



County of Fairfax, Virginia

NOTICE OF AWARD

Date: **DEC 4 - 2015**

CONTRACT TITLE: IT HARDWARE, SOFTWARE & SERVICES

RFx NUMBER: RFP2000001273

CONTRACT NUMBERS: 4400006324

CONTRACT TYPE: Requirement (RQ)

NIGP CODES: 20453, 20454, 20491, 20625, 20687, 20811, 83885, 91828, 92045, 92047

CONTRACT PERIOD: Date of Award through December 4, 2020

RENEWALS: Five (5) One-Year Options

SUPERSEDES CONTRACTS: 4400000339

CONTRACTOR:
CAS Severn, Inc.
6201 Chevy Chase Drive
Laurel, MD 20707

SUPPLIER CODE:
1000008374

Contact: Mark Belluz or Jeff Miller
Telephone: 914-263-5865 or 43-994-4808
Email: mbelluz@cassevern.com or jmiller@cassevern.com

TERMS: Net 30 Days (ALL)

FOB: Destination

PRICES: See Attached Pricing Schedule

DPSM CONTACT: Lonnette Robinson, Contract Specialist Supervisor
Telephone: (703) 324-3281
Fax: (703) 324-3228
E-mail: lonnette.robinson@fairfaxcounty.gov

Department of Purchasing & Supply Management

12000 Government Center Parkway, Suite 427

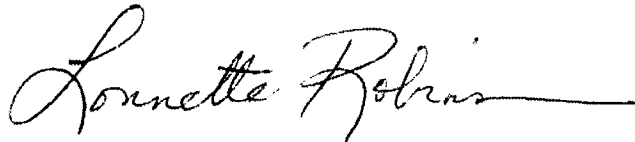
Fairfax, VA 22035-0013

Website: www.fairfaxcounty.gov/dpsm

Phone (703) 324-3201, TTY: 1-800- 828-1140, Fax: (703) 324-3228

ORDERING INSTRUCTIONS:

The Departments of Fairfax County may enter into FOCUS (Fairfax County Unified Systems) a shopping cart 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 (\$10k) will be routed to DPSM and a purchase order will be executed.



Lonnette Robinson, CPPB
Contract Specialist Supervisor

DISTRIBUTION:

Finance – Accounts Payable/e
DIT – Tonya Mills/e
DIT – Ron Shoram/e
FCPS/IT – Jean Welsh/e
DPSM, Supplier Diversity – Jason Im/e

Contract Specialist – Lonnette Robinson
ACS, Team 1 – J. Waysome-Tomlin

PRICING SCHEDULE

CAS Severn 

Part I – Hardware, Sections C, D, F & H

Type of Item	Minimum Percentage Discount Off Commercial MSRP
HP Intel and Blade Servers	15-30%
IBM System X & Lenovo Servers - Intel and AMD	5-35%
Dell Servers	15-30%
IBM System P Servers - UNIX	15-30%
HP UNIX and Integrity Servers	10%
IBM Enterprise Storage - XIV, DS8XXX and related	10-50%
IBM Mid-Range Storage - V7000, V5000 and related	10-35%
IBM Entry Level Storage - V3XXX and related	10-25%
HP Storage (all products - 3PAR, MSA, etc)	25-40%
Infinidat Hardware and Hardware Maintenance	10%
Pure Storage, Nimble Storage, or Tintri	8%
Nexsan Hardware and Hardware Maintenance	5%
IBM Network Hardware	20-30%
IBM Hardware Maintenance	2-5%
IBM Softlayer, BlueMix and Associated Maintenance	3%
Brocade SAN and Ethernet Hardware	30-40%
Brocade Maintenance	3%
Juniper Networking Hardware	30-40%
Juniper Maintenance	3%
Riverbed Hardware	30%
Riverbed Maintenance	3%
HP Maintenance	5%
Dell Maintenance	5%
HP Networking Products	10%

6201 Chevy Chase Drive, Laurel, MD 20707 800.252.4715 301.776.3400 Fax 301.776.3444 www.cas-severn.com

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Part II – Software

	Type of Item	Minimum Percentage Discount Off Commercial MSRP
	IBM Passport Advantage Software - Academic	60%
	IBM Passport Advantage Software - Non-Academic	5-20%
	Other IBM Software	5%
	IBM Software Maintenance	3%
	Brocade Software	10%
	Brocade Maintenance	3%
	Juniper Software	10%
	Juniper Software Maintenance	3%
	Riverbed Software	30%
	Riverbed Software Maintenance	3%
	HP Software	15-30%
	HP Software Maintenance	5%
	Dell Software	5-10%
	Dell Software Maintenance	5%
	Actifio Software	10%
	Infinidat Software and Software Maintenance	5%
	Nexsan Software and Software Maintenance	5%



Pact III – Associated Services

#	<u>Job Class</u>	<u>Labor Category Description</u>	<u>Proposed Labor Rate</u>
1	Associate Engineer (AE)	1-5 Years of Experiences with Installation and Set up of Equipment	\$100/Hr
2	Engineer (EGR)	3-5 Years of Experience with design, configuration, implementation of servers, backup and recovery and storage	\$140/Hr
8	Subject Matter Expert (SME)	Minimum of 8 years experience with design, configuration and implementation with networks, servers, storage and backup/recovery	\$185/Hr
4	Consulting Subject Matter Expert (CSME)	Minimum of 19 years experience with design, configuration and implementation with networks, servers, storage and backup/recovery	\$185/Hr
5	Sr Consulting SME (SrCME)	Minimum of 19 years experience with design, configuration and implementation with networks, servers, storage and backup/recovery	\$220/Hr
5	Senior Architect (SA)	Minimum of 19 years of Data Center Infrastructure Design and Implementation	\$220/Hr
7	Application Developer (AD)	Minimum of 19 years writing , testing and deploying custom software systems	\$140/Hr
8	Software Engineer (SE)	Performs systems and project analysis as necessary to design, integrate ,configure, deployment and testing of either Custom or COTS Software Systems.	\$185/Hr
7	Principle Consultant (PC)	Senior expertise in multiple disciplines. Up to 25 years of technical and/or management expertise	\$250/Hr
8	Project Manager (PM)	Minimum of 9 years experience with design, configuration and implementation and 2 years of Project Management experience	\$195/Hr
9	Imaging Cost	Custom Imaging Load	\$40/Laptop or Desktop or Server

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Listing Of Local Public Bodies

REFERENCE PARAGRAPH 29 OF THE SPECIAL PROVISIONS, "USE OF CONTRACTS BY OTHER PUBLIC BODIES." You may select those public bodies that this contract may be extended to; a "blank" will signify a "NO" response:

Alexandria Public Schools, VA	Manassas Park, Virginia
Alexandria Sanitation Authority	Maryland-National Capital Park & Planning Commission
Alexandria, Virginia	Maryland Transit Administration
Arlington County, Virginia	Metropolitan Washington Airports Authority
Arlington Public Schools, Virginia	Metropolitan Washington Council of Governments
Bladesburg, Maryland	Montgomery College
Bowie, Maryland	Montgomery County, Maryland
Charles County Public Schools, MD	Montgomery County Public Schools
College Park, Maryland	Northern Virginia Community College
Culpeper County, Virginia	Omni Ride
District of Columbia	Patomec & Rappahannock Trans. Commission
District of Columbia Courts	Prince George's County, Maryland
District of Columbia Public Schools	Prince George's County Public Schools
DC Water and Sewer Authority	Prince William County, Virginia
Fairfax County Water Authority	Prince William County Public Schools, VA
Fairfax, Virginia (City)	Prince William County Service Authority
Falls Church, Virginia	Rockville, Maryland
Fauquier County Government and Schools, Virginia	Spotsylvania County Schools, Virginia
Frederick, Maryland	Stafford County, Virginia
Frederick County Maryland	Takoma Park, Maryland
Gaithersburg, Maryland	Upper Occoquan Sewage Authority
Greenbelt, Maryland	Vienna, Virginia
Hempden, Virginia	Virginia Railway Express
Leesburg, Virginia	Washington Metropolitan Area Transit Authority
Loudoun County, Virginia	Washington Suburban Sanitary Commission
Loudoun County Public Schools	Winchester, Virginia
Loudoun County Sanitation Authority	Winchester Public Schools
Manassas, Virginia	
Manassas City Public Schools, Virginia	

Complete and return this form with your proposal.

CAS Severn Inc
Vendor Name