



Agenda Item No. (7)

To: Building and Operating Committee/Committee of the Whole Meeting of May 19, 2022

From: Joseph W. Leong, Senior Information Systems Manager  
Fang Lu, Chief Technology Director  
Kellee J Hopper, Deputy General Manager, Administration and Development  
Denis J. Mulligan, General Manager

Subject: **AUTHORIZE EXECUTION OF PROFESSIONAL SERVICES AGREEMENTS RELATIVE TO REQUEST FOR PROPOSALS NO. 2021-D-077, CISCO AND VMWARE PROFESSIONAL SERVICES**

### **Recommendation**

The Building and Operating Committee recommends that the Board of Directors authorize execution of five Professional Services Agreements pursuant to Request for Proposals (RFP) No. 2021-D-077, *Cisco and VMWare Professional Services*, for on-call professional services for a three-year term, for a not-to-exceed amount of \$2,250,000 for all five contracts, with two one-year option terms, exercisable at the General Manager's sole discretion, in the aggregate not-to-exceed amount of \$750,000 for Option Year 1 and \$750,000 for Option Year 2, with the understanding that the total annual spending across all five contracts will not exceed \$750,000 in any one year, for a total aggregate amount of \$3,750,000. The five recommended firms are:

1. BlueChipTek, Santa Clara, CA
2. Intervision, Santa Clara, CA
3. LookingPoint, Walnut Creek, CA
4. Presidio Networked Solutions, Pleasanton, CA
5. World Wide Technology, Maryland Heights, MO

Requisite funds for these services are available in the FY 21/22 District Division Operating and/or Capital Budgets and future years will be budgeted accordingly.

This matter will be presented to the Board of Directors at its May 20, 2022, meeting for appropriate action.

### **Summary**

The Golden Gate Bridge, Highway and Transportation District's (District) Information Systems department is responsible for new rollouts of technology in response to the changing operational

needs of the District, important updates to existing technology, as well as frequent and important maintenance of all technology related systems. Beginning in 2017, the District established a bench of on-call technology consultants through a single competitive solicitation. This process has allowed the District to reduce time for processing procurements, add efficiencies in administering contracts, and be more flexible in delivering new and/or changes to technology systems in a timely manner. In particular, with many Operating and Capital technology projects already approved, the District will be able to use on-call consultants to provide professional services in Cisco and VMWare technology projects.

On November 19, 2021, the District issued RFP No. 2021-D-077, *Cisco and VMWare Professional Services*. The RFP was posted on the District's Procurement Portal and notice of the RFP was sent to 594 potential proposers. Proposals were received from the following firms by the submission deadline date of January 28, 2022:

1. BlueChipTek, Santa Clara, CA
2. Intervision, Santa Clara, CA
3. IVOXY Consulting Inc., Kirkland, WA
4. LookingPoint, Walnut Creek, CA
5. Presidio Networked Solutions, Pleasanton, CA
6. World Wide Technology, Maryland Heights, MO

A Selection Committee comprised of District staff reviewed and evaluated each proposal based upon the following criteria as specified in the RFP:

- Proposal Understanding and Approach – 0-40 Points
- Proposer's Qualifications and Experience – 0-35 Points
- Cost Proposal – 0-25 Points

Based on the written proposals, interviews, and reference checks, the Selection Committee determined that five of the six firms ranked high based on the scoring criteria.

Five of the six firms were able to clearly demonstrate their understanding of the District's needs and match their experience and qualifications to best meet those needs. Additionally, these firms also have experience working with local government and/or transportation agencies, and offered highly competitive rate structures. Staff is confident they best meet the requirements of the RFP.

Staff, District's Attorney, and the Disadvantaged Business Enterprise (DBE) Program Administrator reviewed the proposals and determined that the five firms properly submitted all required documents, and their proposals are technically responsive to the specifications.

The DBE Program Administrator confirmed that none of the proposers identified their firm as a certified DBE or Small Business Enterprise (SBE) and do not plan to utilize subcontractors to perform services. Therefore, no DBE or SBE participation is anticipated during the performance of this contract.

**Fiscal Impact**

The Cisco and VMWare Professional Services contracts are for a three-year term not to exceed a collective amount of \$2,250,000 with two-one year options in the collective amount of not more than \$750,000 per year, for a total aggregate amount of \$3,750,000. The professional services will be provided on an as-needed basis, with no guaranteed level of effort or amount of compensation to any individual firm in any particular year. Services will be used when sufficient funds are available, depending on the project, in the District Division Operating and Capital Budgets. For FY 21/22, the District Division Operating and Capital Budgets will absorb any services needed. Requisite funds for the remainder of the contracts will be included in subsequent fiscal year budgets.

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