

County of Fairfax, Virginia

NOTICE OF AWARD

(Change in CDW-G Contact Information)

91828, 92045, 92047

Five (5) One-Year Options

Date: May 19, 2017

CONTRACT TITLE:

IT HARDWARE, SOFTWARE & SERVICES

Date of Award through December 4, 2020

20453, 20454, 20491, 20625, 20687, 20811, 83885,

RFx NUMBER:

RFP2000001273

<u>CONTRACT NUMBERS</u>: 4400006325

<u>CONTRACT TYPE</u>: Requirement (RQ)

NIGP CODES:

CONTRACT PERIOD:

RENEWALS:

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 IIITelephone:866-270-9060 or 866-819-6497Fax:732-730-2698 or 847-990-8027Email: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

DPMM CONTACT:Lonnette Robinson, Contract Specialist SupervisorTelephone:(703) 324-3281Fax:(703) 324-3228E-mail:Ionnette.robinson@fairaxcounty.gov

Notice of Award IT Hardware, Software & Related Services Page 2

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.

nnette 9 Johns

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

Product TypeDiscount ScheduleAccessories5.50%Power, Cooling & Racks5.25%Desktop Computers3.25%HP & Lenovo – Enhanced Discount–5.50%Desktop Storage6.00%NetApp EMC & Nutanix – Enhanced9.00%Digital Imaging-Camera/Scanner5.25%Servers & Server Management4.50%Cisco, HP, Lenovo, IBM & Nutanix –7.00%Enhanced Discount- Servers9.00%Services (CDW Delivered)0.00%Notebook/Mobile Devices4.50%HP, Lenovo, Microsoft & Panasonic –6.50%Enhanced Discount- Notebooks7.00%NetComm Products7.00%Medical Carts/Office Equipment7.50%Printers3.25%HP/Xerox – Enhanced Discount- Printers5.25%Services (3rd Party / OEM Delivered)5.00%Services (3rd Party / OEM Delivered)5.00%Services (3rd Party / OEM Delivered)5.00%Services (3rd Party / OEM Delivered)5.00%Citrix, VMWare, Symantec & Microsoft –8.50%Finhanced Discount-8.50%Citrix, VMWare, Symantec & Microsoft –8.50%Citrix, VMWare, Symantec & Microsoft –8.50% <t< th=""><th colspan="4">CDW-G Pricing Summary</th></t<>	CDW-G Pricing Summary			
Power, Cooling & Racks5.25%Desktop Computers3.25%HP & Lenovo – Enhanced Discount– Desktops5.50%Data Storage/Drives5.25%Enterprise Storage6.00%NetApp EMC & Nutanix – Enhanced Discount- Enterprise9.00%Digital Imaging-Camera/Scanner5.25%Servers & Server Management4.50%Cisco, HP, Lenovo, IBM & Nutanix – Enhanced Discount- Servers7.00%Services (CDW Delivered)0.00%Notebook/Mobile Devices4.50%HP, Lenovo, Microsoft & Panasonic – Enhanced Discount- Notebooks6.50%NetComm Products7.00%Cisco & HP – Enhanced Discount- NetComm10.00%Medical Carts/Office Equipment7.50%Printers3.25%Printers3.25%Printers5.25%Services (3rd Party / OEM Delivered)5.00%Services (3rd Party / OEM Delivered)5.00%Starty / OEM Delivered)5.00%Services (3rd Party / OEM Delivered)5.00%Training (3rd Party / OEM Delivered)5.00%Citrix, VMWare, Symantec & Microsoft – Enhanced Discount-8.50%Telephony6.00%Memory/System Components15.00%Video/Monitors/Cards/Projector5.50%	Product Type	Discount Schedule		
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Memory/System Components15.00%Video/Monitors/Cards/Projector5.50%	· · · · ·	8.50%		
Memory/System Components15.00%Video/Monitors/Cards/Projector5.50%	Telephony	6.00%		
Video/Monitors/Cards/Projector 5.50%		15.00%		
		5.50%		
	Cable	17.00%		

	CDW-G Fairfax County Services Offering	
	CDW-G Managed Services	
Type of Service	Additonal 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 husiness 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 pe 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, ciruit pack, etc
	CDW-G Services Rate Card	
Job Title		Hourly Rate
dministrative Support Personnel		\$ 100.00
ssociate Consultant Engineer		\$ 165.00
V / IWB tech		\$ 125.00
reak/Fix Tech 1		\$ 85.00
reak/Fix Tecb 2		\$ 125.00
abling Engineer		\$ 225.00
all recording engineer for all Call Recording pplications		\$ 290.00
onsultant-professional AV		\$ 250.00
ontent Management Configurer		\$ 200.00
ontent Management Developer		\$ 225.00
ontent Management Project Manager		\$ 275.00

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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 (B: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
Vetworking Tech	\$ 150.00
Vetworking Tech 2	\$ 175.00
Principal Messaging Engineer	\$ 190.21
rincipal Security Engineer	\$ 250.00
rincipal Systems Engineer	\$ 225.00
rogram Manager	\$ 200.00
roject Coordinator I	\$ 140.00
roject Coordinator II	\$ 150.00
roject Management - Sr	\$ 225.00
roject Manager I	\$ 150.00
roject Manager II	\$ 180.00
ecurity Architect	\$ 190.00
enior Business Process Consultant	\$ 250.00
enior Consultant	\$ 275.00
enior Consultant Engineer	\$ 225.00
enior Data protection Specialist	\$ 200.00
nior Network Engineer 1	\$ 190.00
nior Network Engineer 2	\$ 225.00
nior Security Engineer	\$ 225.00

Senior Technical Architect		\$ 300.0
Senior Virtualization Engineer		\$ 225.0
Server Tech		\$ 125.0
Server Tech 1		\$ 175.0
Server Tech 2		\$ 195.0
Storage Architect		\$ 190.0
Storage Engineer		\$ 200.0
Systems Architect		\$ 190.0
Technical Architect		\$ 250.0
Telecom System Maintenance - Business Day (8:00am - 6:00pm)		\$ 185.0
Vehicle Install - 2		\$ 175.0
Vehicle Install -1		\$ 100.0
Vehicle Install- 3		\$ 210.0
Virtualization Engineer		\$ 200.0
	Other Service Offerings	
Avaya/Lucent Definity, IP Office, Partner, Magix, egend/Wire technician (remote) for Partner, Legend Ind Magix product families and associated peripherals- g, messaging- and any order with wire only (no PBX rogramming or testing). Used for traditional Definity DF), IP Office (IP) and related peripheral equipment (e.g. ntuity messaging; Voice Mail Pro) and T&M orders that Include working with the switch or associated veripherals.		\$ 190 0
complex/Server Application engineer for all design, installation, troubleshooting and/or training requests for he following: Wireless and security; YoIP services e.g. QoS design & implementation; VPN stallations; LAN/WAN services; complex server-based pplications e.g. Modular Messaging, SIP Server, CMS, light Fax, Call Center		
XXXX/Converged Systems technician for Sxxx series		\$ 230.00
ommunications Manager and associated peripherals (IP oftphone, Intuity).		\$ 210.00
		\$210.00

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

Description	Additonal description, such as included	
Insight reports	features, if needed	price
insight reports		\$3480 per annun
	hardware and software inventory, and all	
	configurations, defines current capacity of	
	system and trunk line resources and	
	compares current versus future needs,	
TAS (Technical Account Surgeriter)	reviews configurations for maximum	
TAS (Technical Account Supervisor)		1/5th time is
		\$4500 per mont
	Managed Services partner and OEM. the TAS	Full time is
		\$22,500 per
		month
	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	
Software Update Management (SUM)		annual: \$500 bas
		charge, \$400 one
		time set up, and
		hen \$40 per yea
		or each gateway
	management requirements, work with you to s	erver, circuit
		oack, media
		nodule, etc. Ser
	requirements and the recommended Update a	annual: \$800 bas
	intervals for your product configuration.,	harge, \$600 one
	oversee the process, beginning with us	ime set up, \$72
	performing an initial inventory of your	oer gateway,
	existing software / firmware releases, and s	erver, circuit
	coordinating all of our Managed Services p	ack, media
	proactive support for ongoing Updates	nodule, etc.
	through the term of your Agreement. This q	uarterly: \$1400
		ase charge,
	·	1300 one time
		et up fee, \$136
		er gateway,
	· · · · · · · · · · · · · · · · · · ·	erver, media
		nodule, ciruit
		odule, chuit
CON Monitoring and Diagnostic Software	iCON provides end-to-end visibility of the a	pproximately \$6
		er month per
		erver, and \$20
		er month per
	•••••	ateway, plus \$.6
		er user per
		ionth. Set-up
		es vary by
	their core. iCON provides end-to-end control en	
	and real/historical reporting to manage VoIP	-DoBerneitte
	call configuration, health, capacities,	
	utilization and tools and analytical	
M (Telecom Expense Management)	TEM defines the telecom applications, assets, ea	ach engagement
· •		riced on custom
		asis
	providers, and the integration of your ERP,	000
	Financial, CRM,	
	providers and supply chain applications to	

CDW Government LLC October 7, 2014

15 Volume II - Cost Proposal

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	'	monthly pricing per user		discount			
	1						-
				depends on customer environment user-count			
				and specific support			
Maneged Services Support standard *			\$650	requirements	*one time setup fee \$15-\$25k		
					one time setup ree \$15-\$25k	olised on site/user/requireme	nts
			_				
	1						
	1						
				depends on customer environment, user-count			
	1			and specific support			
faneged Services Emergency support *				requirements	°one time setup fee \$15-\$25k b		
					one take setop ree \$15-\$25k p	ased on site/user/function re	quirements
		· · · · · · · · · · · · · · · · · · ·					4
Optional Remote Managed Services - prices/info-							
							1
	1			ADVANCE		AVAILABILITY	
				MONITORING [BRONZE]			
				Monthly Cost			NOTES
		Qty		Per Unit	Monthly Cost Per Unit	Monthly Cost	
ISCOVOICT SERVERS					Ter Olur	Per Unit	
isco -		1-4	_	818			
allManager Servers		5-9			430		J
	10 +	5-9		\$160	43.24	\$600	
isco –				\$140	\$280	\$700	other UC/U quantities mi
II Other UC/UCCE Servers		1-4		\$180	\$360	\$600	combined (
		5 - 9		\$160	\$320	\$550	
	10 - 24			\$1+0		\$475	
		25+		Negotiable	Negotiable	Negotiable	servers in t
the second se	1				1 vego danie	regourne	section.
ISCO NETWORK DEMCES	فمعقال	1911	-		······		
isco Routers & Gateways		1-4					
Il Cisco modele)	<u> </u>	5-9		\$90	\$145	\$180	
iver and Gold services include telco circuit management	10.7	3-9		\$80	\$130	\$160	
	10 - 24			\$70	\$110	\$140	
	25 - 50			\$60	\$100	\$120	
		50+		egotiable	Negotiable	Negotiable	
sco Access Switches g. C29XX, 35XX, 37XX Nexus 2XXX - 5XXX)		1-4		\$55		0	
	5-9			\$50	\$65	\$80	
a				\$40	\$55	\$70	
e,	10 - 24				\$50	\$65	
a) and and the and and a stand							
on an only only of the real and the sources	10 - 24 25 - 49		_	\$35	\$30	\$55	
		50+		\$35 legotiable		\$55 Negotiable	Cisco route
sco Chassis Switches		50+ Any		\$35	\$40		
sco Chassis Switches SXX, 65XX, Nexus 7XXX)				\$35 legotiable	\$40	Negotiable	switch and fir quantities ma
isco Chassis Switches 5XX, 65XX, Nexus 7XXX) urther discussion required. Actual cost is based on quantity and role of line cards inside asia)				\$35 legotiable	\$40 Negotiable	Negotiable	Cisco route switch and fire quantities may combined fo
sco Chassis Switches SXX, 65XX, Nexus 7XXX) inter discussion required. Actual cost is based on quantity and role of line cards inside		Any		\$35 legotiable \$175	\$40	Negotiable	switch and fire quantities may combined fo volume disco
sco Chassis Switches SXX, 65XX, Nexus 7XXX) ether discussion required. Actual cost is based on quantity and role of line cards inside sub.)				\$35 legotiable	\$40 Negotiable	Negotiable	switch and fire quantities may

Service level description info		
Advanced Monitoring (Bronze)	Proactive Maintenance (Silver)	Availability Management (Gold)
Comprehensive Monitoring, alerting, and Incident escalation service Expert engineering support 24x7 on a time and materials basis	Allof the Avanced Monitoring features, plus full-lifecycle patch notices, analysis and patch priority, and application of patch on customer system. Expert engineering support 24x7 on a time and materials basis	All of the Proactive Maintenance features, plus all day-to-day engineering support. Provides 24x7

RFP2000001273 Appendix B

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
	Alexandria Sanitation Authority		Maryland-National Capital Park & Planning
X		X	Commission
X	Alexandria, Virginia	X	Maryland Transit Administration
X X	Affington County, Virginia	X	Metropolitan Washington Airports Authority
	Arlington Public Schools, Virginia	X	Metropolitan Washington Council of Governments
X	Bladensburg, Maryland	X	Montgomery College
X X	Bowie, Maryland	X	Montgomery County, Maryland
X	Charles County Public Schools, MD	TX	Montgomery County Public Schools
X	College Park, Maryland	X	Northern Virginia Community College
X	Clapeper County, Virginia	X	Omni Ride
X X X	District of Columbia	T X	Potomac & Rappahannock Trans. Commission
X	District of Columbia Courts	T 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	1 x	Prince William County Public Schools, VA
X	Fairfax, Virginia (City)	X	Prince William County Service Authority
X	Fails 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		Takoma Park, Maryland
X	Gaithersburg, Maryland	X	Upper Occoguan Sewage Authority
x _	Greenbelt, Marviand	X	Vienna, Virginia
X	Herndon, Virginia	1 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	1 x	Winchester, Virginia
X	Loudoun County Sanitation Authority	x	Winchester Public Schools
X	Manassas, Viroinia	1 ^	
x	Manassas City Public Schools, Virginia		

Complete and return this form with your proposal.

	CDW	Government	LLC
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Vendor Name

CDW Government LLC

Fairfax County RFP2000001273