



Agenda Item No. (7)

To: Building and Operating Committee/Committee of the Whole  
Meeting of October 26, 2023

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 AWARD OF CONTRACTS RELATIVE TO REQUEST FOR PROPOSALS NO. 2023-D-006, MICROSOFT AND VMWARE PROFESSIONAL SERVICES**

### **Recommendation**

The Building and Operating Committee recommends that the Board of Directors authorize execution of five contracts pursuant to Request for Proposals (RFP) No. 2023-D-006, *Microsoft and VMware Professional Services*, for on-call professional services for a three-year term, with two one-year option terms, exercisable at the District's sole discretion, 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 as follows:

1. ePlus Technology, Inc., Herndon, VA (Contract No. 2023-D-006-01)
2. iShift LLC, Scottsdale, AZ (Contract No. 2023-D-006-02)
3. Zones, LLC, Auburn, WA (Contract No. 2023-D-006-03)
4. Softchoice Corporation, Chicago, IL (Contract No. 2023-D-006-04)
5. World Wide Technology, LLC, St. Louis, MO (Contract No. 2023-D-006-05)

This matter will be presented to the Board of Directors at its October 27, 2023, meeting for appropriate action.

### **Summary**

The Golden Gate Bridge, Highway and Transportation District's (District) Information Systems department is responsible for new implementation 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 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, many Operating and Capital technology projects are

approved with sufficient budget authority, which enables the District to use on-call consultants to provide professional services for Microsoft and VMware technology projects.

This RFP represents the first time the District has acted as a lead agency for a national cooperative procurement program. The District partnered with Axia Cooperative to make the resultant contracts from this solicitation available to other public agencies nationally. By acting as a lead agency, the District is contributing to the availability of competitively solicited contracts available via cooperative, which creates opportunities for efficiency and cost savings for public agencies. Additionally, the District will receive an administrative fee when public agencies utilize the resultant contracts.

On April 21, 2023, the District issued RFP No. 2023-D-006, *Microsoft and VMware Professional Services*. The RFP was posted on the District's Procurement Portal and notice of the RFP was sent to 4,237 potential proposers, including 330 Disadvantaged Business Enterprises (DBEs). Proposals were received from the following firms by the submission deadline date of July 26, 2023:

1. Anglepoint, Inc. - San Francisco, CA
2. Cornerstone Technologies – San Jose, CA
3. ePlus Technology, Inc. - Herndon, VA
4. iShift LLC - Scottsdale, AZ
5. Softchoice Corporation - Chicago, IL
6. World Wide Technology, LLC - St. Louis, MO
7. Zones, LLC - Auburn, WA

Prior to the District commencing evaluation, Anglepoint, Inc., requested to withdraw their proposal from consideration, leaving 6 proposals for consideration.

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

- Proposal Understanding and Approach – 0-40 Points
- Proposer's Qualifications and Experience – 0-35 Points
- Cost Proposal – 0-20 Points
- Social Equity – 0-5 Points

Based on the written proposals and interviews, the Selection Committee identified the five highest-ranked firms based on the scoring criteria:

1. ePlus Technology, Inc.
2. iShift LLC
3. Zones, LLC
4. Softchoice Corporation
5. World Wide Technology, LLC

The five highest-ranked firms were able to clearly demonstrate their understanding of the District's needs and how their experience and qualifications best meet those needs. Additionally, these firms have experience working with local government and/or transportation agencies.

Staff, District's Attorney, and the 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. Staff also engaged in negotiations with the five highest-ranked firms to obtain more favorable pricing for the District.

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 Microsoft 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. This approval establishes a bench of contractors that can provide professional services 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 only be used when sufficient budgetary authority exists, depending on the project, in the District's Operating or Capital Budgets. For FY 23/24, the District Operating or 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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