.00	\$ 169.21	\$ 338.42	\$ -	\$ -
13	MFG #QFX-SFP-10FE-SR-AO AddOn Networks - 10GBase-SR SFP+ Transceiver (MMF)	10	\$ 105.56	\$ 1,055.60	\$ 179.00	\$ 1,790.00	\$ 112.80	\$ 1,128.00	\$ -	\$ -

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14	MFG #QFX-SFP-10GE-SX-AO AddOn Networks – 1000Base-SX SFP Transceiver (MMF)	4	\$ 26.67	\$ 106.68	\$ 40.00	\$ 160.00	\$ 22.57	\$ 90.28	\$ -	\$ -
15	MFG #QFX-SFP-1GE-LX-AO AddOn Networks – 1000Base-LX SFP Transceiver (SMF)	2	\$ 28.89	\$ 57.78	\$ 47.00	\$ 94.00	\$ 28.20	\$ 56.40	\$ -	\$ -
16	MFG #EX-SFP-10GE-LR-AO AddOn Networks – 10GBase-LR SFP+ Transceiver (SMF)	2	\$ 138.89	\$ 277.78	\$ 336.00	\$ 672.00	\$ 169.21	\$ 338.42	\$ -	\$ -
17	MFG #EX-SFP-10GE-SR-AO AddOn Networks – 10GBase-SR SFP+ Transceiver (SMF)	10	\$ 105.56	\$ 1,055.60	\$ 192.00	\$ 1,920.00	\$ 112.80	\$ 1,128.00	\$ -	\$ -
18	MFG #EX-SFP-1GE-SX-AO AddOn Networks – 1000Base-SX SFP Transceiver (MMF)	10	\$ 26.67	\$ 266.70	\$ 40.00	\$ 400.00	\$ 22.57	\$ 225.70	\$ -	\$ -
19	MFG #QFX-SFP-1GE-T-AO AddOn Networks – 1000Base-TX SFP Transceiver (Copper)	4	\$ 28.89	\$ 115.56	\$ 47.00	\$ 188.00	\$ 28.20	\$ 112.80	\$ -	\$ -
20	MFG #EX-SFP-10GE-T-AO AddOn Networks – 1000Base-TX SFP+ Transceiver (Copper)	32	\$ 110.00	\$ 3,520.00	\$ 211.00	\$ 6,752.00	\$ 112.80	\$ 3,609.60	\$ -	\$ -
21	MFG #QFX-SFP-DAC-10MA-AO AddOn Networks – 10GBase SFP+ Direct Attach Cable (Active Twinax, 10m)	20	\$ 82.22	\$ 1,644.40	\$ 141.00	\$ 2,820.00	\$ 84.60	\$ 1,692.00	\$ -	\$ -
22	MFG #QFX-SFP-DAC-1MA-AO AddOn Networks – 10GBase SFP+ Direct Attach Cable (Active Twinax, 1m)	2	\$ 48.89	\$ 97.78	\$ 62.00	\$ 124.00	\$ 45.12	\$ 90.24	\$ -	\$ -
Subtotal				\$78,668.46		\$104,076.00		\$85,262.84		\$0.00
Less 5% LVP			0%	\$0.00	0%	\$0.00	0%	\$0.00	0%	\$0.00
Less Terms Discount			0%	\$0.00	0%	\$0.00	0%	\$0.00	0%	\$0.00
Evaluation Total				\$78,668.46		\$104,076.00		\$85,262.84		\$0.00
Terms & Delivery			NET 45 DAYS 10-25 DAYS ARO		NET 45 DAYS 14-21 DAYS ARO		NET 45 DAYS 14 DAYS ARO		Did Not Bid 100% Reject Category 1	

Category 2: Palo Alto Networks Components & Maintenance Support			(A) ePlus Technology, Inc. Herndon, VA		(B) Howard Technology Solutions Laurel, MS		(C) Insight Public Sector Tempe, AZ		(D) Lassen Solutions Group Folsom, CA	
Item #	Description	Quantity	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension
23	MFG #PAN-PA-850 Palo Alto PA-850 – Security Appliance	2	\$ 8,000.00	\$ 16,000.00	\$ 9,755.00	\$ 19,510.00	\$ 9,281.52	\$ 18,563.04	\$ -	\$ -
24	MFG #PAN-PWR-500W-AC Palo Alto – Power Supply – 500 Watt	2	\$ 400.00	\$ 800.00	\$ 489.00	\$ 978.00	\$ 465.01	\$ 930.02	\$ -	\$ -
25	MFG #PAN-SVC-PREM-850 Palo Alto Premium Support Program – Extended Service Agreement – 1 Year – Ship	2	\$ 1,700.00	\$ 3,400.00	\$ 1,858.00	\$ 3,716.00	\$ 1,811.89	\$ 3,623.78	\$ -	\$ -
26	MFG #PAN-PA-1RU-RACK4 Palo Alto Networks PA-820 & 850 4 Post Rack Mount Kit	2	\$ 120.00	\$ 240.00	\$ 147.00	\$ 294.00	\$ 139.50	\$ 279.00	\$ -	\$ -
27	MFG #PAN-PA-220 Palo Alto PA-220 – Security Appliance	3	\$ 840.00	\$ 2,520.00	\$ 1,027.00	\$ 3,081.00	\$ 976.52	\$ 2,929.56	\$ -	\$ -
28	MFG #PAN-SVC-PREM-220 Palo Alto Premium Support Program – Extended Service Agreement – 1 Year – Ship	3	\$ 179.44	\$ 538.32	\$ 195.00	\$ 585.00	\$ 191.25	\$ 573.75	\$ -	\$ -
29	MFG #PAN-PA-220-RACK-SINGLE Palo Alto Networks 1U Rack Mount Kit	3	\$ 104.00	\$ 312.00	\$ 128.00	\$ 384.00	\$ 120.90	\$ 362.70	\$ -	\$ -
30	MFG #PAN-PA-220-PWR-AC Palo Alto Networks F/PA-22 AC Power Adapter	3	\$ 80.00	\$ 240.00	\$ 97.00	\$ 291.00	\$ 93.01	\$ 279.03	\$ -	\$ -
Subtotal				\$24,050.32		\$28,839.00		\$27,540.88		\$0.00
Less 5% LVP			0%	\$0.00	0%	\$0.00	0%	\$0.00	0%	\$0.00
Less Terms Discount			0%	\$0.00	0%	\$0.00	0%	\$0.00	0%	\$0.00
Evaluation Total				\$24,050.32		\$28,839.00		\$27,540.88		\$0.00
Terms & Delivery			NET 45 DAYS 10-25 DAYS ARO		NET 45 DAYS 14-21 DAYS ARO		NET 45 DAYS 14 DAYS ARO		No Bid Category 2	

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Category 3: Tripp Lite & APC Components & Maintenance Support			(A) ePlus Technology, Inc. Herndon, VA		(B) Howard Technology Solutions Laurel, MS		(C) Insight Public Sector Tempe, AZ		(D) Lassen Solutions Group Folsom, CA	
Item #	Description	Quantity	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension
31	MFG #N844-10M-12-P Tripp Lite 10M MTP / MPO Patch Cable 12 Fiber 40GbE Aqua OM3 Plenum 33ft.	2	\$ 220.00	\$ 440.00	\$ 215.00	\$ 430.00	\$ 232.39	\$ 464.78	\$ 210.00	\$ 420.00
32	MFG #SRT5KRMXLT APC Smart-UPS SRT 5400VA RM UPS	2	\$ 4,155.82	\$ 8,311.64	\$ 4,615.00	\$ 9,230.00	\$ 4,102.99	\$ 8,205.98	\$ 4,220.00	\$ 8,440.00
33	MFG #SRT5KXLT APC Smart-UPS SRT 5000VA UPS	2	\$ 3,921.77	\$ 7,843.54	\$ 4,339.00	\$ 8,678.00	\$ 3,976.76	\$ 7,953.52	\$ 3,971.00	\$ 7,942.00
34	MFG #WBEXTWAR3YR-SP-05 APC Extended Warranty Service Pack – Technical Support – 3 Years	4	\$ 444.49	\$ 1,777.96	\$ 488.00	\$ 1,952.00	\$ 452.38	\$ 1,809.52	\$ 446.00	\$ 1,784.00
35	MFG #SRT192RMBP APC Smart-UPS SRT 192V 5kVA and 6kVA RM Battery Pack – Battery Enclosure	2	\$ 1,082.83	\$ 2,165.66	\$ 1,236.00	\$ 2,472.00	\$ 1,094.13	\$ 2,188.26	\$ 1,094.00	\$ 2,188.00
36	MFG # SRT192BP APC Smart-UPS SRT 192V 5kVA and 6kVA Battery Pack – Battery Enclosure	2	\$ 950.10	\$ 1,900.20	\$ 1,088.00	\$ 2,176.00	\$ 967.89	\$ 1,935.78	\$ 955.00	\$ 1,910.00
37	MFG #WBEXTWAR3YR-SP-04 APC Extended Warranty Service Pack – Technical Support – 3 Years	4	\$ 228.57	\$ 914.28	\$ 251.00	\$ 1,004.00	\$ 231.45	\$ 925.80	\$ 230.00	\$ 920.00
38	MFG #SRTRK3 APC UPS Mounting Kit	4	\$ 166.85	\$ 667.40	\$ 181.00	\$ 724.00	\$ 168.33	\$ 673.32	\$ 170.00	\$ 680.00
39	MFG #AP9571A APC 230V 10 Outlet 12' Cord Power Distribution Unit	2	\$ 200.89	\$ 401.78	\$ 218.00	\$ 436.00	\$ 199.90	\$ 399.80	\$ 202.00	\$ 404.00
40	MFG #AP6002A APC Basic Rack PDU – Power Distribution Unit	4	\$ 170.83	\$ 683.32	\$ 190.00	\$ 760.00	\$ 176.04	\$ 704.16	\$ 173.00	\$ 692.00
41	MFG #AP4423 APC Rack Automatic Transfer Switch AP4423 – Redundant Switch	1	\$ 852.65	\$ 852.65	\$ 928.00	\$ 928.00	\$ 878.65	\$ 878.65	\$ 856.00	\$ 856.00
42	MFG #AP4433 APC Rack Automatic Transfer Switch AP4433 – Redundant Switch	2	\$ 829.41	\$ 1,658.82	\$ 903.00	\$ 1,806.00	\$ 864.82	\$ 1,729.64	\$ 830.00	\$ 1,660.00
Subtotal				\$ 27,617.25		\$ 30,596.00		\$ 27,869.21		\$ 27,896.00
Less 5% LVP			0%	\$0.00	0%	\$0.00	0%	\$0.00	0%	\$0.00
Less Terms Discount			0%	\$0.00	0%	\$0.00	0%	\$0.00	0%	\$0.00
Evaluation Total				\$27,617.25		\$30,596.00		\$27,869.21		\$27,896.00
Terms & Delivery			NET 45 DAYS 10-25 DAYS ARO		NET 45 DAYS 14-21 DAYS ARO		NET 45 DAYS 14 DAYS ARO		Net 45 Days 15 Days ARO	