



# County of Fairfax, Virginia

## NOTICE OF AWARD

Date of Award: November 8, 2024

**CONTRACT TITLE:** I-Net DNSS & NEP

**SOLICITATION NUMBER:** RFP 2000003910

**CONTRACT TYPE:** Requirements Contract (RQ)

**NIGP CODE:** 92037, 91830, 83885, 20687, 92047, 92045, 91828

**CONTRACT PERIOD:** Five years from Date of Award

**RENEWALS:** Five (5) One-Year Options

**SUPERSEDES:** 4400004513 and 4400004511

**DELIVERY:** FOB Destination

**PAYMENT:** Net 30 Days

**PRICES/DISCOUNTS:** Attached to Notice of Award

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### DEDICATED DATA NETWORK STAFF SERVICES (DNSS):

<b><u>CONTRACTOR:</u></b> Abacus Service Corporation 25925 Telegraph Road, Suite 110 Southfield, MI 48033	<b><u>SUPPLIER CODE:</u></b> 1000056345	<b><u>CONTRACT NUMBER:</u></b> 4400013217
<p>Contact: Caitlin Clark          Telephone: (248) 876-0761          E-mail: <a href="mailto:caitlin@abacus-service.com">caitlin@abacus-service.com</a></p>		

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### DEDICATED DATA NETWORK STAFF SERVICES (DNSS):

<b><u>CONTRACTOR:</u></b> Ashburn Consulting, LLC 42813 Forest Spring Drive Leesburg, VA 20176	<b><u>SUPPLIER CODE:</u></b> 1000023539	<b><u>CONTRACT NUMBER:</u></b> 4400013218
<p>Contact: James Burris          Telephone: (571) 212-6554          E-mail: <a href="mailto:jburriss@ashburnconsulting.com">jburriss@ashburnconsulting.com</a></p> <p>Contact: Ben Eiserike          Telephone: (240) 997-0322          E-mail: <a href="mailto:beiserike@ashburnconsulting.com">beiserike@ashburnconsulting.com</a></p>		

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**Department of Procurement & Material Management**  
 12000 Government Center Parkway, Suite 427  
 Fairfax, VA 22035-0013  
**Website:** [www.fairfaxcounty.gov/procurement/](http://www.fairfaxcounty.gov/procurement/)  
**Phone** (703) 324-3201, **TTY:** 711, **Fax:** (703) 324-3228

Notice of Award  
RFP 2000003910  
Page 2

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**NETWORK EQUIPMENT PROCUREMENT (NEP):**

<b><u>CONTRACTOR:</u></b>	<b><u>SUPPLIER CODE:</u></b>	<b><u>CONTRACT NUMBER:</u></b>
CDW Government LLC 230 N Milwaukee Avenue Vernon Hills, IL 60061	1000011648	44000013219
Contact: Tim Younger		
Telephone: (703) 262-8147		
E-mail: <a href="mailto:timyoun@cdwg.com">timyoun@cdwg.com</a>		

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**NETWORK EQUIPMENT PROCUREMENT (NEP):**

<b><u>CONTRACTOR:</u></b>	<b><u>SUPPLIER CODE:</u></b>	<b><u>CONTRACT NUMBER:</u></b>
Insight Public Sector Inc. 2701 E. Insight Way Chandler AZ 85286	1000000125	44000013220
Contact: Robert Crigler		
Telephone: (804) 921-9154		
E-mail: <a href="mailto:teamcrigler@insight.com">teamcrigler@insight.com</a>		

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**NETWORK EQUIPMENT PROCUREMENT (NEP):**


<b><u>CONTRACTOR:</u></b>	<b><u>SUPPLIER CODE:</u></b>	<b><u>CONTRACT NUMBER:</u></b>
Iron Bow Technologies, LLC 2121 Cooperative Way, Suite 500 Herndon, VA 20171	1000045136	4400013221
Contact: Katie Barton		
Telephone: (703) 234-5665		
E-mail: <a href="mailto:Katie.Baron@ironbow.com">Katie.Baron@ironbow.com</a>		

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<b><u>DPMM CONTACT:</u></b>	Yong Kim, CPPB, Contract Specialist III
	Telephone: (703) 324-3217, TTY: 711
	Fax: (703) 324-3228
	E-mail: <a href="mailto:yong.kim@fairfaxcounty.gov">yong.kim@fairfaxcounty.gov</a>

**ORDERING INSTRUCTIONS:**

Fairfax County may enter into FOCUS (Fairfax County Unified Systems) a shopping cart indicating the items required, the quantity, the payment terms and the delivery date. The purchase order must be annotated with the contract number. Requests exceeding the small purchase threshold (\$10k) will be routed to DPMM and a purchase order will be executed.

DocuSigned by:  
  
8807DF41DEA3746A  
Yong Kim, CPPB  
Contract Specialist III

**DISTRIBUTION:**

Dept. of Finance – Accounts Payable/e  
DIT – Tanesha Sherrod/e  
DIT – Mike Palacios/e  
DIT – Mubashir Ahmed/e  
FCPS – [dttho@fcps.edu](mailto:dttho@fcps.edu)

Contract Specialist III – Yong Kim, CPPB  
Asst. Contract Specialist – Team 1  
DPMM, Supplier Diversity  
FCPS – [jrwelsh@fcps.edu](mailto:jrwelsh@fcps.edu)

Notice of Award  
RFP 2000003910  
Page 3

Abacus Service Corporation  
Pricing Schedule

<b><u>DATA NETWORK STAFF SERVICES (DNSS):</u></b>	<b>Hourly Rate</b>
Senior Network Security Engineer – 5 years or more	\$98.63
Network Security Engineer – 5 years or more	\$85.48
Junior Network Security Engineer – 3 years or more	\$59.18
Network Security Analyst – less than 3 years	\$59.18
Senior Network Engineer – 5 years or more	\$98.63
Network Engineer– 5 years or more	\$85.48
Junior Network Engineer – 3 years or more	\$59.18
Network Analyst - industry certification with less than 3 years	\$59.18
Senior Cloud Network Security Engineer – 5 years or more	\$105.20
Cloud Network Security Engineer – 5 years or more	\$92.05
Junior Cloud Network Security Engineer – 3 years or more	\$65.75
Cloud Network Security Analyst – less than 3 years	\$65.75
DevOps Engineer – Minimum 3 years	\$92.05

Notice of Award  
RFP 2000003910  
Page 4

Ashburn Consulting, LLC  
Pricing Schedule

<b><u>DATA NETWORK STAFF SERVICES (DNSS):</u></b>	<b>Hourly Rate</b>
Senior Network Security Engineer – 5 years or more	\$158.00
Network Security Engineer – 5 years or more	\$143.00
Junior Network Security Engineer – 3 years or more	\$128.00
Network Security Analyst – less than 3 years	\$113.00
Senior Network Engineer – 5 years or more	\$158.00
Network Engineer– 5 years or more	\$143.00
Junior Network Engineer – 3 years or more	\$128.00
Network Analyst - industry certification with less than 3 years	\$113.00
Senior Cloud Network Security Engineer – 5 years or more	\$158.00
Cloud Network Security Engineer – 5 years or more	\$143.00
Junior Cloud Network Security Engineer – 3 years or more	\$128.00
Cloud Network Security Analyst – less than 3 years	\$113.00
DevOps Engineer – Minimum 3 years	\$150.00

Notice of Award  
RFP 2000003910  
Page 5

CDW Government LLC  
Pricing Schedule

NETWORK EQUIPMENT PROCUREMENT	Base Discount Percentage
Cisco: Full suite of access points, switches, routers, firewalls, DNA, ISE, licenses, software, and SmartNet.	5.00%
Juniper: Full suite of access points, switches, routers, firewalls, licenses, software and Juniper Care.	10.00%
F5: Full suite of load balancing, DNS, security products, licenses and maintenance / support programs.	2.00%
Commscope (Formerly Arris) – Carrier class cable TV type video network distribution solutions	2.00%
Schneider Electric - APC UPS equipment, licenses and software	30.00%
Exfo – Handheld OTDRs, Enterprise OTDRs, fiber monitoring software and alerting.	2.00%
Fortinet: Full suite of firewalls.	2.00%
The minimum discounts listed in this section represent the smallest reduction in prices offered by each manufacturer (OEM). CDW-G is pleased to provide Fairfax County with additional discounts based on the category breakdowns outlined below. Additionally, on a case-by-case basis and for large one-time purchases, CDW-G will work to negotiate additional savings with OEMs.	
Additional manufacturer offerings, solutions, and additional discounts	Base Discount Percentage
<b>Cisco</b>	
Enterprise Networking, Collaboration, and Security Hardware	41.50%
Data Center	60.00%
Software	20.00%
SmartNet/Maintenance	20.00%
Professional Services	5.00%
<b>Juniper</b>	
Hardware	52.00%
Software	38.00%
MIST Bundles	35.00%
MIST Subscriptions	25.00%
Services	10.00%
<b>F5</b>	
F5 Security (Firewalls)	9.00%
F5 Wireless	9.00%
F5 Network Appliances	9.00%
F5 Maintenance	7.25%
F5 Accessories/Other	2.00%
F5 Licenses/Related Licenses	2.00%
F5 Power/Cooling/Racks	2.00%
<b>Commscope</b>	
Commscope Switches	9.00%
Commscope Routers	9.00%
Commscope Wireless	9.00%
Commscope Network Appliances	9.00%
Commscope Maintenance	7.25%
Commscope Accessories/Other	2.00%
Commscope Licenses/Related Licenses	2.00%
Commscope Power/Cooling/Racks	2.00%
<b>Schneider Electric</b>	
APC by Schneider Electric All Products & Services	30.00%
<b>Exfo</b>	
Exfo All Products & Services	2.00%
<b>Fortinet</b>	
Fortinet Switches	17.00%
Fortinet Routers	17.00%
Fortinet Security (Firewalls)	17.00%
Fortinet Wireless	17.00%
Fortinet Network Appliances	17.00%
Fortinet Maintenance	2.00%
Fortinet Accessories/Other	2.00%
Fortinet Licenses/Related Licenses	2.00%
Fortinet Power/Cooling/Racks	2.00%
CDW-G is pleased to offer Fairfax County a discount off Manufacturer Suggested Retail Price (MSRP) structure for the OEMs listed in this response. The percentages represent the minimum discount that CDW-G have agreed upon offering and Fairfax County will receive for the duration of the contract. On a case-by-case basis and for large one-time purchases, CDW-G will work to negotiate additional savings with OEMs.	

Insight Public Sector  
Pricing Schedule

<b>NETWORK EQUIPMENT PROCUREMENT</b>	<b>Base Discount Percentage</b>
Cisco: Full suite of access points, switches, routers, firewalls, DNA, ISE, licenses, software, and SmartNet.	41.1% (Cisco Core & Compute products)
Juniper: Full suite of access points, switches, routers, firewalls, licenses, software and Juniper Care.	35.1% (Juniper hardware)
F5: Full suite of load balancing, DNS, security products, licenses and maintenance / support programs.	6.1%
CommScope (Formerly Arris) – Carrier class cable TV type video network distribution solutions	3.1%
Schneider Electric - APC UPS equipment, licenses and software	20.1%
EXFO – Handheld OTDRs, Enterprise OTDRs, fiber monitoring software and alerting.	10.1% (Exfo hardware and software)
Fortinet: Full suite of firewalls.	22.1% (Fortinet hardware and software)
<b>Additional manufacturer offerings, solutions, and additional discounts</b>	<b>Base Discount Percentage</b>
Cisco Market products	10.1%
Cisco Net products	0.0%
Cisco SMARTnet for Government: 1 year	20.1%
Cisco SMARTnet for Government: 3 years	25.1%
Cisco SMARTnet for Education: 1 year	32.1%
Cisco SMARTnet for Education: 3 years	36.1%
Juniper software and cloud	13.1%
Juniper support	9.1%
Juniper-provided services	2.1%
Exfo-provided services and support	0.0%
Fortinet cloud solutions, maintenance, and support	15.1%
Fortinet-provided services	2.1%

Notice of Award  
RFP 2000003910  
Page 7

Iron Bow Technologies, LLC  
Pricing Schedule

NETWORK EQUIPMENT PROCUREMENT		Base Discount Percentage
Cisco: Full suite of access points, switches, routers, firewalls, DNA, ISE, licenses, software, and SmartNet.		Hardware (Access Points, Switches, Routers, Firewalls) - 36% Software (DNA, ISE, Licenses, Software) - 20% SmartNet - 13%
Juniper: Full suite of access points, switches, routers, firewalls, licenses, software and Juniper Care.		Hardware (Access Points, Switches, Routers, Firewalls) - 22% Licenses / Software - 22% Juniper Care - 7%
F5: Full suite of load balancing, DNS, security products, licenses and maintenance / support programs.		4%
Commscope (Formerly Arris) – Carrier class cable TV type video network distribution solutions		2%
Schneider Electric - APC UPS equipment, licenses and software		15%
Exfo – Handheld OTDRs, Enterprise OTDRs, fiber monitoring software and alerting.		8%
Fortinet: Full suite of firewalls.		15%

Manufacturer	Iron Bow Reseller Level	Suite of Products Offered
Cisco	Gold Certified Partner	Full suite of access points, switches, routers, firewalls, DNA, ISE, licenses, software, and SmartNet
Juniper	Elite	Full suite of access points, switches, routers, firewalls, licenses, software, and Juniper Care
F5	Gold Level Partner	Full suite of load balancing, DNS, security products, licenses, and maintenance/support programs
CommScope	Authorized Reseller	Carrier class cable TV type video network distribution solutions
Schneider Electric	Premier APC partner	APC UPS equipment, licenses, and software
Exfo	Authorized Reseller	Handheld OTDRs, Enterprise OTDRs, fiber monitoring software and alerting
Fortinet	Advocate level	Full suite of firewalls