

PORTFOLIO TITLE: [Data Communications \(2019-2026\)](#)

LEAD STATE: Utah

<p>OVERVIEW:</p> <p>The Master Agreements with eight (8) suppliers in this portfolio offer data communications products and services for the Award Categories identified below.</p>	<p>INITIAL TERM: 10/1/2019 through 10/1/2024</p> <p>RENEWALS: Two (2) one-year renewal options</p> <p>TOTAL POSSIBLE TERM: Seven (7) years</p>
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PRODUCT CATEGORIES:

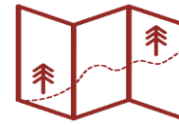
1. Unified Communications
2. Networking
3. Routers, Switches, Security & Storage Networking
4. Wireless
5. Facility Management, Monitoring and Control



SUPPLIERS AVAILABLE:

Supplier	Unified Communications	Networking	Routers, Switches, Security & Storage Networking	Wireless	Facility Management, Monitoring & Control
ATOS	X				
Cisco	X	X	X	X	X
Cradlepoint		X	X	X	
Extreme Networks		X	X	X	
Hewlett Packard Enterprise		X	X	X	
Juniper Networks		X	X		
NEC	X				
Palo Alto Networks			X		

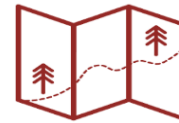
<p>KEY BENEFITS:</p> <ul style="list-style-type: none"> • Offers a wide variety of data communications products and services via direct agreements with leading manufacturers. 	<p>PRICING:</p> <p>Minimum percentage discounts for each product category are applied to each supplier’s catalog, which can be found by clicking on the contractor tiles on the NASPO ValuePoint Data Communications portfolio</p>
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<ul style="list-style-type: none"> Includes emerging technologies such as the Internet of Things (IoT), as well as limited cloud services. 	<p>landing page. Customers may negotiate deeper discounts.</p>
<p><u>PROCUREMENT BACKGROUND:</u></p> <p>This portfolio is a re-solicitation of the NASPO ValuePoint Data Communications (2014-2021) portfolio, which expires 5/31/2021.</p>	<p><u>STATES ON SOURCING TEAM:</u></p> <ul style="list-style-type: none"> ★ Utah (Lead) ★ Alaska ★ Florida ★ Louisiana ★ Michigan ★ Minnesota ★ Washington 
<p><u>SOLICITATION INFORMATION:</u></p> <ul style="list-style-type: none"> ✓ Type: <u>Request for Proposal (RFP)</u> ✓ Solicitation Number: <u>SK18001</u> ✓ Publicly Advertised: <u>7/13/2018 – 9/11/2018</u> ✓ Posted On: <u>Utah Public Procurement Portal Place</u> ✓ Posting Link: <u>SK18001</u> ✓ Number of Days Publicly Posted: <u>61</u> ✓ Number of Amendments Posted: <u>3</u> 	<p><u>PUBLIC OPENING:</u></p> <p>Sealed responses were unsealed upon closing of the solicitation at <u>1:00pm MT on 9/11/2018</u>.</p> <p><u>VENDOR RESPONSES:</u></p> <ul style="list-style-type: none"> • Number of Vendor Responses Received: <u>29</u> • Number of Non-Responsive Vendor Responses: <u>0</u> • Number of Vendor Responses Evaluated: <u>29</u>
<p><u>EVALUATIONS:</u></p> <p>Responses were evaluated by the members of the Sourcing Team during the week of <u>2/11/2019</u> in <u>Salt Lake City, Utah</u>.</p> 	<p><u>EVALUATION CRITERIA:</u></p> <p>Responses were evaluated based on the following Evaluation Criteria:</p> <p><u>Stage 1</u></p> <ol style="list-style-type: none"> 1. Company Profile and References 2. Ability to Supply NASPO ValuePoint Member States 3. Ability to Provide Technical Support to End Users 4. Qualifications and Technical Ability 5. Security 6. Environmental <p><u>Stage 2</u></p> <ol style="list-style-type: none"> 1. Ability to Meet Requirements of Selected Category 2. Consumption Models 3. Category Specific Security 4. Open Standards and Interoperability

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5. Value Added Services

SCORING:

Responses were scored according to the RFP’s Evaluation Criteria across two technical evaluation stages, in addition to the cost evaluation. Detailed scoring information can be found in the Data Communications Award Justification Statement posted on the NASPO ValuePoint [Data Communications portfolio landing page](#).

AWARD:

The RFP allowed for multiple vendor awards in each award category based on each vendor’s success in earning more than 70% of the maximum 666.7 points possible during the scoring process. Nine (9) of the 29 vendors evaluated received 466.69 or more points in one or more categories, making them eligible for award.

PUBLIC POSTING OF AWARD:

- Award Posted: 3/15/2019
- Posting Link: [Award Justification Statement](#)
- Vendors Awarded: 9
- Protests Received: 3



AWARDED VENDORS:

- AT&T (withdrawn by contractor)
- ATOS
- Cisco
- Cradlepoint
- Extreme Networks
- Hewlett Packard Enterprise
- Juniper Networks
- NEC
- Palo Alto Networks

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