



Brown Enterprise Solutions

5935 Wilcox Place, Suite E

Dublin, Ohio 43016

Office: 614.588.0248

October 25, 2018

Robin Cook
City of Columbus
Department of Technology
P.O. Box 2949
Columbus, OH 43216

Reference: RFQ#010593: DOT/VERITAS NETBACKUP

Dear Ms. Cook,

Brown Enterprise Solutions is a multi-million dollar technology provider of hardware, software, services and solutions to the State of Ohio agencies as well as Ohio Universities and Colleges for more than 15 years with proven expertise and a reference list of satisfied clients. We take pride in our ability to deliver the right technology solutions to meet your business needs while providing the best service and value in the business. The partnerships we have developed with top technology leaders like Veritas enables us to provide the best of breed technology and solutions to our clients at a most competitive price. We are dedicated to providing an environment of mutual trust with the highest level of integrity and customer service.

The primary contact for this RFQ is Doreen Needham, Account Executive. Ms. Needham has the authority to answer questions regarding this proposal. Ms. Needham's contact information is as follows:
Email: dneedham@besolutions.org Phone: (614) 588-0248 Ext. 21

Brown Enterprise Solutions was established in 2002 and is an Ohio LLC with a Federal Tax ID # 90-0353698; D-U-NS number 111417676, and with a principal place of business being 5935 Wilcox Place, Suite E, Dublin, Ohio 43016.

Brown Enterprise Solutions is State of Ohio MBE and EDGE certified.

Regards,

George Brown
President/CEO

**City of Columbus, Department Technology
Veritas NetBackup Maintenance and Support
Detailed Specifications**

1.0 SCOPE AND CLASSIFICATION

1.1 **Scope:** It is the intent of the City of Columbus, Department of Technology to obtain formal bids to establish a contract for the purchase of Veritas NetBackup standard perpetual licenses and maintenance and support for existing licenses.

1.2 **Classification:** The contract resulting from this bid proposal will provide for the purchase license and support as outlined in this specification. The City seeks quotes from Veritas authorized dealers/resellers/partners only. The City's Veritas account executive is stanley.paige@veritas.com, denny.reilly@veritas.com.

1.3 For additional information concerning this bid, including procedures on how to submit a proposal, you must go to the City of Columbus Vendor Services web site at <http://vendors.columbus.gov/sites/public> and view this bid number.

2.0 APPLICABLE PUBLICATIONS AND STANDARDS

2.1 N/A

3.0 REQUIREMENTS

3.1 General Information:

3.1.1 **Term:** The contract awarded as a result of this bid is for term periods outlined in the specifications. The City does not enter into automatic renewal contracts, however upon mutual agreement and authorized appropriation the City may enter into two additional one-year terms.

3.1.3 **Quantity:** See bid specification

3.2 **Bidder Requirements:** The City will use the requirements of this section to determine if each bidder meets the minimum standards to be considered a responsible bidder. **Please print, complete and attach** Reference pages and attach any supplemental pages as may be necessary to meet these requirements. **For instructions on how to attach a document to your bid, go to page 15 of the Vendor Services User Guide.**

3.2.2 **Contact Information Required:** The reference contact information shall include the customer name, customer e-mail address, street address, telephone number, fax number, contact name and equipment purchase date.

3.2.2.1 The City has instructional videos to assist bidders at the portal. Tutorial videos are available to be viewed through You Tube or by clicking the following link:

https://www.youtube.com/channel/UCTIkkGNM7GHIITzoqQVNJIA/videos?shelf_id=0&view=0&sort=dd

**City of Columbus, Department Technology
Veritas NetBackup Maintenance and Support
Detailed Specifications**

3.3 Requirement Specifications:

3.3.1

Line No.	Part No.	Description	Qty	Unit Price	Amount
10	10915-M0399-23	ESSENTIAL 12 MONTHS RENEWAL FOR NETBACKUP PLATFORM BASE COMPLETE ED XPLAT 1 FRONT END TB ONPREMISE STANDARD PERPETUAL LICENSE QTY 11 to 50 GOV Veritas - 10915-M0399-23 Start Date: 01/01/2019 End Date:12/31/2019	88	\$ 1,855.00	\$ 163,240.00
20	10915-M0374-23	ESSENTIAL 12 MONTHS RENEWAL FOR NETBACKUP PLATFORM BASE COMPLETE ED XPLAT 1 FRONT END TB ONPREMISE STANDARD PERPETUAL LICENSE QTY 0 to 10 GOV Veritas - 10915-M0374-23 Start Date: 01/01/2019 End Date:12/31/2019	11	\$ 2,065.00	\$ 22,715.00
30	10915-M0399	NETBACKUP PLATFORM BASE COMPLETE ED XPLAT 1 FRONT END TB ONPREMISE STANDARD PERPETUAL LICENSE QTY 11 to 50 GOV Veritas - 10915-M0399 Contract: (New License - Compliance)	20	\$ 4,316.00	\$ 86,320.00
40	10915-M0399-21	ESSENTIAL 28 MONTHS INITIAL FOR NETBACKUP PLATFORM BASE COMPLETE ED XPLAT 1 FRONT END TB ONPREMISE STANDARD PERPETUAL LICENSE QTY 11 to 50 GOV Veritas - 10915-M0399-21 Start Date: 10/25/2017 End Date: 10/24/2019 Contract: (Compliance License Essential support)	20	\$ 2,553.00	\$ 51,060.00

4.0 SAMPLING, INSPECTION AND TEST PROCEDURES

4.1 N/A

5.0 ORDERING, DELIVERY and INVOICING

5.1 **Ordering Procedure:** A written purchase order will be established by the Director of the Department of Technology. The Purchase Order will have the delivery information and invoice information.

5.2 **Invoicing:** Each invoice shall show the City Purchase Order number, a brief description identifying the item, the unit price, and the total amount. The invoice amount must

**City of Columbus, Department Technology
Veritas NetBackup Maintenance and Support
Detailed Specifications**

exactly match the purchase order amount in accordance with the bid proposal. All Invoices should be mailed to the following address to ensure proper payment:

City of Columbus
DEPARTMENT OF TECHNOLOGY
PO BOX 2949
COLUMBUS, OHIO 43216

6.0 NOTES

6.1 Online Bidding Instructions: Bidders are requested to quote firm or fixed prices on the corresponding line item(s).

Attachments: For instruction on attaching documents to online quotes, please see page 15 of the "City of Columbus Vendor Services User Guide", made available through the Vendor Portal.

6.2 Service Contract #: US000000026069

Install Base # (IB): 48842617

6.3 ~~N/A Insurance Requirements and Workers Compensation:~~ Successful Bidder is required to provide the following before final execution of the contract:

~~**6.3.1 Liability Insurance:** The contractor shall take out and maintain during the life of the contract, such Public Liability (bodily injury and property damage) Insurance as shall protect him from claims from damages for personal injury, including accidental death, as well as from claims for property damage which may arise from operations under the contract, whether such operation be by himself or any subcontractor or by anyone directly or indirectly employed by either of them. Such insurance policy shall include the city as named insured. The Contractor shall maintain coverage of the types and in the amounts specified below. Submitting a certificate of insurance shall evidence proof of such insurance coverage. A contractor's "umbrella" type policy with limits specified below may be submitted for this requirement, with the City as named insured.~~

~~The amount of such insurance shall be as follows:~~

Bodily Injury Liability	
Each Person	\$ 1,000,000.00
Each Accident	\$ 1,000,000.00
 Property Damage Liability	
Each Person	\$ 1,000,000.00
Each Accident	\$ 1,000,000.00

~~Such insurance shall remain in full force and effect during the life of the contract. Insurance may not be changed or cancelled unless the insured and the City are notified in writing not less than thirty days prior to such change or cancellation. If any part of the contract is sublet, the Contractor is responsible for the part sublet being adequately covered by insurance herein above described.~~

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~~Contractor assumes all risk of loss and damage to the equipment provided unless loss or damage occurs at the time the operator and equipment are being operated for the purpose designated by the city and such loss or damages is caused by an act of the city or its employee which constitutes gross negligence or wanton misconduct.~~

- 6.3.2 ~~N/A **Workers Compensation:** The successful contractor obtain and maintain during the life of this contract, adequate worker's compensation insurance for all his employees employed at the site of the project and, in case any work is sublet, the contractor shall require the subcontractor similarly to provide worker's compensation insurance for the latter's employees, unless such employees are covered by the protection afforded by the contractor. The successful contractor shall furnish one (1) copy of the worker's compensation certificate showing that the contractor has paid his industrial insurance premium.~~

- 6.4 **Correspondences:** During the bidding and evaluation process Offerors are strictly prohibited from communicating with any City employees or officers regarding the solicitation. Any communication from the vendor to the City should be limited to only the contact(s) listed in the RFQ and/or below. A violation of this section on the part of the Offeror may lead to disqualification.

All correspondences regarding this bid should be sent via email to vendorservices@columbus.gov.

Brown Enterprise Solutions



5935 Wilcox Place, Suite E

Dublin, OH 43016

Phone: 614-588-0248 Fax: 614-588-0272

Requestor Contact:

Robin Cook -

Purchasing Expeditor

City of Columbus - Department of Technology

1111 E Broad Street

Columbus, OH 43205

Wayne Gaiter - IS Supervisor

(614) 645-5755 Email: wgaiter@columbus.gov

Comments or special instructions:

Quotation

DATE October 24, 2018

12989598 &

Quotation # 12672334

Customer ID C1241

Quotation valid until: November 23, 2018

Prepared by: Doreen Needham

Request for quotation:

RFQ010593

DOT/VERITAS NETBACKUP

Please Note: Bid response is all inclusive

LINE NO.	PART NO.	DESCRIPTION	QTY	UNIT PRICE	AMOUNT
10	10915-M0399-23	ESSENTIAL 12 MONTHS RENEWAL FOR NETBACKUP PLATFORM BASE COMPLETE ED XPLAT 1 FRONT END TB ONPREMISE STANDARD PERPETUAL LICENSE QTY 11 to 50 GOV Veritas - 10915-M0399-23 Start Date: 01/01/2019 End Date: 12/31/2019 OH State Contract No. 534354 Expiration: December 19, 2021	88	\$ 1,855.00	\$ 163,240.00
20	10915-M0374-23	ESSENTIAL 12 MONTHS RENEWAL FOR NETBACKUP PLATFORM BASE COMPLETE ED XPLAT 1 FRONT END TB ONPREMISE STANDARD PERPETUAL LICENSE QTY 0 to 10 GOV Veritas - 10915-M0374-23 Start Date: 01/01/2019 End Date: 12/31/2019 OH State Contract No. 534354 Expiration: December 19, 2021	11	\$ 2,065.00	\$ 22,715.00
30	10915-M0399	NETBACKUP PLATFORM BASE COMPLETE ED XPLAT 1 FRONT END TB ONPREMISE STANDARD PERPETUAL LICENSE QTY 11 to 50 GOV Veritas - 10915-M0399 Contract: OM (New License - Compliance)	20	\$ 4,316.00	\$ 86,320.00
40	10915-M0399-21	ESSENTIAL 24 MONTHS INITIAL FOR NETBACKUP PLATFORM BASE COMPLETE ED XPLAT 1 FRONT END TB ONPREMISE STANDARD PERPETUAL LICENSE QTY 11 to 50 GOV Veritas - 10915-M0399-21 Start Date: 10/25/2017 End Date: 10/24/2019 Contract: OM (Compliance License Essential support)	20	\$ 2,553.00	\$ 51,060.00
				\$ -	\$ -
				\$ -	\$ -
				\$ -	\$ -
TOTAL					\$ 323,335.00

If you have any questions concerning this quotation, contact Doreen Needham,
Phone: 614-588-0248 ext.21 E-mail: dneedham@besolutions.org

Thank you for choosing Brown Enterprise Solutions! The pricing offered on this quote proposal is valid through the expiration date listed above. To ensure the best level of service, please provide End User Name, Phone Number, Email Address and applicable Contract Number when submitting a Purchase Order. For any additional information including Hardware, Software and Service Contracts please contact a BES Inside Sales Representative at 614-588-0248.

Brown Enterprise Solutions, LLC is a 100% Minority Owned Enterprise (MBE)
90-0353698; DUNS# 11-1417676; MBE Certification# MBE-0529

TAX ID#