



**Black Hawk College**  
**PURCHASING DEPARTMENT**  
**6600 34<sup>TH</sup> AVENUE**  
**MOLINE, IL 61265**

**DATE: September 4, 2019**

**TO BE OPENED ON**  
**October 3, 2019**  
**RFP 03-20**

**\*\*\*IMPORTANT\*\*\***  
**SHOW "RFP 03-20" ON**  
**OUTSIDE OF MAILING**  
**ENVELOPE**

**REQUEST FOR PROPOSAL (RFP)**  
**IT EQUIPMENT AND SERVICE PREFERRED VENDOR(S), DISTRICT WIDE**  
**RFP 03-20**

Pursuant to the provisions of Section 3-27.1 of the Illinois Public Community College Act and rules and regulations adopted thereunder, sealed proposals subject to the conditions and requirements made a part hereof **will be received until 2:00 p.m. local time, on Thursday, October 3, 2019, in the Finance Office at Black Hawk College Quad Cities Campus, located at 6600 34<sup>th</sup> Avenue in Building One, Second Floor, Room 244A, then opened publicly, read aloud and recorded immediately thereafter when possible, in the Black Hawk Room, Room 255, for furnishing the goods or services described below, to be delivered or performed at the location(s) stated. Whether or not a proposal is timely shall be determined by reference to the clock located in the Purchasing Office of the College, and the determination of whether or not a proposal is timely in accordance with that clock shall be at the sole discretion of the Black Hawk College Purchasing Office and Board of Trustees, whose decision on that issue shall be final.**

**REFER INQUIRIES TO: MIKE MELEG**  
**BLACK HAWK COLLEGE**  
**6600 34<sup>th</sup> AVENUE**  
**MOLINE IL 61265**

**TELEPHONE: (309) 796-5002**

**EMAIL ADDRESS: melegm@bhc.edu**

<b>VENDOR INFORMATION:</b>
<b>Contact:</b>
<b>Company:</b>
<b>Address:</b>
<b>City/State/Zip:</b>
<b>Telephone:</b>
<b>Fax Number:</b>
<b>Email Address:</b>

**GENERAL**

Proposals are subject to the attached Standard Terms and Conditions (Attachment A).

**USING DEPARTMENT**

IT, District Wide

## **PURPOSE OF THIS REQUEST FOR PROPOSAL (RFP)**

Black Hawk College (hereafter referred to as BHC or the College) is soliciting formal proposals from Vendors to provide Information Technology (IT) equipment, consulting services and support to all College District locations for three (3) years, with an option for the College to renew for two (2) additional one-year terms. The selected Vendor(s) shall be considered as a Preferred Vendor(s), and would be given first preference to provide these goods, services, and support as needed. As the College has a variety of needs, and the College understands it is unlikely that one single vendor would be able to provide the goods and services of all categories, several Preferred Vendors may be selected, and more than one Preferred Vendor per category may be selected.

## **RFP TIME TABLE**

<b>DATE</b>	<b>EVENT</b>
September 4, 2019	Mailing of Request for Proposal RFP 03-20
September 13, 2019	Pre-Proposal Meeting at 10 a.m.
September 16, 2019	Addendum 1 Published, if needed
September 19, 2019	Submission of Intent to Respond Form Attachment B
October 3, 2019	Proposals due by 2:00 p.m.
October 7, 2019	Presentations, if needed
October 24, 2019	Anticipated Board of Trustees Approval
October 25, 2019	Anticipated Award of Contract

## **PRE-PROPOSAL MEETING**

A Pre-Proposal meeting will be held at **10:00 a.m. on Friday, September 13, 2019**, in the Black Hawk Room, Room 255, second floor, at Black Hawk College, 6600 34<sup>th</sup> Avenue, Moline, Illinois, 61265. The Pre-Proposal meeting will be an opportunity for Vendors to raise any questions, exceptions, or additions they have concerning this Request for Proposal. If a Vendor discovers any significant ambiguity, error, conflict, discrepancy, omission, or other deficiency in this RFP, the Vendor should raise these issues at the meeting. Attendance may be in-person or via dial-in conference calling by dialing **1-309-796-5850** and entering Access Code **0787040**.

## **QUESTIONS AND ADDENDUM**

Vendors unable to attend the pre-proposal meeting are welcome to address any questions, exceptions, or additions they have concerning this Request for Proposal by sending an email to [melegm@bhc.edu](mailto:melegm@bhc.edu) **by 5:00 p.m. on Friday, September 13, 2019**. **All e-mail questions and any remaining unanswered questions from the pre-proposal meeting will be answered by addendum on Monday, September 16, 2019.**

## **INTENT TO RESPOND**

Firms shall submit the Intent to Respond form (Attachment B) **by 5:00 pm local time on Thursday, September 19, 2019**. Failure to submit the Intent to Respond form may result in the Firm's removal from consideration on future proposals. Only those Firms who indicate their desire to participate in this proposal by indicating as such on the Intent to Respond form and submitting the form will be copied on any Addenda issued thereafter.

## **VENDOR INTERVIEW/PRESENTATION**

The College reserves the right to conduct interviews, if deemed necessary, to assist the College in making the best possible selection decision. Selected Vendor(s) may be required to make oral presentations on Monday, October 7, 2019, or respond to any additional questions that arise during the Selection Committee's review of the Vendor's proposal. Failure of a Vendor to conduct a presentation on the date scheduled may result in rejection of the Vendor's proposal. No Vendor shall have any rights against BHC as a result of such discussions.

## **LOCATIONS**

Vendor(s) shall provide IT equipment, services and support to all Black Hawk College District locations during their appointment to Preferred Vendor status. The District includes all of Rock Island County, most of Henry, Mercer and Stark Counties, and some of Bureau, Henderson, Knox, and Whiteside Counties. The College presently has locations in the cities of Moline, East Moline, and Rock Island, Illinois (Rock Island County), and the cities of Kewanee and Galva, Illinois, (Henry County).

## **EXPECTATIONS**

The College seeks the following qualities in the ideal Preferred Vendor(s):

- A. Best Value by providing the highest quality goods and services at the lowest total cost over the life of the appointment. Note: All goods proposed shall be factory new; the College is NOT interested in used or refurbished items!
- B. Flexibility to perform installations, services, and support, on time as needed.
- C. Knowledge and experience to perform superior work and make recommendations to the College for its IT needs.
- D. Highly Qualified on These Equipment Types:
  - x86 architecture Servers
  - Networking
  - Data Storage
  - Backup/Restore
  - Mitel Phone Hardware
- E. Professionalism Installers shall at all times be dressed in clean uniforms (clearly identifying their employer) and will observe all regulations in affect upon the College premises.
- F. Accessibility to personnel that will provide prompt quotations, rush services, attend meetings, and provide free expert advice on demand.
- G. Financial Stability that assures the College is backed by a strong organization that will work with the IT manufacturers in the College's best interests, honor all warranties in a timely fashion, and remain a viable business for the duration of the appointment.

## **SPECIAL PRICING**

BHC may take advantage of pre-negotiated contract pricing available from many consortia including but not limited to: Educational & Instructional (E & I) Cooperative; OMNIA Partners, Illinois Public Higher Education Cooperative (IPHEC); Illinois Department of Central Management Services (CMS), MiCTA, NCPA, Tips, Sourcewell and Mitel to name a few. Please take all of this into consideration, and submit your bids based on the program that would be most cost effective for BHC.

## **PROPOSAL REQUIREMENTS**

- A. Vendor shall provide price lists and proposed discount structures for the various types and brands of Server, Networking, Storage, and Backup/Restore products it sells. Vendor must specify if they are an authorized dealer of the equipment being proposed. Vendor shall state the lead times for the equipment being proposed. Pricing shall be F.O.B. Black Hawk College, and inclusive of all costs, including but not limited to freight. Pricing shall be guaranteed for the first year of the initial three-year appointment. Price increases or decreases for the remaining two years shall be justified by letters from the manufacturers. Pricing shall be renegotiated for any renewal terms.

*Note: For informational purposes, the College typically utilizes the equipment shown on **Attachment F** in its Data Center and other infrastructure installations throughout the District (see Pages 19-25). **Please propose pricing on these items as well. However, note that this list is not exhaustive, is not intended to limit the Vendor's proposal to these items, nor is a guarantee of what the College will purchase in the future.***

- B. Vendor shall propose a standard labor rate and a discounted labor rate for each of the following consulting services they are able to provide:
- Cisco Network Consulting – Wireless, Voice over IP transport (Mitel phone system), General Networking, Security, Video over IP Transport
  - Windows Server Consulting
  - Red Hat Server Consulting
  - EMC SAN Storage Consulting
  - Citrix Virtualization Consulting
  - VMWare Virtualization Consulting
  - Mitel 3300 Telecommunications Consulting
  - Please provide both on-hours (8 am – 5 pm, Monday thru Friday) and off-hours (after 5 pm, and weekends and holidays) rates for each consulting item based on two (2) assumptions: 1) Consulting will be done on-site, and 2) Consulting will be done remotely. At least two (2) consultants must be of “Senior”, or greater experience level. At least five (5) years prior successful consulting experience is required for each applicable individual.
- C. If an agreement for the purchase of blocks of hours is being proposed, please provide a sample of the agreement, and its terms and conditions, however, Vendors shall not solely propose blocks of hours; Vendors shall propose hourly rates as described in “B” above. At least two (2) consultants must be of “Senior”, or greater experience level. At least five (5) years prior successful consulting experience is required for each applicable individual.
- D. Include biographies and an up-to-date resume for each consultant that would be primarily assigned to our account.
- E. Consulting rates proposed shall be inclusive of all fees.
- F. Please propose the flat rates for consultants to travel to each of the following Black Hawk College locations. Travel rates proposed shall be inclusive of all fees, including but not limited to travel, fuel, vehicle fees, surcharges, environmental/disposal fees, etc.
- Black Hawk College; all Quad Cities Campus locations in Moline, East Moline, and Rock Island
  - Black Hawk College; all East Campus locations in Galva and Kewanee
  - Please include the locations each consultant would be traveling from.
- G. Vendor shall provide information for any of the following agreements they can provide:
- Cisco Smartnet
  - Mitel Software Assurance
  - Mitel Voice Hardware/License/Service Agreement
- For each of the above agreements, please include information regarding:

- Co-termination of agreement
  - Discount structures off of MSRP
  - Customer References
  - Length and strength of relationship with the manufacturer
- H. Vendor shall describe the warranty offered by the manufacturer of the equipment being proposed. Describe the warranty your Firm offers for its installation services. Describe the Firm's ability for on-site repair of equipment both under warranty and off warranty. Describe the impact on the manufacturer's warranty if your Firm is installing the equipment. Describe the warranty your Firm offers on equipment repaired that is off warranty.
- I. Vendor shall provide information on its Firm to include:
- Name, address, phone, fax number and website of the Firm's location responsible for BHC
  - Name, address, phone, fax number and website of all other Firm locations
  - Name, phone, fax and e-mail address of principal(s) and contact(s) responsible for BHC
  - Size, organizational and ownership structure of the company
  - Number of years in business
  - Current annual sales
  - Total number of employees
  - Describe the types of services the Firm provides. If not a full service Firm, discuss the types of services the Firm does provide, and how sub-contractors are selected and integrated in its processes.
  - Number of installers and their experience
  - Names of the key person(s) that will provide sales, service, installation and training, as well as their professional affiliations and certifications
  - Provide reference information for at least (3) current clients similar in size and/or structure to Black Hawk College.
  - Banking and insurance references (include names, titles, and phone numbers).
  - List and briefly describe all legal action for the past three years in which your Firm has been: a debtor in bankruptcy; or a defendant in a lawsuit for deficient performance under a contract; or a defendant in an administrative action for the deficient performance on a project; or a defendant in any criminal action.
- J. Describe the Firm's processes from planning to completion of installation projects. Include management and control of costs, scheduling, quality, safety, team communication, personnel training, and other areas that are important.
- K. Describe new and innovative products and projects the Firm has sold and/or installed in the last two years. Please describe how the Firm researches and seeks out new design/new products. Does the Firm have staff dedicated to such research? How does the Firm evaluate new products and incorporate them in its specifications?
- L. Often, certain manufacturers are specified so that design parameters are met. How does the Firm determine these manufacturers?
- M. Describe the Firm's process for handling Change Orders

Vendors are invited to include additional information not requested above, if believed to be useful and applicable to this Appointment process.

## **SELECTION PROCESS**

The Selection Committee will make any necessary reference checks to determine the ability of the Vendor(s) to fulfill proposal requirements. The Vendor shall furnish additional information as may be requested and shall be prepared to show examples of projects it has completed with other customers that are similar to the College's needs. Black Hawk College at its sole discretion, reserves the rights to accept or reject any or all proposals, or a portion of, all of, or none of any parts thereof, for any or no reason and with no penalty to BHC. Further, the College may appoint to Preferred status any number of Vendors that best meet the requirements of this RFP and are most advantageous to the College, may accept a proposal other than the lowest cost proposal, and reserves the right to reject any proposal if it is determined that the Vendor is not properly qualified to carry out the obligation of any resultant appointment. Further, BHC reserves the right, for any or no reason, and at its sole and absolute discretion, to:

- Amend, in whole or part, withdraw or cancel this Request for Proposal
- Waive technicalities and informalities in the selection process
- Negotiate the terms and conditions of an agreement with the selected Vendor(s), if any. These negotiations could include all aspects of services and fees. Neither the selection of a Vendor nor the negotiation of the agreement with such Vendor shall constitute BHC's acceptance of the proposal or a binding commitment on behalf of BHC to enter into an agreement with such Vendor, as any binding arrangement must be set forth in an agreement signed by both parties and is subject to all requisite approvals.

Criteria to be considered by the Selection Committee include, but are not limited to:

- Attendance to the Pre-Proposal meeting
- The Vendor's responses to the Proposal Requirements, reference checks and Presentations
- Past experience with the Vendor
- Cost

All materials submitted in response to this Request for Proposal will become the property of BHC. Any restrictions on the use of data contained within your submission must be clearly stated in the submission itself. Black Hawk College cannot ensure that all information submitted will be kept confidential and suggests that any proprietary information be clearly marked or otherwise protected by the Vendor. Black Hawk College may be required by the Freedom of Information Act (FOIA) to disclose information about this RFP.

## **PROPOSAL PREPARATION AND SUBMITTAL**

Three (3) hard copies of the proposal shall be submitted, each copy in its own ring binder, with tabs for each section in this order: 1) Cover Letter, 2) Vendor Information, 3) References, and 4) Cost Proposal. Information being requested within each section shall be provided in the same order as shown below.

Additionally, Firms shall provide one (1) copy of each proposal in electronic format on flash drive or CD.

### **1) Cover Letter:**

- A. Cover letter shall at minimum include a statement of the Firm's understand of the equipment, services, and support to be provided.

### **2) Vendor Information:**

- A. Name, address, phone, fax, and website of the location responsible for Black Hawk College.
- B. Name, address, phone, fax, and website of all other locations.
- C. Name, phone number, fax and email address for principal(s) and contact(s) responsible for Black Hawk College.
- D. Size, organizational and ownership structure of the Firm.
- E. Description of the Firm's business, experience, competencies, and overall organizational capabilities.
- F. Corporate organization chart indicating key management team members.
- G. Number of years in business.
- H. Describe the Firm's qualifications to provide the equipment, services, and/or support being proposed.
- I. List and briefly describe all legal action for the past three years in which the Firm has been:
  - 1) A debtor in bankruptcy, 2) A defendant in a lawsuit for deficient performance under a contract, 3) A defendant in an administrative action for the deficient performance on a project, 4) A defendant in any criminal action.

### **3) References:**

- A. Provide three references from Higher Education, preferably Community Colleges. Include the following information:
  - a. Name of Reference.
  - b. Address, City, State/Country.
  - c. Contact Name, Title, Phone Number, and Email address.
  - d. Year(s) as client.

### **4) Cost Proposal:**

- A. Submit details on all costs for all equipment, services, and support being proposed.

## **INSTRUCTIONS TO VENDORS**

### **1. GENERAL**

Sealed proposals shall be addressed to Black Hawk College Purchasing Department, 6600 - 34th Avenue, Moline, Illinois, 61265 and marked "IT Equipment and Service Preferred Vendor(s), District Wide RFP 03-20". Proposals are due not later than 2:00 p.m. local time on Thursday, October 3, 2019. Unsigned or late bids will not be considered. Any discussions with College personnel other than as listed above regarding this RFP while the RFP is in progress (from the time Vendor receives this RFP until final award is made) are strictly prohibited. Such contact and discussion may result in disqualification of Vendor's proposal.

### **2. TERMINATION OF CONTRACT**

The College may terminate any award of Contract without cause and for its convenience at any time. In the event of default or non-compliance with the terms of the proposal, it may be terminated immediately. In the event of termination, the Vendor shall be obligated to complete all of its obligations and responsibilities under the terms of this proposal for work in process.

### **3. POSTPONEMENT OF OPENINGS**

A bid opening may be postponed by the College, even after the time scheduled for bid opening, if the College has reason to believe that the bids of an important segment of bidders have been delayed in the mails, or in the communication system specified for transmission of bids, for causes beyond their control and without their fault or negligence (e.g., flood, fire, accident, weather conditions, strikes, or College equipment blackout or malfunction when bids are due); or emergency or unanticipated events interrupt normal College processes so that the conducting of bid openings as scheduled is impractical. At the time of a determination to postpone a bid opening, the new time and date shall be communicated by issuance of an addendum to the prospective bidders who are likely to attend the bid opening. In the case of urgent College requirements precluding the communication of an addendum, the time specified for opening of bids shall be deemed to be extended to the same time of day specified in the bid on the first work day on which normal College processes resume. In such cases, the time of actual bid opening shall be deemed to be the time set for bid opening for the purpose of determining "late bids". The College shall maintain records in the bid file explaining the circumstances of the postponement.

### **4. ERRORS AND OMISSIONS**

All documents shall be completed and submitted as requested by the College. No claim for errors or omissions in the proposal will be considered. Vendors will be held strictly to the proposal as submitted. Proposals may be withdrawn in writing, facsimile, or in person prior to the closing date and time. No proposal may be withdrawn for a period of ninety (90) days following the opening of the proposals.

It is the responsibility of the vendor to examine the site and all conditions thereon. The proposal shall take into consideration all such conditions as may affect contract Work. No additional expense will be allowed for failure to be so informed.

### **5. COMPLETENESS AND COMPLIANCE**

Proposals will be reviewed for completeness and compliance with all requests and requirements, including proposal instructions, specifications, and terms and conditions of the Proposal.



Proposals that fail to comply with the essential requests and requirements of the RFP may be rejected as non-responsive and eliminated from further consideration.

## **6. COMPLIANCE WITH LEGISLATION**

Vendor's signature shall be construed as acceptance of, and willingness to comply with, all provisions of the acts of the General Assembly of the State of Illinois relating to wages of laborers, preference to citizens of the United States and residents of the State of Illinois, discrimination and intimidation of employees, including Executive Order #11246. Provision of said acts are hereby incorporated by reference and become a part of this proposal and specifications. The Vendor shall also comply with applicable state and local laws, ordinances and regulation, and OSHA standards.

## **7. PREVAILING WAGE**

Vendor's signature shall be construed as acceptance of; and willingness to comply with, all provisions of the Illinois Compiled Statutes, Chapter 820, 130/1-130/12, Employment Wages and Hours Prevailing Wage Act. All laborers, workmen and mechanics engaged in construction will be paid not less than the "Prevailing Wage."

## **8. FIRM PRICES**

All prices shall be F.O.B. Black Hawk College, freight prepaid. Prices submitted on this document should be considered firm for a period of ninety (90) days from the due date as stated on the cover sheet of this document. Prices are to be inclusive of all fees, including but not limited to travel, fuel, vehicle fees, environmental/disposal fees, etc.

## **9. SELECTION CRITERIA**

Proposals will be evaluated on the basis of:

- Pricing
- Conformity with specifications and requirements of the RFP
- Terms of delivery
- Quality
- Serviceability

Although pricing is an important factor, the College is not obligated to make an award solely on the basis of lowest price. Inadequacy in any area may disqualify a proposal.

The proposals will be reviewed by a committee, and a recommendation will be prepared to be considered by the Board of Trustees and voted on at its Thursday, October 24, 2019 meeting. Firms that submitted proposals may seek the results of the Board's decision on Friday, October 25, 2019.

This request in no manner obligates Black Hawk College to the eventual purchase of any services described, implied or which may be proposed unless confirmed by agreement award. Black Hawk College reserves the right to accept or reject any or all proposals and waive any irregularities. The College reserves the right to request additional information or clarification on any matter included in the proposal. Upon selection of the Vendor, Black Hawk College and the Vendor will enter into an appropriate contract setting forth the terms and conditions of the parties'

rights and obligations. Such contract will substantially follow the terms set forth herein except that Black Hawk College reserves the right to make changes.

The College reserves the right to negotiate with any Vendor and to arrive at its final decision and/or to request additional information or clarification on any matter included in the proposal. The College reserves the right to select the most responsive Vendor without further discussion, negotiation, or prior notice. The College may presume that any proposal is a best-and-final offer.

The College will not pay for any information requested nor is it liable for costs incurred by the Vendor in responding to this request. Elaborate proposals (e.g. expensive artwork) beyond that sufficient to present a complete and effective proposal are not necessary or desired. All costs incurred by Vendors associated with the preparation, submission, presentation and demonstration of proposals and attendance at meetings and presentations, including but not limited to, costs related to transportation, meals, lodging and other related expenses, will be the sole responsibility of the Vendor and will not, under any circumstances, be reimbursed by BHC.

## **10. ACKNOWLEDGEMENTS OF ADDENDA**

Signature of company official on original document shall be construed as acknowledgment of receipt of any and all addenda pertaining to this specific proposal. Identification by number of addenda and date issued should be noted on all proposals submitted.

## **11. DAMAGES AND NEGLIGENCE**

The Vendor shall protect, indemnify and hold harmless Black Hawk College, its employees and Black Hawk College Board of Trustees against any liability claims and costs of whatsoever kind and nature for injury to or death of any person or persons and for loss or damage to any property occurring in connection with or in any incident to or arising out of occupancy, use, service, operations, or performance of Work in connection with the contract, resulting in whole or in part from the negligent acts or omissions of the Vendor.

## **12. INSURANCE**

Prior to beginning any Work at any Black Hawk College location, facility, or property, the Vendor shall furnish a Certificate of Insurance evidencing the existence of the following coverages:

- A. Commercial General Liability
  - 1. General Aggregate Limit - \$2,000,000
  - 2. Products – Completed Operations Aggregate Limit - \$2,000,000
  - 3. Personal and Advertising Injury Limit - \$2,000,000
  - 4. Each Occurrence Limit - \$1,000,000
- B. Automobile Liability
  - 1. Each Accident - \$1,000,000.
- C. Workers Compensation - Statutory
- D. Employers Liability
  - 1. Bodily Injury By Accident - \$500,000 each accident
  - 2. Bodily Injury By Disease - \$500,000 each employee
  - 3. Bodily Injury By Disease - \$500,000 policy limit

Black Hawk College, its employees and Black Hawk College Board of Trustees shall be named as Additional Insureds with respect to Commercial General and Automobile Liability Coverages. The Certificate shall provide not less than 30 days advance notice in writing in the event of change or cancellation. The Vendor's insurance carrier shall waive subrogation; such stipulation

shall be indicated on the Certificate of Insurance.

Vendors needing access to College computer systems shall provide a Certificate of Cyber Liability Insurance with limits of at least \$5,000,000 including coverage for credit monitoring services post breach, with Black Hawk College, its employees, and Black Hawk College Board of Trustees named as Additional Insureds. The Certificate shall provide not less than 30 days advance notice in writing in the event of change or cancellation.

### **13. ASSIGNMENT**

Vendor shall not assign any contract with the College without the prior written consent of Black Hawk College. Assignment shall in no way relieve the Vendor of any of its obligations.

### **14. INSPECTION**

The College shall reserve the right to make final inspection, and finding the goods and services (the "Work") to be in full compliance with all requirements set forth, will accept the Work. The Vendor shall maintain all parts of the Work at his own expense until final acceptance of the entire Work by the College. If any defects or omissions in the Work are hidden or concealed at the time of acceptance but become apparent within one year after the final acceptance of the Work, the Vendor shall immediately correct and make good the same upon notice by the College, and if the Vendor fails, refuses or neglects to do so, the College may correct and make good the same and the Vendor hereby agrees to pay on demand the cost and expense of doing such Work.

### **15. PUBLIC DISCLOSURE**

As Black Hawk College is a nonprofit, publicly funded institution, any document submitted in response to this solicitation will not be returned, will become part of the public record, and is subject to the Freedom of Information Act (FOIA) law. As such, proposals may be released to third parties without prior notice to Vendor as required to comply with legal requirements.

### **16. RELATIONSHIP OF PARTIES**

The parties intend that an independent relationship between the College and the Vendor will be created by this agreement. Vendor is not to be considered an agent or employee of College for any purpose and the Vendor is not entitled to any of the benefits that College provides for College's employees. It is understood that College does not agree to use Vendor exclusively. It is further understood that Vendor is free to contract with other businesses while under agreement with College.

### **17. DCEO REQUIREMENTS**

Any Vendor who is awarded a contract that is paid for with restricted funds (such as grant funds) shall allow the grantor of the funds access to records associated with awarded contract.

### **18. WARRANTY**

Vendor shall warrant that its goods and services shall be provided in a good and workmanlike manner.

### **19. DRUG-FREE WORKPLACE**

Any Vendor, having 25 or more employees, does hereby certify pursuant to section 3 of the Illinois Drug-Free Workplace Act (Chapter 30 ICLS 580) that it shall provide a drug-free

workplace for all employees engaged in the performance of work under any awarded contract by complying with the requirements of the Illinois Drug-Free Workplace Act and, further certifies, that it is not ineligible for award of the contract by reason of debarment for a violation of the Illinois Drug-Free Workplace Act.

As Black Hawk College is a nonprofit, publicly funded institution, any document submitted in response to this solicitation will become part of the public record and subject to the Freedom of Information Act (FOIA) law.

## INSTRUCTIONS TO VENDORS

1. Please submit THREE (3) hard-copy proposals, and one electronic copy on disc or flash drive) of the Pricing Proposal, two (2) copies of Attachment C, one (1) copy of Attachment D, and one (1) copy of Attachment E in a sealed package addressed and clearly marked as follows:

Purchasing  
IT EQUIPMENT AND SERVICE PREFERRED VENDOR(S), DISTRICT WIDE RFP 03-20  
Black Hawk College  
6600 34<sup>th</sup> Avenue  
Moline, IL 61265

2. Proposals submitted via fax or E-mail will not be accepted.
3. Read and comply as applicable with the Standard Terms and Conditions (Attachment A).
4. Fill out the Intent to Respond form (Attachment B) and sent to Mike Meleg as directed on the form.
5. Two completed original copies of the Execution of Proposal (Attachment C) Form (typewritten or printed and signed in ink) must be submitted with your proposal package.
6. One completed original copy of the Vendor Certification form (Attachment D) must be submitted with your proposal package.
7. One completed original copy of the State of Illinois Business Enterprise for Minorities, Females, and Persons with Disabilities Act Information (Attachment E) must be submitted with your proposal package.
8. No taxes are to be included in any proposal or proposal price. Generally, states and political subdivisions are exempt from Federal taxes, such as excise and transportation. To the extent any sales, import or other taxes apply they are to be invoiced as a separate item.
9. Bidders are urged to compute all discounts for prompt payment into the proposal prices, with terms of payment to be Net 30 days. Such proposals may receive preference. If a cash discount is proposed and accepted, it will be considered earned if paid within 30 days after receipt of correct invoice or acceptance of goods, whichever is later.
10. Trade discounts, when quoted, should be reduced to a single percentage.
11. Any proposal or bonds signed by an agent or attorney-in-fact shall be accompanied by evidence of authority.
12. It is the Vendor's responsibility to have the proposal correctly marked and in the Purchasing Office by the specified date and time for opening. **NO EXTENSIONS WILL BE GRANTED.**
13. The College will not reimburse the Vendors for any work associated with the submission of this proposal.
14. The College will evaluate all proposals and intends to award a contract no earlier than Friday, October 25, 2019. The College reserves the right to accept and/or reject any or all proposals or parts thereof.

# STANDARD TERMS AND CONDITIONS (Attachment A)

1. **Acceptance and Rejection:** Black Hawk College reserves the right to reject any and all bids, to waive any informality in bids and, unless otherwise specified by the bidder, to accept any item in the bid. If either a unit price or extended price is obviously in error or the other is obviously correct, the incorrect price will be disregarded.
2. **Time for Consideration:** Additional consideration may be given to bids allowing not less than 30 days for review and acceptance.
3. **Resale Price Maintenance:** Black Hawk College opposes resale price maintenance in public bidding, and bid prices based on this or other anticompetitive practice will be subject to appropriate remedies.
4. **Non-Discrimination and Affirmative Action:** The Vendor agrees not to discriminate against any client, employee, or applicant for employment or services because of race, creed, color, national origin, sex, marital status, age or the presence of any sensory, mental, or physical disability with regard to, but not limited to, the following: Employment upgrading, demotion or transfer; recruitment or recruitment advertising; layoffs or termination; rates of pay or other forms of compensation; selection for training; rendition of services. It is further understood that any Vendor who is in violation of this clause or any applicable affirmative action program shall be barred forthwith from receiving awards of any purchase order from the State unless a satisfactory showing is made that discriminatory practices or noncompliance with applicable affirmative action programs have terminated and that a recurrence of such acts is unlikely.
5. **Sexual Harassment:** An amendment to the Illinois Human Rights Act requires eligible bidders for state contracts to implement detailed and specific sexual harassment policies. Every party bidding for and/or obtaining a public contract is required to have written sexual harassment policies that must include, at a minimum, a statement that sexual harassment is illegal, the definition of sexual harassment under state law, a description of sexual harassment (utilizing examples), the party's internal complaint process including penalties, the legal recourse, investigative and complaint process available through the Illinois Human Rights Department and the Commission including directions on how to contact the Department and Commission and the applicability of protection against as provided by the Human Rights Act.
6. **Specifications:** Any deviation from the specification set forth must be clearly pointed out; otherwise, it will be considered that items offered are in strict compliance with these specifications, and successful bidder will be held responsible therefor. Deviations should be explained in detail.
7. **Manufacturer's Names:** Any manufacturers' names, trade names, brand names, information and/or catalog numbers used herein are for purpose of description and establishing general quality levels. Such references are not intended to be restrictive and equivalent products of any manufacturer may be offered. Determination of equivalency shall rest solely with Black Hawk College.
8. **Information and Descriptive Literature:** Bidders are to furnish all information requested and in the spaces provided on the bid invitation form. Further, as may be specified elsewhere, each bidder must submit with his bid cuts, sketches, descriptive literature, and/or complete specifications covering the products offered. Reference to literature submitted previously does not satisfy this provision. Bids in non-compliance with these requirements will be subject to rejection.
9. **Condition and Packaging:** Unless otherwise defined in the bid invitation or submission, it is understood and agreed that any item offered or furnished shall be new, in current production and in first class condition, that all containers shall be new and suitable for storage or shipment, and that prices include standard commercial packaging.
10. **Safety Standards:** Manufactured items and/or fabricated assemblies subject to operation under pressure, operation by connection to an electric source, or operation involving a connection to a manufactured, natural, or LP gas source shall be constructed and approved in accordance with any State or local requirements for labeling or re-examination listing or identification marking of the appropriate safety standard organization, such as the American Society of Mechanical Engineers for pressure vessels, the Underwriters' Laboratories and/or National Electrical Manufacturers' Association for electrically operated assemblies, or the American Gas Association for gas operated assemblies. Further, all items furnished by the successful bidder shall meet all requirements of the Occupational Safety and Health Act (OSHA) and State, local, and federal requirements relating to clear air and water pollution.
11. **Samples:** Samples may be requested as a part of the solicitation or after the opening of bids. When requested, they are to be furnished as called for, free of expense, and if not destroyed will upon request be returned at bidder's expense. Bidder's request for return of samples must be made not later than the date on which they are furnished. Bidder shall label each sample individually with bidder's name and item number.
12. **Governmental Restrictions:** In the event any Governmental restrictions may be imposed which would necessitate alteration of the material, quality, workmanship or performance of any item offered on this bid prior to delivery, it shall be the responsibility of the successful bidder to notify the Purchasing Office at once, indicating in his letter the specific regulation which requires such alterations. Black Hawk College reserves the right to accept any such alteration, including any price adjustments occasioned thereby, or to cancel the contract.
13. **Award, Payment, and Assignment:** Award will be made to the responsive and responsible bidder whose bid is most economical according to criteria designated in the solicitation. Acceptance is to be confirmed by purchase order issued by or on part of the using agency, including shipping and billing instructions; the using agency is responsible for all payments. Neither the contract nor payments due may be assigned except with prior written approval of Black Hawk College Purchasing Agent.
14. **Performance and Default:** Black Hawk College reserves the right to require performance bond from successful bidder. Otherwise, in case of default on part of the contractor Black Hawk College may procure the articles or services from other sources and hold the contractor responsible for any excess costs occasioned thereby. The accepted remedies of force majeure will be considered in assessing any contractor default.
15. **Patents:** The contractor agrees to hold and save Black Hawk College, its officers, agents, and employees harmless from liability of any kind, including costs and expenses, with respect to any claim, action, cost, or judgment for patent infringements arising out of purchase or use of equipment, materials, supplies, or services covered by this contract.
16. **Reserved:** (Reserved for including any additional Standard Provisions that may be required.)
17. **Singular - Plural:** Words in the singular number include the plural and these in the plural include the singular, unless the context directs otherwise.
18. **Advertising:** In submitting a bid, bidder agrees not to use the results therefrom as a part of any commercial promotion or advertising without prior approval of Black Hawk College Purchasing Agent.



**INTENT TO RESPOND FORM  
(Attachment B)**

**Due September 19, 2019**

- We **shall** submit a Request for Proposal for:
- We **shall NOT** submit a Request for Proposal for:  
(Please check one)

**IT EQUIPMENT AND SERVICE PREFERRED VENDOR(S), DISTRICT WIDE  
RFP 03-20**

Contact Person: \_\_\_\_\_

Title: \_\_\_\_\_

Company Name: \_\_\_\_\_

Street Address: \_\_\_\_\_

City, State and Zip: \_\_\_\_\_

Telephone: \_\_\_\_\_

E-Mail Address: \_\_\_\_\_

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

**Firms who do not submit this INTENT TO RESPOND form by 5:00 pm on Thursday, September 19, 2019 may be removed from our Vendor list for these services. Please e-mail or fax this form to:**

**Mike Meleg  
Purchasing Manager  
Black Hawk College  
6600 34<sup>th</sup> Avenue  
Moline, IL 61265**

**Phone: (309) 796.5002  
Fax: (309) 796.5429  
Email: [melegm@bhc.edu](mailto:melegm@bhc.edu)**

**EXECUTION OF PROPOSAL**  
**(Attachment C)**

IT EQUIPMENT AND SERVICE PREFERRED VENDOR(S), DISTRICT WIDE RFP 03-20  
Black Hawk College  
6600 34<sup>th</sup> Avenue  
Moline, IL 61265

I have examined the specifications and instructions included herein and agree, provided I am awarded a contract within one hundred twenty (120) days of October 3, 2019, to provide the specified items and/or services or Work as described in the specifications and instructions for the sum in accordance with the terms stated herein. All deviations from specifications and terms are in writing and attached hereto.

COMPANY NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY, STATE, ZIP \_\_\_\_\_

SIGNED (IN INK) \_\_\_\_\_

PRINTED NAME \_\_\_\_\_ DATE \_\_\_\_\_

TITLE \_\_\_\_\_

TELEPHONE NUMBER \_\_\_\_\_ FAX NUMBER \_\_\_\_\_

**ACCEPTANCE OF PROPOSAL**

Your proposal is accepted as indicated on this copy.

Date: \_\_\_\_\_ By: \_\_\_\_\_

Purchasing Manager, Black Hawk College



**VENDOR CERTIFICATION**  
**720 ILCS 5/ ARTICLE 33E**  
**(Attachment D)**

Under penalty of perjury, the undersigned hereby certifies that it is not barred from bidding on this contract as a result of violation of either Section 33E-3 or Section 33E-4 of the Illinois Compiled Statutes 720 ILCS 5/Article 33E, and that this offer has not been arrived at collusively in violation of any law.

Company Name \_\_\_\_\_

By \* \_\_\_\_\_

\* Must be actual signature in ink of a representative of Vendor authorized to legally commit the Vendor.

Address \_\_\_\_\_

City/State/ZIP \_\_\_\_\_

Additional Criminal Offenses concerning "Interference with Public Contracting" stated in the Statutes include, but are not limited to the following:

- Section 33E-3 Bid-rigging: A person commits a Class 3 felony who colludes with another person(s) with the intent that the bid(s) submitted shall result in the award of a contract to a particular person.
- Section 33E-4 Bid rotating: A person commits a Class 2 felony who colludes with another person(s) with the intent that the bid(s) submitted shall result in a pattern over time of bid awards being rotated or distributed among those persons.
- Section 33E-6 (d) Interference with contract submission and award by public official: A person commits a Class A misdemeanor who receives a communication(s) from a public official outside of the formal bid process (e.g., the bid document(s), the pre-bid meeting, etc.) concerning the specifications or contractors in a sheltered market, and that information is not made generally available to the public, and as a result reasonably believes the award of the bid is likely influenced, or the information specifies that the bid will be accepted only if specified individuals are included as subcontractors, and the person fails to inform either the Attorney General or the State's Attorney for the county in which the unit of government is located.
- Section 33E-7 Kickbacks: A person commits a Class 3 felony that provides, attempts to provide, or offers to provide, any kickback. A person commits a Class 3 felony that solicits, accepts, or attempts to accept any kickback. A person commits a Class 3 felony that includes the amount of any kickback in the bid price. A person commits a Class 4 felony that fails to report any kickback offer or solicitation to law enforcement officials.
- Section 33E-8 Bribery of inspector: A person commits a Class 4 felony that offers anything to an inspector with the intent of receiving wrongful certification or approval of the work. A person commits a Class 3 felony that accepts such bribe. A person commits a Class 3 felony that fails to report a bribe offer.
- Section 33E-11: A person commits a Class 3 felony that bids despite being barred from bidding due to a violation of Section 33E-3 or Section 33E-4
- Section 33E-14 False Statements: A person commits a Class 3 felony that makes false statements for the purpose of influencing the action of the unit of government in considering a vendor application.
- Section 33E-18 Stringing of bids: A person commits a Class 3 felony that knowingly structures, attempts to structure, or assists in structuring a contract to evade the bidding process.

**STATE OF ILLINOIS**  
**Business Enterprise for Minorities, Females, and Persons with Disabilities Act**  
**Information**  
**(Attachment E)**

The College recognizes the importance of increasing the participation of businesses owned by minorities, females and persons with disabilities in public contracts. It is the policy of the College to promote the economic development of disadvantaged business enterprises by setting aspirational goals to award contracts to businesses owned by minorities, females, and persons with disabilities for certain services, to the extent provided by the Business Enterprise for Minorities, Females and Persons with Disabilities Act ("Act"), 30 ILCS 575/0.01 et seq. and the Business Enterprise Council for Minorities, Females, and Persons with Disabilities ("Council") which serves to implement, monitor and enforce the goals of the Act.

Vendor shall provide the following information on the MBE status of its business so that the College can comply with the Business Enterprise for Minorities, Females, and Persons with Disabilities Act, 30 ILCS 575/1, et seq.

**Your Company Name:** \_\_\_\_\_

Diverse Business (information about the business owner(s) only)

- African American
- Alaskan Native/Native American
- Asian American
- Disabled
- Female
- Hispanic American
- Veteran
- Not Applicable

Small Business

- HUBZone small business
- Service-disabled veteran-owned small business
- Small Business
- Small disadvantaged business
- Veteran-owned small business
- Women-owned small business
- Not Applicable

Certifying Organization

- DCMS (Department of Central Management Services) Business Enterprise Program
- CMBDC (Chicago Minority Business Development Council)
- IDOT (Illinois Department of Transportation)
- WBDC (Women's Business Development Center)
- Other (Please Specify)
- Not Applicable

For more information please visit:

<http://www.illinois.gov/cms/business/sell2/bep/Pages/Default.aspx>

**TYPICAL DATA CENTER EQUIPMENT  
(Attachment F)**

All items on this document represent what BHC could order from a preferred vendor over the term. All items on this list are subject to change and inclusion in the list does not mean it will be ordered. No plans should be derived from this sheet.

**HP Autoloader**

<b><u>P/N</u></b>	<b><u>QTY</u></b>	<b><u>Description</u></b>
MSL 3040	1	HPE StoreEver MSL3040 Tape Library
MSL 2024	1	HPE StoreEver MSL Entry-level Tape Automation

**HP Printers**

**880 Flow (with and without finishing unit)**

**X576**

**M525**

**M602**

**Network Hardware and SmartNet Maintenance**

	<b><u>P/N</u></b>	<b><u>Description</u></b>
<b>1.0</b>	<b>WS-C3560CX-8PC-S</b>	Cisco Catalyst 3560-CX 8 Port PoE IP Base
1.1	CON-SNT-WSC38PCS	SNTC-8X5XNBD Cisco Catalyst 3560-CX 8 Port PoE IP Bas
1.2	CAB-TA-NA	North America AC Type A Power Cable
1.3	PWR-CLP	Power Retainer Clip For Cisco 3560-C and 2960-C Compact Switch
1.4	CMPCT-DIN-MNT	DIN Rail Mount For 3560-CX and 2960-CX Compact Switch
1.5	EW-JX-50SW	Key for Cisco EnergyWise Mgmt (JouleX) 45-day trial License

<b>2.0</b>	<b>WS-C4510RE+96</b>	4510R+E Chassis, Two WS-X4748-RJ45-E , Sup8-E LAN Base
2.1	CON-SSSNT-WSC4516E	SOLN SUPP 8X5XNBD 4510R+E Chassis, Two WS-X4748-RJ45-E , S
2.2	S45EU-S9-310E	CAT4500E SUP9E Universal Image
2.3	C4K-SLOT-CVR-E	Catalyst 4500 E-Series Family Slot Cover

2.4	C4500E-LB-IPB	Lan Base to IP Base license
2.5	C4500E-S9E-RJ45	Sup9-E and WS-X4748-RJ45-E upgrade for data bundle
2.6	WS-X45-SUP9-E	Catalyst 4500 E-Series Supervisor 9-E
2.7	WS-X4748-RJ45-E	Catalyst 4500 E-Series 48-Port 10/100/1000 Non-Blocking
2.8	WS-X4748-RJ45-E	Catalyst 4500 E-Series 48-Port 10/100/1000 Non-Blocking
2.9	WS-X4748-RJ45V+E	Catalyst 4500E 48-Port PoE 802.3at 10/100/1000(RJ45)
2.10	WS-X4712-SFP+E	Catalyst 4500 E-Series 12-Port 10GbE (SFP+)
2.11	WS-X45-SUP9-E/2	Catalyst 4500 E-Series Redundant Supervisor 9-E
2.12	PWR-C45-4200ACV	Catalyst 4500 4200W AC dual input Power Supply (Data + PoE)
2.13	CAB-US515P-C19-US	NEMA 5-15 to IEC-C19 13ft US
2.14	PWR-C45-4200ACV/2	Catalyst 4500 4200W AC dual input Power Supply (Data + PoE)

<b>3.0</b>	<b>LIC-CT5520-UPG</b>	Top Level SKU for 5520 AP Adder Licenses
3.1	CON-ECMU-LICGT552	SWSS UPGRADES Top Level SKU for 5520 AP Adder Licenses
3.2	LIC-CT5520-1A	Cisco 5520 Wireless Controller 1 AP Adder License
3.3	CON-ECMU-LICT5520	SWSS UPGRADES Cisco 5520 Wireless Controller 1 AP Ad

<b>4.0</b>	<b>AIR-CT5520-50-K9</b>	Cisco 5520 Wireless Controller supporting 50 APs w/rack kit
------------	-------------------------	---

4.1	CON-SSSNT-AIRT5550	SOLN SUPP 8X5XNBD Cisco 5520 Wireless Controller supporting
4.2	LIC-CT5520-50A	Cisco 5520 Wireless Controller 50 AP License
4.3	CAB-9K12A-NA	Power Cord, 125VAC 13A NEMA 5-15 Plug, North America
4.4	LIC-CT5520-DTLS-K9	Cisco 5520 Wireless Controller DTLS License
4.5	AIR-CT5520-SW-8.2	Cisco 5520 Wireless Controller SW Rel. 8.2
4.6	AIR-PSU1-770W	770W AC Hot-Plug Power Supply for 5520 Controller
4.7	AIR-BZL-C220M4	Cisco 5520 Wireless Controller Security Bezel
4.8	AIR-MR-1X081RV-A	8GB DDR4-2400-MHz RDIMM/PC4-19200/single rank/x4/1.2v
4.9	AIR-SD-32G-S	32GB SD Card for UCS servers
4.10	AIR-TPM2-001	Trusted Platform Module 1.2 for UCS (SPI-based)
4.11	AIR-PSU1-770W	770W AC Hot-Plug Power Supply for 5520 Controller
4.12	AIR-CPU-E52609D	1.90 GHz E5-2609 v3/85W 6C/15MB Cache/DDR4 1600MHz
4.13	AIR-CT6870-NIC-K9	PCIe Network Interface 20G
4.14	AIR-SD240GBKS4-EV	240GB 2.5 inch Enterprise Value 6G SATA SSD

<b>5.0</b>	<b>GLC-SX-MMD=</b>	1000BASE-SX SFP transceiver module, MMF, 850nm, DOM
<b>6.0</b>	<b>GLC-LH-SMD=</b>	1000BASE-LX/LH SFP transceiver module, MMF/SMF, 1310nm, DOM
<b>7.0</b>	<b>GLC-TE=</b>	1000BASE-T SFP transceiver module for Category 5 copper wire
<b>8.0</b>	<b>SFP-10G-LRM=</b>	10GBASE-LRM SFP Module

<b>9.0</b>	<b>SFP-10G-LR=</b>	10GBASE-LR SFP Module
------------	--------------------	-----------------------

**Phone System Support**

<b><u>P/N</u></b>	<b><u>QTY</u></b>	<b><u>Description</u></b>
3300 MxEx	1	3300 - QC Campus
	3	ASU - QC Campus
3300 MxEx	1	3300 - Outreach
3300 MxEx III	1	3300 ALC
3300 CX II	1	3300 - QC Welding
3300 MxEx	2	3300 - EC Campus Primary & Secondary
	1	ASU - EC Campus
3300 CX II	1	3300 - CEC
		MiContact Center with IVR and MiVoice
	1	Reporter
	1	NuPoint Voicemail System - Standalone

**Phone System Hardware**

<b><u>P/N</u></b>	<b><u>QTY</u></b>	<b><u>Description</u></b>
3300 MxEx III	1	3300
3300 CX II	1	3300
	1	ASU
5304	1	5304 IP Phone
5320e	1	5320 IP Phone
5330e	1	5330 IP Phone
5340e	1	5340 IP Phone
5360	1	5360 IP Phone
6940	1	6940 IP Phone

**Software**

<b><u>Software</u></b>	<b><u>QTY</u></b>	<b><u>Description</u></b>
Microsoft Campus Agreement	996	A3 – User Count is 996
VMWare ESXi Enterprise Plus Server License (new)	2	
VMWare ESXi Enterprise Plus Server License Maintenance	18	
VMWare Vcenter Server (new)	1	
VMWare Vcenter Server Maintenance	2	
Red Hat Linux Server Licences - Premium (new)	2	Physical Servers
Red Hat Linux Server Licences - Premium (new)	1	Virtual Server
Red Hat Linux Server Licences - Premium Maintenance	25	Physical and Virtual Servers
Symantec Total Management Maintenance	365	FTE count - 1 year

## **Commvault**

Qty. 1) Commvault Operational Intelligence Foundation Package CN-ADR-OI-01/CN-MNT-STPK-A  
Kit – Commvault Active Disaster Recovery – Operating Instance 10-P

Qty. 2) Commvault Operational Intelligence Foundation Package SB-LM

Qty. 4) Application Protection, Class 1 client instance DP-APPCI-1  
Kit; Application Protection, Class I client instance

Qty. 1) Application Protection, Class 2 client instance DP-APPC2-1  
Kit; Application Protection, Class 2 client instance

Qty. 13) Data Protection Foundation (DPF) edition capacity bundle, limite SB-C-DPF-1T  
Kit: DP CLA bundle, Foundation, 1TB FET

<b><u>Storage</u></b>	<b><u>QTY</u></b>	<b><u>Description</u></b>
Nimble Storage Array All Flash	1	100TB Usable
VxRail Node Install	1	Labor to install VxRail Node

<b><u>Email</u></b>	<b><u>QTY</u></b>	<b><u>Description</u></b>
Barracuda 400 Spam Filter maintenance (cloud)	650	1 Year
Barracuda Archiver 800 maintenance (cloud)	650	1 Year

## **Epson Projectors and Document Cameras**

PowerLite L610U

PowerLite Pro L1100U

DC-21 Document Camera

## **Extron Scaling Switchers, Extenders, Recorders, Speakers, Amplifiers, DSP, Recorder**

IN1606

IN1806

IN1808 IPCP SA

DTP HDMI 4K 330 Rx

DTP HDMI 4K 330 Tx

FF 220T

XPA 1002 Plus

NetPA 502 AT

DMP 128 Plus C

SMP 351

## **Shure Wireless Mics**

SLX2/SM58 Transmitter

SLX 4 Receiver

SLX 1 Transmitter

## Lifesize Videoconferencing

Icon 600 (codec only)

Icon 800 (codec only)

## Samsung Flat Panel Screen

DM55E

## AV Labor

Hourly Rates

General Installation Labor

Control System Programming

DSP Programming

Presales Consulting and System Design

## Security Camera Hardware

AV12276DN-28

AV20275DN-28

AV10225 with Options PMIR & PMTIR

Axis M3007-PV with Options AXIS T94F01P & AXIS T94F01S

AV3555DN

Please quote the price for a camera install with a 200ft run.

### Consulting Hours First Year

<u>Area</u>	<u>Hours</u>	<u>Description</u>
Cisco	200	Data Center Construction, Security, Wireless expansion

Cisco Consulting parameters:

- DataCenter
  - Connect an existing Cisco 4510 with a Nexus 7000 switch.
  - Set up of 10 new distribution switches and ensure all VLANs will route.
  - Training BHC staff on Nexus equipment and any changes.
- Security:
  - Configure and tune Firepower to work with BHC network and security needs.
  - Perform a security audit and recommend changes.
- Wireless Expansion:
  - Installation of 20 new LWAPP access points.
  - Installation of Cisco WCS for access point heat mapping.

<u>Area</u>	<u>Hours</u>	<u>Description</u>
Windows	40	Server migration to current supported Windows platforms
Windows	40	Server and SQL migration to current supported Windows platforms
Windows	60	SCCM and Operations Manager Configuration review, maintenance and reporting



Windows Consulting parameters:

- Migration:
  - Migrate data
  - Setup via best practice
  - Backup recommendations must be included.
  - Training BHC staff on configurations.

<u>Area</u>	<u>Hours</u>	<u>Description</u>
Dell EMC	20	VxRail optimization
Dell EMC	40	VxRail node install

EMC VxRail Consulting Parameters:

- Analyze and recommend best practice for VxRail related to BHC's environment.
- Training BHC staff on configurations and management.

<u>Area</u>	<u>Hours</u>	<u>Description</u>
Citrix	40	Virtualization and Support

Citrix Consulting Parameters:

- Installation of a new Streamed Desktop image for 20 computers using Windows 10 Enterprise, MS Office Enterprise, and Banner (BHC ERP) software.
- Installation of a new XenDesktop pooled desktop image consisting of: Windows 10 Enterprise, MS Office Enterprise, and Banner (BHC ERP) software.

<u>Area</u>	<u>Hours</u>	<u>Description</u>
Mitel	50	Mitel Communications consulting

Telecommunications:

- Installation of 20 new 5330 Phones with Nupoint Voicemail.
- DID's to range from 5600 to 5620.
- Voicemail to pick up after 4 rings.
- 4 of the phones will need to be in a call pickup group.
- Another 4 phones will need to be in a Hunt group where it cascades to the next user every 4 rings.

**FOR YOUR CONVENIENCE, THE FOLLOWING CHECKLIST WILL ASSIST YOU IN SUCCESSFULLY SUBMITTING A COMPLETE PROPOSAL**

- ✓ Did you submit Three (3) copies of the Proposal Requirements (see pages 4 & 5) per the format specified on page 7?
- ✓ Did you submit one electronic copy of the proposal on disc or flash drive?
- ✓ Did you read and do you agree to all Terms and Conditions Attachment A?
- ✓ Did you submit the Intent to Respond form (Attachment B) by September 19, 2019?
- ✓ Did you submit two (2) copies of Attachment C with the proposal?
- ✓ Did you submit one (1) copy of Attachment D with the proposal?
- ✓ Did you submit one (1) copy of Attachment E with the proposal?