



Date: December 10, 2020

To: EMSA Board of Trustees

CC: Jim Winham, President & CEO
Lora Conger, CFO
Angela McLain, CRO and Compliance Officer

From: Frank Gresh, CIO

Re: Cisco Network Gear RFP# IT2020-0001

RFP# IT2020-0001 was released on October 23, 2020. The purpose of the RFP was to solicit proposals from qualified vendors to acquire the necessary Cisco network gear for our new Oklahoma City office. There were five responses received. The proposers are Chickasaw Telecom, Connection, Howard Technology Solutions, Insight, and Pinnacle Business Systems.

After reviewing all the proposals, I find that Pinnacle Business Systems is the Lowest Secure Bidder with a compliant proposal that meets or exceeds all our specifications. I recommend we purchase the Cisco Network equipment from Pinnacle. The reasons for this recommendation are as follows:

- EMSA has had an ongoing relationship with Pinnacle since the early 2000s. They have always been excellent to work with and have provided innovative solutions.
- Pinnacle took no exceptions nor were found to have any conflicts with the requirements of the RFP.
- There are a variety of ways to provide support for Cisco products. Most of the proposers took the approach requested in the RFP, Pinnacle felt it important to propose an alternative service/support coverage. Since there was variability in these, pricing for the service/support options were excluded from the overall pricing comparisons. Pinnacle was tied for the lowest bid based on that comparison.
- Pinnacle is a local Oklahoma company.

Attached to this memorandum you will find a review document that covers all our criteria and does a side-by-side cost comparison.

Should you have any additional questions, please feel free to ask



Evaluation of responses

Item #	Requirement	Chickasaw Telecom	Connection	Howard Technology Solutions	Insight	Pinnacle Business Systems
1) Process Overview and Procedures						
1.3	Schedule – were proposals received on time?	Yes	Yes	Yes	Yes	Yes
1.5	Proposals provided in response to the RFP should be valid for a minimum of 180 days	Yes	Yes	No	Yes	Yes
1.7	Proposals must be organized and indexed in the format identified herein in Sections 2 and 3. Proposals shall contain all requirements and consist of the following submission documentation:	Yes	Yes	Yes	Yes	Yes
	A PDF (or equivalent) electronic copy of the response is required. It must be sent via email by the date and time identified above. The subject line should clearly state that it is a vendor’s proposal and reference this RFP. It should be sent to the contact listed below.	Yes	Yes	Yes	Yes	Yes
1.12	Indemnification	Accepted	Accepted	Accepted	Would not accept the indemnification requirement as documented in the RFP and proposed new language that is not acceptable.	Accepted
2) Proposer Information						
2.0	The proposer must provide a history for their company. Information to be included in this section is tax identification number, age of company, number of employees, experience with comparable accounts, and a brief description of the existing relationship with EMSA if there is one , including past purchases in excess of \$25,000.	Yes	Yes	Yes	Yes	Yes
	Proposers state of incorporation or home state	Oklahoma	New Hampshire	Mississippi	Delaware/Arizona	Oklahoma
2.1	The proposer should outline all sales, operational, customer service and technical contacts within your organization to be included in the execution of the proposed solution.	Yes	Yes	Yes	Yes	Yes
2.2	All proposals should outline the proposer’s and/or manufacturer’s customer support methodologies as well as examples of how the customer support is provided. Further information about warranties and support should be outlined in section 3.2.	Yes	Yes	Yes	Yes	Yes
2.3	References provided Acceptable	Yes	Yes	Yes	No – Failed to provide references stating that it is proprietary information.	Yes
2.5	Each proposer must provide financial background of their organization for evaluation of the stability of the company.	Yes	Yes	Yes	Yes	Yes



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2.6	The proposer must stipulate that payment is due forty-five (45) days after the delivery and acceptance of the equipment. The proposer must stipulate that it will accept payment via electronic methods. The proposer agrees to invoice all items on a single invoice.	Yes	Yes	Yes	Yes	Yes
2.7	Provide all pertinent information related to the proposer(s) insurance carriers and levels of coverage, including liability, worker's compensation, malpractice, etc.	Yes	Yes	Yes	Yes	Yes
2.8	Non-Collusion	Yes	Yes	Yes	Yes	Yes
2.9	Non-Exclusion from Medicare/Medicaid	Yes	Yes	Yes	Yes	Yes
2.10	Proposer attested to no deal registration	Yes	Yes	Yes	Yes	Yes
3) Solution Overview and Requirements						
3.1	Equipment Required – Did the proposer provide pricing for equipment as specified in the proposal.	Yes	No – Provided different SmartNet coverage that included hardware (vs. software alone)	Yes	Yes	No – Provided different SmartNet coverage that included hardware (vs. software alone)
4) General						
4.1	EMSA advises that all proposals submitted under this RFP will become the property of the EMSA and will not be returned. Budgets and price quotations are considered public information in proposals submitted to EMSA. Classifying budgets and price quotations as "proprietary" or "confidential" may render the proposal non-responsive. Classifying aspects of the proposal that are not trade secrets as proprietary may also render the proposal non-responsive.				Insight response included the following language: The information disclosed in written, electronic, graphic, intangible, or other tangible form to this Proposal is confidential. Emergency Medical Services Authority shall not use, disclose to any third party, or duplicate this Proposal, other than for purposes of evaluation. Confidential information is and shall remain the property of Insight, and such information shall be returned to Insight upon request.	



Pricing Evaluation

Section/Items	Description	Chickasaw Telecom	Connection	Howard Technology Solutions	Insight	Pinnacle
Network Core Equipment	Catalyst 9300 24-port PoE+, Network Advantage	\$ 5,464.14	\$ 4,118.40	\$ 5,404.00	\$ 5,064.98	\$ 5,064.98
Network Core Components & Software		\$ 9,476.86	\$ 18,036.34	\$ 141,174.00	\$ 8,784.58	\$ 8,784.58
Service Options - Network Core¹						
CON-SSTCM-C93P24	SOLN SUPP SW SUBC9300 24Port DNAPr	\$ 257.40	\$ 1,430.00	\$ 232.00	\$ 223.58	\$ -
CON-SSSNT-C9300-4UE	SOLN SUPP 8X5XNBD Catalyst 9300 48-port UPOE. Network Esse		\$ 7,198.20			\$ 760.96
Network Switch Equipment (10 Switches)	Catalyst 9300 48-port UPOE, Network Essentials	\$ 50,999.23	\$ 68,127.20	\$ 68,470.00	\$ 47,273.60	\$ 47,273.60
Network Switch Components & Software		\$ 30,073.93	\$ 58,843.00	\$ 38,010.00	\$ 27,876.90	\$ 27,876.90
Service Options - Network Switch¹						
CON-SSTCM-C93E48	SOLN SUPP SW SUBC9300 DNA Essentials	\$ 504.01	\$ 1,680.00	\$ 6,440.00	\$ 1,374.70	\$ -
CON-SSSNT-C9300-2PA	SOLN SUPP 8X5XNBD Catalyst 9300 48-port PoE+. Network Adva		\$ 4,928.22			\$ 7,084.70
Requested Spare Equipment		\$ 7,813.13	\$ 10,439.88	\$ 10,400.00	\$ 6,552.56	\$ 6,552.56
	Total Proposed Price	\$ 104,588.70	\$ 174,801.24	\$ 270,130.00	\$ 97,150.90	\$ 103,398.28
	Hardware & Software Pricing Only ²	\$ 96,014.16	\$ 149,124.94	\$ 253,058.00	\$ 89,000.06	\$ 89,000.06
¹ Some vendors provided differing options for Cisco services based on their engineering recommendations						
² The hardware and software pricing was used to compare the pricing from each vendor in order to take out the variability on the service offerings						