

10/27/2021

NOTICE OF AWARD

CONTRACT TITLE: IT Hardware Support & Services

CONTRACT NUMBER: 4400010793

NIGP CODE(S): 20454, 20460, 20482, 20491, 20714, 92047, 93921, 20811

CONTRACT PERIOD: Date of award through June 30, 2026

RENEWALS: Three (3) one-year options

SOLICITATION NUMBER: RFP2000003333

SUPERCEDES CONTRACT(S): 4400003957

CONTRACTOR:

Electronic Systems, Inc.
369 Edwin Drive
Virginia Beach, VA 23462

SUPPLIER ID:**1000000119**

Contact: Lisa Folk
Mobile: 240-205-4622
Office: 571-482-1325
FAX: 877-915-8218
E-mail: Lisa.folk@xerox.com

TERMS: Net 30

FOB: Destination

PRICES: See Pricing Schedule

OPS CONTACT:

Reginald Taylor
Contract Specialist
Phone: (571) 423-3584
Fax: (571) 423-3587
E-Mail: rtaylor@fcps.edu

ORDERING INSTRUCTIONS:

Any county department may create a shopping cart into FOCUS (Fairfax County Unified System) indicating the item/service required, the quantity, the payment terms and the delivery date. The shopping cart must be annotated with the contract number.

Requests exceeding the small purchase threshold will be routed to OPS and a purchase order will be executed.

A handwritten signature in cursive script that reads "Reginald Taylor".

Reginald Taylor
Contract Specialist

DISTRIBUTION:

FCPS – Information Technology - Jean Welsh
FCPS– OPS

PRICING SCHEDULE
Electronic Systems, Inc. (ESI)

PART I - HARDWARE

<u>PERCENTAGE DISCOUNT:</u>											
HP Servers Note: Pricing discounts exclude pre-discounted manufacturer bundled SKU's, such as Smartbuys as these products have already been discounts by the manufacturer. URL: https://www.hpe.com/global/showroom	15 - 34%										
HP Servers Minimum Discounts <table border="0" style="width: 100%;"> <tr> <td>• Sample Configurations</td><td align="right">34%</td></tr> <tr> <td>• Entry Level Servers (DLxx, MLxx)</td><td align="right">19%</td></tr> <tr> <td>• Mid/High End Servers (DL3xx, DL5xx, DL7xx)</td><td align="right">28%</td></tr> <tr> <td>• Blade Servers (BLxx)</td><td align="right">28%</td></tr> <tr> <td>• HP Carepacks</td><td align="right">15%</td></tr> </table>	• Sample Configurations	34%	• Entry Level Servers (DLxx, MLxx)	19%	• Mid/High End Servers (DL3xx, DL5xx, DL7xx)	28%	• Blade Servers (BLxx)	28%	• HP Carepacks	15%	
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• HP Carepacks	15%										
<u>PERCENTAGE DISCOUNT:</u>											
HP Products	8 - 41%										
<u>PERCENTAGE DISCOUNT:</u>											
Peripheral Products	33 - 57%										

Hardware by Manufacturer:

Many manufacturers cross-over the hardware, parts and peripherals but tried to accommodate your request.

<u>Peripherals and Parts Manufacturers</u>	Minimum % off List
3M	5%
Acronis	5%
Altronix	5%
American Battery	5%
APC/ Schiedner Electric	5%
Belkin	5%
Bio-Key	5%
Blackbox	5%
Bluecoat	0%
Bosch	5%
Brother	5%
Cables Unlimited	5%
Cables-To-Go	5%

Case Logic	5%
Creative Technologies	5%
Da-Lite	5%
Eaton	5%
Epson	5%
Emerson-Liebert	5%
Fireeye	5%
Kensington	5%
Kingston	5%
Kramer	5%
Lexmark	5%
LG	5%
Logitech	5%
Marathon	5%
Maxwell	5%
NEC	5%
Net100	5%
Netgear	5%
Nvidia	5%
Panasonic	5%
Planar	5%
Polycom	5%
Pure	5%
Raritan	5%
RevoAmerica	5%
RSA	5%
Ruckus	5%
Samsung	5%
Seagate	5%
Sharp	5%
Sierra	5%
Sony	5%
Targus	5%
Trend Micro	5%
Tripplite	5%
Uline	0%
V7	5%
Veritas	5%
Viewsonic	5%

Virtiv/Leibert	5%
Vizio	5%
Western Digital	5%
Zebra	5%
Hardware/Software Manufacturers Minimum % off List	
Allworx	5%
Aruba	5%
Barracuda	5%
Broadcom	5%
Carbon Black	5%
Cisco	5%
Citrix	5%
Dell EMC – All Datacenter (storage, networking etc.)	5%
F5	5%
Fortinet	5%
Fujitsu	5%
Google	0%
Hitachi	5%
HPE – All Data Center (Storage, Networking etc.)	5%
IBM	5%
Intel	0%
Juniper	5%
Lenovo – (All data center products)	5%
Microsoft	0%
Netscout	5%
Nutanix	5%
Palo Alto	5%
Red Hat	5%
Sonicwall	5%
Sophos	5%
VEEAM	5%
VMWare	5%
Watchguard	5%
Xerox	5%

Not all manufacturers provide a standard % off list and across all product lines. ESI would like to offer cost plus 7% on hardware, software and support.

Other Services:

ESI/XITS is offering a minimum discount 10% off our services to include Professional Services, Technical Services, Managed IT Services and Managed Print Services and other services offered.

Additional Services Rate:

Network Engineer, Senior \$ 181.00
Network Engineer, Intermediate \$ 161.00
Network Engineer, Junior \$ 134.00
Help Desk Engineer \$ 45.00
PC Technician \$ 50.00
VoIP Engineer, Senior \$ 181.00
VoIP Engineer, Intermediate \$ 161.00
VoIP Engineer, Junior \$ 134.00
Server Application Engineer - Senior \$ 181.00
Server Application Engineer - Intermediate \$ 161.00
Server Application Engineer - Junior \$ 134.00
Directory Services Engineer \$ 134.00
Software/Application Security Services \$ 150.00
Computer Technician \$ 60.25
Tech Writer \$ 75.00
Project Manager \$ 125.00
Microsoft Systems Engineer - Intermediate \$ 150.00
Microsoft Systems Engineer - Senior \$ 175.00

Other Parts Sourcing Solutions: 0-50%

PART II SERVICE AND REPAIRS

<u>Service and Renewals</u>	<u>Minimum % of List</u>
SS4 Recycling	5%
Cloud Computing Solutions	1%-5%
Managed Print Solutions	1%-5%
All Manufacturer Support Renewals	1%-5%
AWS/ Amazon	1%
Worth Ave Group	1%
QTS	5%

NETWORK SERVER EQUIPMENT				
Specifications based on Paragraph 8.3 the Special Provisions.				
Service Level	Response Time	Completion Time	Hourly Rate Non-Warranty	Hourly Rate Warranty
Critical	4 hours	8 hours	\$90.00	\$90.00
High	8 working hours	16 working hrs	\$90.00	\$90.00
Medium	8 working hours	40 working hrs	\$90.00	\$90.00
Low	5 working days	30 working days	\$90.00	\$90.00

Depot Service	48 working hours	\$90.00	\$90.00	
Note to Offerors: Response to this item is OPTIONAL.				
Contractor Can <u> X </u> Cannot_____ meet response and completion time requirements for After Hours/Mission Critical, Emergency, Serious, Routine and Depot. If the Contractor <u>CANNOT</u> meet response/completion times as specified for Emergency, Serious, Routine and Depot, the Contractor shall indicate what response and completion times <u>CAN</u> be provided for After Hours/Mission Critical, Emergency, Serious, Routine and Depot. The response and completion times will be a factor in making award herein. (Reference paragraph 8.3 of the Special Provisions for more information.)				
INTEL ARCHITECTURE PC's AND PERIPHERALS				
Specifications based on Paragraph 8.3 of the Special Provisions.				
Service Level	Response Time	Completion Time	Hourly Rate Non-Warranty	Hourly Rate Warranty
Critical	4 hours	8 hours	\$60.00	\$60.00
High	8 working hours	16 working hrs	\$60.00	\$60.00
Medium	8 working hours	40 working hrs	\$60.00	\$60.00
Low	5 working days	30 working days	\$60.00	\$60.00
Depot Service	48 working hours	\$60.00	\$60.00	
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