

Financial Services
Mr. Ron Y. Steiger, Chief Financial Officer

**SUBJECT: AWARD INVITATION TO BID NO. ITB-16-011-DW -
 NETWORK CONNECTIVITY**

COMMITTEE: FISCAL ACCOUNTABILITY

**LINK TO STRATEGIC
BLUEPRINT: EFFECTIVE AND SUSTAINABLE BUSINESS PRACTICES**

Procurement Management Services, at the request of the Office of Academics and Transformation, specifically Information Technology Services, released the above-referenced solicitation. The purpose of this Invitation to Bid (ITB) is to establish a list of pre-approved vendors to furnish network connectivity devices, which includes internetworking devices and network adapter cards for various departments servicing the District. This is a term bid which states that the Board may purchase quantities as needed, but is not obligated to purchase any guaranteed amount. This ITB was advertised on the Procurement Management Services' website, the Demandstar website, BidNet, Florida Bid, *The Miami Times* and the *Diario Las Americas* newspapers and e-mailed to 1,096 potential bidders, that are registered to the IT computer peripheral commodity codes.

The initial term of the bid shall be for a two (2) year period, commencing October 11, 2017 through October 10, 2019 and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidders, be extended for three (3) additional one (1) year periods.

Strategies were employed to increase SBE/MBE (Small/Micro Business Enterprise) participation. The Goal Setting Committee recommended that this solicitation be open with a 25% SBE/MBE participation rate and a 10% local preference participation rate.

Seven (7) vendors responded to this advertised bid. Based on the criteria listed in the solicitation, the contract shall be awarded to all seven (7) vendors, of which two (2) of the awarded vendors are SBE/MBE and/or Minority/Women Business Enterprise (M/WBE) certified. The SBE/MBE goal was exceeded at 29%, and the local preference goal was exceeded at 57%.

Fund Source

Various

E-141

RECOMMENDED: That The School Board of Miami-Dade County, Florida:

1. **AWARD** Invitation To Bid No. ITB-16-011-DW – NETWORK CONNECTIVITY, to establish a contract, for a list of pre-approved vendors to provide, network connectivity devices, which includes internetworking devices and network adapter cards for The School Board of Miami-Dade County, Florida during the term of the bid, with an initial effective date of October 11, 2017 through October 10, 2019 and may, by mutual agreement between The School Board of Miami-Dade County, Florida and the successful bidder, be extended for three (3) additional one (1) year extension periods thereto, as follows:

- A. CDW GOVERNMENT LLC
230 NORTH MILWAUKEE AVENUE
VERNON HILLS, ILLINOIS 60061
OWNER/OPERATOR: THOMAS RICHARDS

- B. DADE TECHNOLOGY SOLUTIONS, INC. **SBE Tier 2**
M/WBE
4805 NW 79 AVE, SUITE #10
MIAMI, FL 33166
OWNER/OFFICER: ALEXIS PEREZ, PRESIDENT
HISPANIC-AMERICAN

- C. ELECTRONACA, INC.
7000 W. PALMETTO PARK ROAD, SUITE 210
BOCA RATON, FL 33433
OWNER/OFFICER: IRENE SULBARAN, PRESIDENT

- D. GLOBALXNET TECHNOLOGIES, LLC. **MBE**
9101 NW 7TH AVENUE, B21
MIAMI, FL 33150
OWNER/OFFICER: MACK SAMUEL, PRESIDENT
AFRICAN-AMERICAN

- E. SHI INTERNATIONAL CORPORATION
290 DAVIDSON AVENUE
SOMERSET, NJ 08873
OWNER/OFFICER: TED GOROSPE, ACCOUNT EXECUTIVE

- F. UNITED DATA TECHNOLOGIES, INC.
8825 NW 21ST TERRACE
MIAMI, FL 33172
OWNER/OFFICER: JOE MONTESINOS, ACCOUNT MANAGER

G. STRUCTURED CABLING SOLUTIONS, INC.
5632 NW 161 STREET
MIAMI GARDENS, FL 33014
OWNER/OFFICER: SYED SHAH, PRESIDENT

2. **AUTHORIZE** Procurement Management Services to purchase, up to the total estimated amount of \$23,000,000 for the initial contract term, and an amount not to exceed \$15,000,000 for each subsequent one (1) year extension period(s). Board authorization of this recommendation does not mean the amount shown will be expended.

RYS/hws