COUNTY OF ALAMEDA

Questions & Answers

to

RFP No. 901748

### for

**Computer Software, Hardware, Peripherals, Communication Equipment, and Accessories**

**Networking/Bidders Conferences Held on May 16, 2019**

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| **This County of Alameda, General Services Agency (GSA), RFP Questions & Answers (Q&A) has been electronically issued to potential bidders via e-mail. E-mail addresses used are those in the County’s Small Local Emerging Business (SLEB) Vendor Database or from other sources. If you have registered or are certified as a SLEB, please ensure that the complete and accurate e-mail address is noted and kept updated in the SLEB Vendor Database. This RFP Q&A will also be posted on the GSA Contracting Opportunities website located at** [**http://acgov.org/gsa\_app/gsa/purchasing/bid\_content/contractopportunities.jsp**](http://acgov.org/gsa_app/gsa/purchasing/bid_content/contractopportunities.jsp) |

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**Responses to Questions from the Bidders Conferences and Written Questions**

1. Page 5 of the RFP section C (Bidder Qualifications), item 1c. and 1d. states:

***Bidder shall be a verifiable Microsoft Gold Certified Partner for at least five (5) years.***

***Bidder shall participate in the Multiple States Contracting Alliance (MSCA) and be able to accept equipment configurations directly from MSCA.***

Is the County referring to National Association of State Procurement Officials (NASPO) or Western States Contracting Alliance (WSCA)?

* 1. **The County is referring to NASPO purchasing agreement such as WSCA or MSCA.**

1. Can the County clarify why MSCA is a requirement if the County is establishing their own contract?
   1. **The County would like to contract with a vendor who can utilize MSCA/WSCA pricing.**
2. Will the County accept WSCA/NASPO like pricing if a bidder has access to the configuration tools and configurations available on those contracts?
   1. **Yes, the County will accept the bid.**
3. If a bidder is Hewlett Silver Certified Business and not Platinum, will the County make an exception and allow bidder to submit their bid?

**A4) No, the County will only accept bid from a bidder with verifiable Hewlett Packard Platinum Certified Business Partner.**

1. If a bidder participates in NASPO and does not MSCA, are they allowed to submit a bid?
   1. **Yes, the County will accept the bid.**
2. Page 6 of the RFP, Section D (SPECIFIC REQUIREMENTS), states:

***D. SPECIFIC REQUIREMENTS***

***1. HP servers and storage solutions***

***2. HP Computers***

***3. HP and Apple Laptops/Tablets***

***4. Dell Wyse Thin Clients***

***5. Portable storage devices like USB Thumb Drives, portable hard drives***

***6. Wired and Wireless Mice***

***7. Wired and Wireless Keyboards***

***8. External Hard Drives***

***9. Computer Components like SSD and NVME Storage Devices, Memory and Video Cards***

***10. Software Licenses like Veeam, EG Innovations, Yellowfin, RescueAssist***

Are bidders allowed to offer products that are comparable to the HP equipment on the RFP?

* 1. **Yes, except for Line 1 (HP servers and storage solutions) of the RFP, bidders can submit additional pricing that is comparable to HP equipment in the RFP. Bidder has to submit in a separate sheet the equivalent manufacturer, model number and catalog number.**

1. Will Dell be able to offer comparable products for the HPE solutions/equipment?
   1. **No, the County will not accept bids for comparable products for the HPE solutions/equipment.**
2. The County has a list of 10 specific requirements, some of which denoting HP and some with Dell. Are these the only products covered in the RFP? For example, you mention you are standardized on HP printers, but print is not listed in the requirements. Will printers/copiers be included in this?
   1. **Please refer to page 6 of the RFP, Section I, Item D (SPECIFIC REQUIREMENTS) which states as follows:**

***“This list is not exclusive of all the miscellaneous IT hardware and software we may need and there is no guarantee that we will order any of these example items”.***

**Multi-function devices or copiers are not part of this RFP. Printers are included.**

1. We are trying to get a deal registration for the items listed in the RFP; however, our deal registration request is not valid because the deal registration is made by another business partner. This makes it difficult to stay competitive on cost because the deal registration will give another partner an exclusive discount. Therefore, are you open to requesting HP to include another bidder on the deal registration?
   1. **No, the County does not interfere with the HP established business practice.**
2. Will Dell be able to offer Deployment or Residence Service option as part of this RFP?
   1. **No, the County will handle these tasks in-house.**
3. What is the workload for the servers?
   1. **The workload for the servers varies depending on the projects the County is working on. Workload is based on multiple back-ups on the servers along with virtualization.**
4. What Operating System (OS) will run on the servers?
   1. **The OS that will be running in the servers varies depending on the County’s requirements.**
5. If the OS is running hypervisor on the servers, what guest OS will be on them?

**A13) The guest OS on servers varies depending on the County’s requirements.**

1. What applications and dependencies are there for the servers?
   1. **The applications and dependencies varies depending on the County’s requirements.**
2. What is the server network speed? Can the contractor use 25G network cards or is the contractor limited to 10G?
   1. **The server network speed is limited to 10G.**
3. Is this contract for all of the County’s needs in the next fiscal year, or a one-time purchase?
   1. **Please refer to page 4 of the RFP, Section A (INTENT) and states as follows:**

***The County intends to award a three-year contract (with option to renew) to the bidder(s) selected.***

1. Is the bidder required to use the resellers on the vendor bid list or can the bidder engage a different partner?
   1. **Please refer to the RFP, Exhibit C – VENDOR LIST which states as follows:**

**Below is the Vendor Bid List for this project consisting of vendors who have issued a copy of this RFP. This Vendor Bid List is being provided for informational purposes to assist bidders in making contact with other businesses as needed to develop local small and emerging business subcontracting relationships to meet the requirements of the Small Local Emerging Business (SLEB) Program:** [**http://www.acgov.org/gsa/departments/purchasing/policy/slebpref.htm.**](http://www.acgov.org/gsa/departments/purchasing/policy/slebpref.htm.)

1. The County mentions the word quantities several times in the RFP, but no specific quantities are listed. Quantities and volume are helpful for bidders to establish accurate pricing for this RFP. Can the County offer the specific quantities required?
   1. **Please refer to the Excel Bid Form that is included in the RFP.**
2. Is the County currently transitioning from Windows 7 to Windows 10?
   1. **The County is transitioning to Windows 10 from Windows 7. This transition is underway and a high priority for completion.**
3. Can a bidder encompass support and deployment services as part of the Windows 7 transition to Windows 10?
   1. **This service is not a requirement for this RFP and does not need to be submitted as part of the bid.**
4. Can the County provide instructions on how to complete the Computer Equipment event details and accessories PDF online?
   1. **The event details are for informational purposes only and not required as part of the bid response packet. The bidder should complete and submit their bid thru** [EZSourcing Supplier Portal](https://ezsourcing.acgov.org/). **Instructions on how to submit the bids can be found the Portal.**
5. How will the County account for price changes over the life of the contract based on any new tariffs for equipment that might be ordered from overseas or outside the U.S.?
   1. **Please refer to page 17 of the RFP, section N (PRICING):**

***All pricing as quoted will remain firm for the term of any contract that may be awarded as a result of this RFP.***

***Unless otherwise stated, Bidder agrees that, in the event of a price decline, the benefit of such lower price shall be extended to the County.***

***All prices are to be F.O.B. destination. Any freight/delivery charges are to be included.***

***Any price increases or decreases for subsequent contract terms may be negotiated between Contractor and County only after completion of the initial term.***

The following participants attended the Networking/Bidders Conference:

|  | **Company Name / Address** | **Representative** | **Contact Information** |
| --- | --- | --- | --- |
| 1. | **AEKO Consulting**  **1939 Harrison St. Suite 420**  **Oakland, CA 94642** | **Ismael Okunade** | Phone: **(510) 593-6164** |
| E-Mail: **ismaelo@aeko.com** |
| Prime Contractor:  **N/A** |
| Subcontractor: **N/A** |
| Certified SLEB: **N/A** |
| 2. | **Integrity Technology**  **PO Box 2254**  **Castro Valley,**  **CA 94546** | **Jackie Smith-McKaig** | Phone: (**510) 969-4065** |
| E-Mail: [**jackie@integritytechnology.org**](mailto:jackie@integritytechnology.org) |
| Prime Contractor:  **N/A** |
| Subcontractor: **N/A** |
| Certified SLEB:  **Yes** |
| 3. | **Compucom**  **8106 Calvin Hall Rd,**  **Fort Mill, SC 29707** | **Ana Lopez** | Phone: **(916) 806-0955** |
| E-Mail: **ana.lopez@compucom.com** |
| Prime Contractor:  **Yes** |
| Subcontractor: **N/A** |
| Certified SLEB: **No** |
| 4 | **Dell**  **5455 Great America PKWY**  **Santa Clara, CA 95054** | **Vincent Galbreath** | Phone: **(925) 308-3444** |
| E-Mail: **Vincent.Galbreath@Dell.com** |
| Prime Contractor:  **Yes** |
| Subcontractor: **N/A** |
| Certified SLEB: **Yes** |

### EXHIBIT C

VENDOR LIST

RFP No. 901748 – Computer Software, Hardware, Peripherals, Communication Equipment, and Accessories

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| **RFP No. 901748 Computer Hardware Parts** | | | | | | |
| **Business Name** | **Name** | **Phone** | **Address** | **City** | **ST.** | **Email** |
| AAA Computers & Technologies, Inc. | Kabir Kamran | 877-900-7255 | 46540 Fremont Blvd #502 | Fremont | CA | [kabir@aaacompu.com](mailto:kabir@aaacompu.com) |
| CompuCom | Ana Lopez | 916-806-0955 | 8383 Dominion Parkway | Plano | TX | [ana.lopez@compucom.com](mailto:ana.lopez@compucom.com) |
| The PC Professional | Joe Santorsiero | 510-874-5861 | 1615 Webster St | Oakland | CA | [joe@pcprofessional.com](mailto:joe@pcprofessional.com) |
| CDW-G | Alex Picchietti | 877-707-7850 | 200 N. Milwaukee Ave | Vernon Hills | IL | [alexpic@cdwg.com](mailto:alexpic@cdwg.com) |
| Saitech, Inc. | Sam Sharma | 510-440-0256 x304 | 42640 Christy St. | Fremont | CA | [sam@esaitech.com](mailto:sam@esaitech.com) |
| Central Computers of East Bay, Inc. | Craig Yeung | 925-484-5888 | 5745 Johnson Dr. | Pleasanton | CA | [ebcorp@centralcomputer.com](mailto:ebcorp@centralcomputer.com) |
| Network Designs Integration | Angie Wong | 510-249-9549 | 103 Hammond Ave | Fremont | CA | [angie.wong@network-designs.com](mailto:angie.wong@network-designs.com) |
| QES Computers Inc. | Lawrence Ling | 925-463-8100 | 5321 Hopyard Road # J | Pleasanton | CA | [lawrence@qescorp.com](mailto:lawrence@qescorp.com) |
| Dell | Vincent Galbreath | 925-308-3444 | 5455 Great America Pkwy | Santa Clara | CA | Vincent.Galbreath@Dell.com |
| AEKO Consulting | Ismael Okunade | 510-593-6164 | 1939 Harrison St. Suite 420 | Oakland | CA | [ismaelo@aeko.com](mailto:ismaelo@aeko.com) |
| Integrity Technology | Jackie Smith-McKaig | 510-969-4065 | PO Box 2254 | Castro Valley | CA | [jackie@integritytechnology.org](mailto:jackie@integritytechnology.org) |