



C o u n t y o f S a n L u i s O b i s p o
GENERAL SERVICES AGENCY

Janette D. Pell, Director

Helen McCann, Department Administrator

**INVITATION TO BID #3540-11
SERVER EQUIPMENT**

August 23, 2011

The County of San Luis Obispo is currently soliciting bids for Server Equipment as noted.

Each bid shall specify each and every item as set forth in the attached specifications. Any and all exceptions must be clearly stated in the bid. Failure to set forth any item in the specifications shall be grounds for rejection. The County of San Luis Obispo reserves the right to reject all bids and to waive any informalities.

Please submit your bids on the attached form. They must be received at the office of the General Services Agency no later than 3:00 p.m., September 8, 2011.

Any and all comments and suggestions are sincerely encouraged prior to the bid opening.

All questions pertaining to the content of this Invitation to Bid must be made in writing via e-mail to Barbara Adams at: beadams@co.slo.ca.us. All questions will receive a response within five (5) business days. The question and its response will be posted (anonymously) on the County's Purchasing web site located at: [http://www.slocounty.ca.gov/GSA/Purchasing/Current Formal Bids and Proposals.htm](http://www.slocounty.ca.gov/GSA/Purchasing/Current%20Formal%20Bids%20and%20Proposals.htm). The County reserves the right to determine the appropriateness of comments / questions that will be posted on the website.

BARBARA ADAMS
Buyer – GSA Purchasing
beadams@co.slo.ca.us

TO: ALL PROSPECTIVE BIDDERS

SUBJECT: LOCAL BIDDERS PREFERENCE

The County of San Luis Obispo has established a local vendor preference. All informal and formal bids for contracts will be evaluated with a 5% preference for local vendors. Note the following exceptions:

1. Those contracts which State Law requires be awarded to the lowest responsible bidder.
2. Public works construction projects.

A "local" vendor will be approved as such when, 1) It conducts business in an office with a physical location within the County of San Luis Obispo; 2) It holds a valid business license issued by the County or a city within the County; and 3) Business has been conducted in such a manner for not less than six (6) months prior to being able to receive the preference.

As of March 3, 1994 individual County Buyers evaluate bids considering the local vendor preference described above. The burden of proof will lie with bidders relative to verification of "local" vendor preference. Should any questions arise, please contact a buyer at (805) 781-5200. All prospective bidders are encouraged to quote the lowest prices at which you can furnish the items or services listed in County bids.

	YES	NO
Do you claim local vendor preference?		
Do you conduct business in an office with a physical location within the County of San Luis Obispo?		
Business Address: _____ _____		
Years at this Address: _____		
Does your business hold a valid business license issued by the County or a City within the County?		
Name of Local Agency which issued license: _____		

Business Name: _____

Authorized Individual: _____ Title: _____

Signature: _____ Dated: _____

TO: ALL PROSPECTIVE BIDDERS

**SUBJECT: POLICY ON PURCHASING PRODUCTS MADE WITH OR CONTAINING
 CHLOROFLUOROCARBONS (CFC's)**

Summary

Many products contain chlorofluorocarbons (CFC's), a known depleter of ozone in the atmosphere. Under the U.S. Clean Air Act and the Montreal Protocol on Substances that Deplete the Ozone Layer, CFC production for use in industrialized nations is to be totally phased out by January 1, 1996. There are still many products on the market that contain CFC's or are made with CFC's. The Department of General Services, purchasing staff must identify products made with or containing CFC's and purchase alternative products whenever practical and possible.

Policy

To this end, it shall be the policy of the County of San Luis Obispo that all bidders, who wish to do business with the County are required to identify all products that contain CFC's or use CFC's in the manufacturing or shipping processes. Bidders are required to identify alternative products that do not use CFC's, for possible purchase by the County.

Bidder Response

	YES	NO
Do any products offered herein contain CFC's or use CFC's in the manufacturing or shipping process?		
If yes, please offer an alternative product by copying bid forms and submitting an alternate bid. Will you offer an alternate?		
Please provide any other information that may be helpful to the County. Attachments are acceptable.		

Bidder: _____

GENERAL CONDITIONS AND INSTRUCTIONS

1. All bids submitted by Seller to Purchaser should be submitted upon the attached bidder's form, completed and signed, (only typewritten or ink shall be accepted with no erasures or corrections unless properly authenticated by signature) in accordance with the instructions contained herein.
2. The issuance of this bid request creates no obligation on the part of the County and the County reserves the unconditional right at its option to either reject all bids or waive any irregularities or informalities therein. Each bid shall be in a separate sealed envelope with the bid number, name of bidder, title of the bid, date and time due showing on the outside of the envelope.
3. All prices must be firm for 45 days from the date of the bid opening and be inclusive. Upon award, prices will be in effect for the term of the contract.
4. If you offer any prompt payment discounts, please indicate this on your bid.
5. Awards will be made to realize the greatest savings to the County.
6. Submission of a signed bid will be interpreted to mean that the bidder has thereby agreed to all conditions, instructions, descriptions and specifications contained herein.
7. All materials included in the contract shall be in compliance with all Federal and State OSHA laws.
8. All applicable City, State, and Federal taxes and fees are to be included in the proposal.
9. The only terms that will be honored are those terms included in general and special conditions and instructions, purchase order or other documents issued by the County.
10. In the event of any conflicts or ambiguities between these instructions and State or Federal laws, regulations or rules, then the latter shall prevail.
11. Only one bid will be accepted per vendor.
12. Bidders may withdraw their bid either personally, by written request, or by telegraphic request confirmed in the manner specified above at any time prior to the scheduled closing time for receipt of bids. No bidder may withdraw their bid after the time set for the opening.
13. All time limits stated are of the essence. Any bids received after closing time stipulated will be returned unopened.
14. All bids must be submitted in a manner so they can be readily hole punched and placed in a standard legal size file folder.

15. The County may make partial payments after a substantial portion of the merchandise has been delivered. On all items, a 10% retention will be withheld until all merchandise has been accepted.
16. Brand names are used to establish a level of quality only. Any alternates must be approved five (5) days prior to the bid opening date, by the Buyer, who will have the sole right to make the determination. If an alternate is submitted without going through the above- described process, the County will have the sole right to decide whether or not an alternate is acceptable.
17. Vendor agrees that it will not discriminate against any employee or applicant for employment because of race, color, religion, sex or national origin and that it will comply with the "Contractor's Agreements" provisions of Presidential Executive Order No. 11246.
18. **NO FAXED** Bids will be accepted.
19. Return bid by September 8, 2011 at 3:00 p.m. to:

COUNTY OF SAN LUIS OBISPO
GENERAL SERVICES AGENCY
BARBARA ADAMS, BUYER
1087 SANTA ROSA STREET
SAN LUIS OBISPO, CALIFORNIA 93408

The undersigned agrees to:

Deliver F.O.B. itemized below, and in accordance with Specifications attached. All equipment to be new and unused of the latest model year and all attachments shall be designated to be compatible with equipment proposed.

All equipment and accessories shall comply with the applicable State and Federal Codes, Regulations and Requirements.

Equipment shall be delivered serviced and ready to operate.

TERMS OF SALE _____

Authorized Official Name (Print) _____

Authorized Official Title (Print) _____

Signature _____

Firm Name _____

Address _____

City _____ State _____ Zip Code _____

Telephone _____ FAX _____

Federal Taxpayer ID# _____

- Individual/Sole Proprietor Corporation Partnership Other

BIDS MUST BE RECEIVED BY 3:00 P.M., SEPTEMBER 8, 2011 AND
WILL BE OPENED IN THE OFFICE OF THE GENERAL SERVICES AGENCY
Bid #3540-11

SPECIAL TERMS AND CONDITIONS

PRODUCT BASE

The County of San Luis Obispo is seeking a purchase contract from a vendor to supply enterprise processing and storage hardware, software, and value added services. The County General Services Information Technology Department (GSA-IT) has standardized on IBM product lines, where appropriate.

The product base currently in use and considered for this bid are:

Processing

System X: 3550, 3650,
pSeries & Power7
Blade Center: H Chassis, HS21 & HS22 Blades
Mainframe: z890

Software

Tivoli Storage Mgr
Lotus Domino
Lotus Notes

Storage

DS5100
V7000
XIV
DS6800
3584 Tape Library
LTO 4 Tape Drives
Brocade SAN, Silkworm 4020

TERM OF CONTRACT

The term of this contract is up to five (5) consecutive years. After the initial year, the County reserves the right to renew this contract for four (4) additional, one year periods. Annual renewal of the purchase contract will be automatic, dependent upon continued price discounts and quality of service.

Should price changes occur in the marketplace resulting in decreased cost to the vendor, that decrease shall be passed on to the County. Prices charged shall be those in effect at the time of shipment of products.

AWARD OF CONTRACT

Award of this purchasing contract will not be based solely on the lowest overall bid. The award decision will be based upon:

- Completeness Of Bid Proposal
- Standard Discount
- Responses To Bid Considerations
- Value-Added Services
- Detailed Bid Matrix
- Vendor References

PURCHASING ESTIMATE

It is impossible for the County to provide a volume estimate as purchases can be initiated by any one of 40 County departments. However, GSA-IT expects to place orders comprising many of the items identified in the bid matrix within the contract term. It is estimated that purchases for the County's fiscal year 11/12 (July 1, 2011 through June 30, 2012), would total approximately \$150,000

VENDOR QUALIFICATIONS

In order to fulfill the requirements of this contract, vendor must be an authorized IBM reseller to local governments.

STANDARD DISCOUNT

The standard discounts offered by the vendor shall remain in effect for the term of the contract. List the standard percentage discount and source of the base pricing that will be applied to other equipment **NOT** included in the Detailed Bid Matrix.

<u>Components</u>	<u>Source</u>	<u>Std. Discount below Source</u>
Series X	_____	_____ %
pSeries	_____	_____ %
Blade Center	_____	_____ %
Mainframe	_____	_____ %
IBM Total Storage	_____	_____ %
Tape Storage	_____	_____ %
Fiber Channel	_____	_____ %
IBM Software	_____	_____ %

BID CONSIDERATIONS

The following considerations must be addressed in the bid response:

1. Detailed Bid Matrix
 Provide the following according to the products identified in the Detailed Bid Matrix.
 - Current List
 - % Discount
 - Bid Price

Prices quoted must include shipping charges, F.O.B. destination, for inside 4th floor delivery to:

County Government Center
 976 Osos Street, Room 400
 San Luis Obispo, CA 93401.

2. Contract Extension
 Prices, terms and conditions of the contract may be extended to other local government or public agencies within the County. These agencies may issue their own purchase order(s) and thus will be billed directly by the vendor.
3. Additions or Changes
 Any items added to or changed in the component product line shall be priced at or below the appropriate STANDARD DISCOUNT above.
4. Shipping
 Estimate the average time from order to receipt by the County and explain how the order will be processed.
 The vendor agrees that all products sold to the County shall be in sealed, secure, and appropriately packaged. Vendor understands that the County expects complete shipment of all orders, no partial shipments.

5. Maintenance

Equipment maintenance contracts must provide direct manufacturer support to the County. Third party 'Service Provider' support is not allowed. Please bid IBM and Brocade support and maintenance contract discounts below.

IBM Five Year Onsite 24x7x4 Hr. Response Discount _____ %
Brocade One Year Onsite 24x7 Next Business Day (NBD) Response Discount _____ %

6. Company Background and References

Provide relevant company background, reseller status and a short list of your current customers with a relatively similar product base as the County. Include the customer's contact information.

7. Product Skills and Specializations

Provide a list of people employed by your organization with product specific skills and specializations that relate to the County's installed product base.

8. Pre-owned Equipment

The County leverages used equipment in some situations. Describe your company's ability to sell used equipment relative to the county's installed product base.

Describe your company's ability to buy used equipment from the County.

VALUE ADDED SERVICES

The County is expecting the following value-added services as part of this bid. Please narrate how your company will be able to meet these expectations.

AT NO COST TO THE COUNTY

- Provide (at least) semi-annual vendor meetings held on County premises to address
 - IBM product announcements and updated pricing relevant to this contract
 - Order and delivery status review
 - Other issues as identified by the County
- Assistance with high level design and implementation strategies
- Provide product trials of interest to the County
- Assistance with the first implementation of a new product
- Product inventory and warranty tracking assistance
- Other services offered by bidder that are not included above

CHARGEABLE TO THE COUNTY

The County expects to use a minimum of professional services but may have occasion for such services. Please provide vendor and/or IBM staff when contract technical expertise is required. Bid one rate not a range of rates. Bid as

Rate for technical professional services \$ _____ per _____ .

Rate for other professional services \$ _____ per _____ .

Estimated travel and expenses if not built into the above rate \$ _____ .

SERVER EQUIPMENT

County of San Luis Obispo Detailed Bid Matrix

Item	Part #	Description	List Price	Bid Price	% Discount
IBM System X Servers					
1	425162U	System x 3250 M3 2.80G			
2	7944J2U	System x3550 M3 Xeon 6C X5650			
	7947AC1	System x3650 M2			
	4414	Intel Xeon Processor X5560 4C (2.8GHz 8MB L3 Cache 1333MHz 95w)			
3	44T1571	4 GB PC3-10600 CL9 ECC DDR3 1333MHz LPU			
	3964	2 GB DDR3-1333 2Rx8 LP RDIMM			
4	42D0637	IBM 300 GB 2.5in SFF Slim-HS 10K 6Gbps SAS HDD			
5	42D0677	IBM 146 GB 2.5in SFF Slim-HS 15K 6Gbps SAS HDD			
6	46M0901	IBM UltraSlim Enhanced SATA DVD-ROM Combo			
7	39Y6126	Intel PRO/1000 PT Dual Port Server Adapter			
8	46M1075	IBM 675W Redundant AC Power Supply			
9	51J9077	3 Year Onsite Repair 24x7x4HR response			
10	69P9248	5 Year Onsite Repair 24x7x5HR response			
IBM BladeCenter					
11	88524XU	IBM eServer BladeCenter H Chassis 2x2900W PSU			
12	41Y8523	Cisco Catalyst Switch 3110G for IBM BladeCenter			
13	44X1926	Brocade 24-port 8Gb SAN Switch			
14	31R3335	IBM BladeCenter T 2900W AC Power Supply			
15	26K5607	Brocade ISL Trunking for IBM eServer BladeCenter			
16	22R4897	4 Gbps SW SFP Transceiver 4 Pack			
17	26K4256	IBM DPI 60amp/208V 1-phase C19 Enterprise PDU w/ IEC309 2P+Gnd			
18	8406-70YA	IBM BladeCenter PS700 Express Blade			
IBM HS22V Blade Server					
19	7971H2U	IBM BladeCenter HS22V 2.66G			
20	69Y0924	Intel Xeon X5650 6C 2.66GHz 12MB Cache 1333MHz 95W			
21	46M6065	QLogic 4GB FC CH EXP Card			
22	41Y8287	IBM USB Memory Key for VMWare ESXI 4.1			

SERVER EQUIPMENT

IBM pSeries Server					
23	9117-MMB1	IBM Power 770 Server			
	8406-70YA				
IBM SAN Switch					
24	2498-B24	IBM TotalStorage SAN24B-8 fabric switch			
25	2005-B16	IBM TotalStorage SAN16B-2 fabric switch			
IBM Tape Items					
26	3584-D52	IBM TotalStorage 3584 Tape Library expansion frame for LTO tape drives			
27	08L9120	20 Pack LTO Tape Cartridges			
Other Item					
28	17231UX	1U 17" Monitor (With PS/2 Based U.S. Travel Keyboard)			
29	17351LX	Other options: IBM 1 x 8 Console Switch			
30		450GB 15K 4GB FC DDM for a 1818-D1A 5150 Expansion Unit			