



Date: July 14, 2023  
To: Johna Easley, President & CEO  
From: Christopher Jenkins, Interim Director of IT  
Re: Cisco UCS Refresh RFP #IT2023-0002

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RFP #IT2023-0002 was released on June 5, 2023. The purpose of the RFP was to solicit proposals from qualified vendors to refresh our Cisco Unified Computing System. Our current system is over eight years old and has reached the end of its service lifespan. The Cisco Unified Computing System provides virtualized computing for the majority of EMSA's servers and workstations used in Computer Aided Dispatching, Billing, Scheduling, and other functions. The Cisco Unified Computing System currently provides computing power for over 300 servers and desktop applications. EMSA received four qualified bids.

It is my recommendation to award the contract to Insight. Insight was the partner who successfully installed and maintained our current Cisco Unified Computing System with a high level of reliability and customer service. Insight has also submitted the lowest total cost bid.

Please let me know if I can answer any questions.

A handwritten signature in black ink that reads 'Christopher Jenkins'. The signature is written in a cursive, flowing style.

Christopher Jenkins

**Request for Proposal: Cisco UCS: Proposal Review and Pricing Evaluation**  
**July 14, 2023**

Evaluation of responses

Item #	Requirement	Insight	Connections	UDT	Presidio
<b>1) Process Overview and Procedures</b>					
1.3	Schedule – were proposals received on time?	Yes	Yes	Yes	Yes
1.5	Proposals provided in response to the RFP should be valid for a minimum of 180 days	Not Specified	No. Quote valid for 30 days.	Not Specified	No. Quote valid for 30 days.
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
1.7	All proposals must be typewritten on 8-1/2 x 11 papers and contain a table of contents delineating responses to each section. <b>Proposals must be organized and indexed in the format identified herein in Sections 1, 2, and 3.</b>	Yes	Yes	Yes	Yes

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1.12	<b>Indemnification</b>	Request mutually agreeable terms.	Request mutually agreeable terms.	Proposed own Clause	Request to negotiate Termination clause due to manufacturer terms.
<b>2) Proposer Information (responses to each point must be included in proposer's response)</b>					
2.0	The proposer <b><u>must provide a history for their company.</u></b> Information to be included in this section is <b><u>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,</u></b> including past purchases in excess of \$50,000.	Yes	Yes	Yes	Yes

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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.	Detailed product support and extended warranty information are included.	Detailed product support and extended warranty information are included.	Detailed product support and extended warranty information are included.	Detailed product support and extended warranty information are included.
2.3	References provided and acceptable	No, Will schedule time with clients by request.	Yes	Yes	Yes
2.3	Provided contact information for reference	No	Yes	Yes	Yes
2.5	Each proposer <b><u>must provide financial background of their organization</u></b> for evaluation of the stability of the company.	Yes	Yes	Yes	Yes
2.6	The proposer must clearly stipulate that payment is due no earlier than thirty (30) days after invoice and appropriate acceptance by EMSA. The proposer should clearly indicate when invoices will be sent during each phase of the project(s).	Yes	Yes	Yes	Yes

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2.7	Provide all pertinent information related to the proposer(s) insurance carriers and levels of coverage, including liability, worker's compensation, etc.	Yes	Yes	Yes	Yes
2.8	Non-Collusion	Attested	Attested	Attested	Attested
2.9	Non-Exclusion from Medicare/Medicaid	Attested	Attested	Attested	Attested
2.11	All shipping, handling, and freight costs should be included the proposal as much as possible. Please see section 3.2 for	All shipping handling and freight costs are included in the proposal.	No, Some Quotes showed "Call for Price".	All shipping handling and freight costs are included in the proposal. Some Quotes showed Taxes.	All shipping handling and freight costs are included in the proposal.

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	specific information that is considered in scope of that part of the proposal				
<b>3) Solution Overview and Requirements</b>					
3.0	EMSA requested solutions to replace Cisco UCS and Netapp Storage. Was a solution included?	Yes	Yes	Yes	Yes
3.1	Cisco Equipment a. Cisco OKC Data Center b. Cisco Tulsa Data Center  Storage a. OKC Data Center b. Tulsa Data Center	Yes.	Yes	Yes	Yes
3.1	Warranty and Maintenance a. Statement of Work and Estimate for installation, configuration, and testing. b. Options for 36 and 60-month support plans	Yes	Yes	Yes	Yes
4.1	Attested to General Terms and Conditions	No	No	No	No

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Pricing Evaluation

36 Month Service	Insight	Connections	UDT	Presidio
Services	\$42,668.00	\$64,866.00	\$68,215.00	\$98,916.25
OKC Cisco	\$498,658.83	\$790,508.18	\$619,751.60	\$478,627.42
Tulsa Cisco	\$360,349.35		\$287,292.34	\$317,379.56
OKC Storage	\$162,449.71	\$391,898.73	\$166,769.79	\$170,424.31
Tulsa Storage	\$60,965.52	\$293,069.06	\$67,243.37	\$69,000.59
<b>Total</b>	<b>\$1,125,091.41</b>	<b>\$1,540,341.79</b>	<b>\$1,209,272.10</b>	<b>\$1,134,348.13</b>
60 Month Service	Insight	Connections	UDT	Presidio
Services	\$42,668.00	\$64,866.00	\$68,215.00	\$98,916.25
OKC Cisco	\$562,165.73	\$849,813.69	\$625,988.24	\$534,863.58
Tulsa Cisco	\$443,464.91		\$375,396.96	\$332,920.72
OKC Storage	\$176,183.32	\$442,817.37	\$183,116.09	\$187,046.62
Tulsa Storage	\$64,575.17	\$318,036.94	\$72,062.47	\$73,481.46
<b>Total</b>	<b>\$1,289,057.13</b>	<b>\$1,675,534.00</b>	<b>\$1,324,778.76</b>	<b>\$1,227,286.05</b>