



County of Fairfax, Virginia

NOTICE OF AWARD

REVISED

(Change in CDW-G Contact Information)

Date: May 19, 2017

CONTRACT TITLE: IT HARDWARE, SOFTWARE & SERVICES

RFx NUMBER: RFP2000001273

CONTRACT NUMBERS: 4400006325

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:
CDW Government LLC
230 N. Milwaukee Ave.
Vernon Hills, IL 60061

SUPPLIER CODE:
1000011648

Contact: Tim Younger or Joseph R. Barese III
Telephone: 866-270-9060 or 866-819-6497
Fax: 732-730-2698 or 847-990-8027
Email: timyoun@cdwg.com or josebar@cdwg.com

Field Account Manager: Mike Shelburn @ 703-262-8046 or mikeshe@cdw.com

TERMS: Net 30 Days (ALL)

FOB: Destination

PRICES: See Attached Pricing Schedule

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

Department of Procurement & Material Management
12000 Government Center Parkway, Suite 427
Fairfax, VA 22035-0013
Website: www.fairfaxcounty.gov/dpmm
Phone (703) 324-3201, **TTY:** 711, **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 DPMM and a purchase order will be executed.

A handwritten signature in cursive script, reading "Lonnette Robinson". The signature is written in dark ink and is positioned above a horizontal line.

Lonnette Robinson, CPPB
Contract Specialist Supervisor

DISTRIBUTION:

Finance – Accounts Payable/e
DIT – Melanie Quinn/e
DIT – Michael Franks/e
FCPS/IT – Jean Welsh/e
DPMM, Supplier Diversity – Jason Im/e

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

PRICING SCHEDULE

CDW-G Pricing Summary	
Product Type	Discount Schedule
Accessories	5.50%
Power, Cooling & Racks	5.25%
Desktop Computers	3.25%
HP & Lenovo – Enhanced Discount– Desktops	5.50%
Data Storage/Drives	5.25%
Enterprise Storage	6.00%
NetApp EMC & Nutanix – Enhanced Discount- Enterprise	9.00%
Digital Imaging-Camera/Scanner	5.25%
Servers & Server Management	4.50%
Cisco, HP, Lenovo, IBM & Nutanix – Enhanced Discount- Servers	7.00%
Services (CDW Delivered)	0.00%
Notebook/Mobile Devices	4.50%
HP, Lenovo, Microsoft & Panasonic – Enhanced Discount- Notebooks	6.50%
NetComm Products	7.00%
Cisco & HP – Enhanced Discount- NetComm	10.00%
Medical Carts/Office Equipment	7.50%
Printers	3.25%
HP/Xerox – Enhanced Discount- Printers	5.25%
Printer Supplies	5.00%
Services (3 rd Party / OEM Delivered)	5.00%
Training (3 rd Party / OEM Delivered)	5.00%
Software	5.50%
Citrix, VMWare, Symantec & Microsoft – Enhanced Discount-	8.50%
Telephony	6.00%
Memory/System Components	15.00%
Video/Monitors/Cards/Projector	5.50%
Cable	17.00%

CDW-G Fairfax County Services Offering		
CDW-G Managed Services		
Type of Service	Additional description, such as included features, if needed	Price Structure
Insight reports	Provides monthly detailed records of system hardware and software inventory, and all configurations, defines current capacity of system and trunk line resources and compares current versus future needs, reviews configurations for maximum optimization of the system.	\$3480 per annum
TAS (Technical Account Supervisor)	Single point of contact to coordinate priority Service activities between customer, COWG Managed Services partner and OEM. the TAS will monitor and manage your open cases and SLA performance, Maintain a running action registry of technical and account-related issues, Act as your Single Point of Contact for escalations of day-to-day technical issues and Conduct Root-Cause Analysis (where necessary and agreed-upon)	1/5th time is \$4500 per month. Full time is \$22,500 per month
Software Update Management (SUM)	An experienced Software Update Specialist will support you throughout the end-to-end Update/Patch Management Process. This Coordinator will: Be familiar with your business, operations, and change management requirements, work with you to tailor a proactive Update strategy and deployment plan, based on your business requirements and the recommended Update intervals for your product configuration., oversee the process, beginning with us performing an initial inventory of your existing software / firmware releases, and coordinating all of our Managed Services proactive support for ongoing Updates through the term of your Agreement. This process will normally occur during the regular Update intervals you selected on your CDWG Service Agreement Order.	annual: \$500 base charge, \$400 one time set up, and then \$40 per year for each gateway, server, circuit pack, media module, etc. Semi annual: \$800 base charge, \$600 one time set up, \$72 per gateway, server, circuit pack, media module, etc. quarterly: \$1400 base charge, \$1300 one time set up fee, \$136 per gateway, server, media module, circuit pack, etc
CDW-G Services Rate Card		
Job Title		Hourly Rate
Administrative Support Personnel		\$ 100.00
Associate Consultant Engineer		\$ 165.00
AV / IWB tech		\$ 125.00
Break/Fix Tech 1		\$ 85.00
Break/Fix Tech 2		\$ 125.00
Cabling Engineer		\$ 225.00
call recording engineer for all Call Recording Applications		\$ 290.00
Consultant- professional AV		\$ 250.00
Content Management Configurer		\$ 200.00
Content Management Developer		\$ 225.00
Content Management Project Manager		\$ 275.00

Control Systems Programmer I	\$	150.00
Control Systems Programmer II	\$	190.00
Control Systems Programmer III	\$	225.00
Critical Maintenance - 7 X 24	\$	290.00
Critical Maintenance - Business Day (8:00am - 6:00pm)	\$	225.00
Development Lead	\$	250.00
DLP Implementation Engineer - OnSite	\$	306.64
DLP Implementation Engineer -Via Remote Access	\$	225.00
Mid-level Consultant Engineer	\$	200.00
Network Architect	\$	225.00
Network Consultant	\$	200.00
Network Engineer 1	\$	190.00
Network Engineer 2	\$	200.00
Networking Tech	\$	150.00
Networking Tech 2	\$	175.00
Principal Messaging Engineer	\$	190.21
Principal Security Engineer	\$	250.00
Principal Systems Engineer	\$	225.00
Program Manager	\$	200.00
Project Coordinator I	\$	140.00
Project Coordinator II	\$	150.00
Project Management - Sr	\$	225.00
Project Manager I	\$	150.00
Project Manager II	\$	180.00
Security Architect	\$	190.00
Senior Business Process Consultant	\$	250.00
Senior Consultant	\$	275.00
Senior Consultant Engineer	\$	225.00
Senior Data protection Specialist	\$	200.00
Senior Network Engineer 1	\$	190.00
Senior Network Engineer 2	\$	225.00
Senior Security Engineer	\$	225.00

Senior Technical Architect		\$ 300.00
Senior Virtualization Engineer		\$ 225.00
Server Tech		\$ 125.00
Server Tech 1		\$ 175.00
Server Tech 2		\$ 195.00
Storage Architect		\$ 190.00
Storage Engineer		\$ 200.00
Systems Architect		\$ 190.00
Technical Architect		\$ 250.00
Telecom System Maintenance - Business Day (8:00am - 6:00pm)		\$ 185.00
Vehicle Install - 2		\$ 175.00
Vehicle Install - 1		\$ 100.00
Vehicle Install- 3		\$ 210.00
Virtualization Engineer		\$ 200.00
Other Service Offerings		
Avaya/Lucent Definity, IP Office, Partner, Magix, Legend/Wire technician (remote) for Partner, Legend and Magix product families and associated peripherals- e.g. messaging- and any order with wire only (no PBX programming or testing). Used for traditional Definity (DF), IP Office (IP) and related peripheral equipment (e.g. Intuity messaging; Voice Mail Pro) and T&M orders that include working with the switch or associated peripherals.		\$ 190.00
Complex/Server Application engineer for all design, installation, troubleshooting and/or training requests for the following: Wireless and security; VoIP services e.g. QoS design & implementation; VPN installations; LAN/WAN services; complex server-based applications e.g. Modular Messaging, SIP Server, CMS, Right Fax, Call Center		\$ 230.00
SXXXX/Converged Systems technician for Sxxx series Communications Manager and associated peripherals (IP Softphone, Intuity).		\$ 210.00

Additional Services Pricing - Managed Services, Maintenance agreements
 BIDDER NAME: CDW Government LLC

Description	Additional description, such as included features, if needed	price
Insight reports	Provides monthly detailed records of system hardware and software inventory, and all configurations, defines current capacity of system and trunk line resources and compares current versus future needs, reviews configurations for maximum	\$3480 per annum
TAS (Technical Account Supervisor)	Single point of contact to coordinate priority Service activities between customer, CDWG Managed Services partner and OEM. the TAS will monitor and manage your open cases and SLA performance, Maintain a running action registry of technical and account-related issues, Act as your Single Point of Contact for escalations of day-to-day technical issues and Conduct Root-Cause	1/5th time is \$4500 per month. Full time is \$22,500 per month
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ICON Monitoring and Diagnostic Software

	ICON provides end-to-end visibility of the entire converged infrastructure and associated VoIP applications. The iCON Converged Management Network Management tool is a turnkey network monitoring and management platform specifically designed to focus on converged networks with Avaya Communications at their core. iCON provides end-to-end control and real/historical reporting to manage VoIP call configuration, health, capacities, utilization and tools and analytical	approximately \$65 per month per server, and \$20 per month per gateway, plus \$.60 per user per month. Set-up fees vary by engagement.
TEM (Telecom Expense Management)	TEM defines the telecom applications, assets, services and projects in place. SPS then reviews your service, software and telecom providers, and the integration of your ERP, Financial, CRM, providers and supply chain applications to	each engagement priced on custom basis

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:

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

Complete and return this form with your proposal.

CDW Government LLC

Vendor Name