Request for Committee Action

To: Ways & Means
Date: 9/8/2015
From: Information Technology
Prepared by: Gary Warnberg
Presented by: None
File type: Action
Subcategory: Bid

Gary Warnberg

Subject:
Approval of Official Publication No. 8159 Re-Bid for Telephone Systems Software and Equipment Upgrade.

Description:
Accepting of the single bid of Norstan Communications, Inc. (d/b/a Blackbox Network Services) (OP No. 8159) for an estimated annual expenditure of $500,000.00 to furnish and deliver telephone system Upgrade for the Minneapolis Information Technology Department, as follows and per the attached bid form:

Telephone System Upgrade per bid: Estimated Annual Expenditure $500,000.00

Terms are net-30 days F.O.B.: Destination

Further recommend proper Officers be authorized and directed to execute a contract for this project, all in accordance with our specifications.

Previous Actions:
None.

Ward/Neighborhood/Address:
Not Applicable

Background/Analysis:
Tabulation of one (1) bid received on Official Publication No. 8159 Re-Bid for Telephone Systems Software and Equipment Upgrade.

Financial Review:
Select financial statement.

☒ **Action is within Budget.**

Attachments:
1. Staff Recommendation
2. Tabulation Sheet

Schlueter, David E.

Subject: FW: TELEPHONE SYSTEMS SOFTWARE

From: Arko, Robert W.
Sent: Wednesday, August 19, 2015 1:43 PM
To: Schlueter, David E.; Peterson, Tammy
Cc: Malinski, Barbara; Meyer, Mary D.
Subject: RE: TELEPHONE SYSTEMS SOFTWARE

Dave,
Please award the bid to Black Box. Please set up the contract for three years through December 31, 2018

Annual spend: $500,000

Reasons:

- Black Box was the only qualified bidder.
- Black Box is able to meet the City's project timelines.
- Black Box has extensive knowledge of the City's infrastructure.
- Black Box is a nationally known vendor for Unify (Siemens) voice/data systems.

Bob
-----Original Message-----
From: Schlueter, David E.
Sent: Monday, August 17, 2015 10:39 AM
To: Arko, Robert W.; Peterson, Tammy
Cc: Malinski, Barbara; Meyer, Mary D.
Subject: TELEPHONE SYSTEMS SOFTWARE

Hi Bob and Tammy:

I have attached the single bid response we received at our bid opening for OP 8159. Please review the bid and forward your recommendation to me.

Thanks.

Dave

David E. Schlueter CPPB
Buyer, City of Minneapolis
612-673-2834
david.schlueter@minneapolismn.gov

Minneapolis
City of Lakes

Purchasing Division - Bid Tabulation Summary

Official Publication No.	8159
Re-Bid for	Telephone Systems Software and Equipment Upgrades
Purchasing Buyer:	Andenet Emiru
Department:	Information Technology
Department Contact:	Tammy Peterson / Bob Arko
Bids Due:	10 AM, Local Time, August 13th, 2015

	Vendors:		Blackbox Box NACS							
1			acknowledgement only							
2										
3										
4										
5										
6										
7										
8										
9										
10										

We, the undersigned, hereby certify that the above bids were publicly opened and read aloud:

P. O'Brien
For the: Finance Officer

Emily Conradt
For the: Assistant Director, Purchasing

Offl. Publ. #8159
Bids opened 10 AM, Local Time
August 13, 2015

Company Name Black Box NACS

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BID FORM

My/Our bid to provide all materials, equipment, labor and incidentals necessary for the Telephone Systems Software and Equipment Upgrades for the City of Minneapolis – Information Technology; all in accordance with the bid specifications and bid form, as follows:

Spok (Amcom) Enterprise Alert System

Quantity	Description	Unit Price
SYSTEM		
1	Dual PRI Interface Board	7911.43
1	By Pass Box with Watchdog Timer	742.86
1	8 Channel Analog Passive/Terminate Interface Board	1839.31
MDF		
1	Installation Support Materials	302.04

Higher Ground/Calibre Call Recording/Call Center Recording and Screen Shots

Quantity	Description	Unit Price	Total
3	24 port 2 wire digital card	6203.43	18610.29
1	Calibre Core Software	16072.00	16072.00
56	Transfer 56 licenses to upgrade system	10.29	576.00
13	Calibre Channel licenses new	456.00	5928.00
13	Screen Capture licenses new	285.71	3714.29
1	4U recording chassis – Calibre	16733.71	16733.71
1	PCI start/stop complicance Utility Billing	5014.29	5014.29
1	Annual Maintenance and Support on above after year one	6336.00/ year	6336.00

OpenScape Contact Center ProCenter Licenses/Call Center

Quantity	Description	Unit Price	Total
20	OSCC Enterprise Agent Desktop License	1138.46	22769.14
5	OSCC Enterprise Manager License	1264.96	6324.79
20	OSCC Enterprise User License	948.73	18974.57
10	OSCC Enterprise Email License	818.69	8186.86
10	OSCC Enterprise Web User License	510.27	5102.71
5	OSCC Enterprise SDK RTM Client License	442.73	2213.64
1	Custom Reporting Interface Maintenance	21428.57/ year	21428.57

Aspect eWFM/Forecasting and scheduling for call center

Quantity	Description	Unit Price	Total
1	Aspect Active Learning Subscription	6520.41	6520.41

Muture/Xpressions Voicemail to text

Quantity	Description	Unit Price	Total
1	EVM3 Enterprise Edition Server	9098.93	9098.93
25	EVM3 Annual User Subscription	25.71	642.86
1	Remote Implementation	1485.71	1485.71
25	EVM Plus License	25.71	642.86
1	Annual Maintenance and Support	1444.11/ year	1444.11

Unify OpenScape Session Border Controller/SIP Trunks for remote agents

Quantity	Description	Unit Price	Total
10	OpenScape SBC Session License	34.79	347.86
1	OpenScape SBC Server	3108.80	3108.80

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Company Name Black Box NACS

Unify 4000 Softgate/IP IPDA switch

Quantity	Description	Unit Price	Total
504	OpenScape 4000 Flex License	137.93	69516.00
2	Survivability License for AP 3700 IP, SoftGate and Access 50	2671.10	5342.20
1	SoftGate 500 Application	2263.64	2263.64
1	SoftGate Basic Package for Openscape/HiPath 4000	732.59	732.59

Unify OpenScape Express/SIP gateway or UC application

Quantity	Description	Unit Price	Total
1	OpenScape Enterprise Express Server	8586.73	8586.73
1	OpenScape Branch 500i DP8 Server	5574.40	5574.40
1	OpenScape Enterprise Express Base License Package	53064.00	53064.00
1	OSC SWA for OSC Enterprise Express Base License Package	9551.53	9551.53
60	OpenScape SBC Session License (per Session)	29.47	1768.29
1	OpenScape Branch 50i A024 Server	2755.04	2755.04

Unify IPDA Access Module IPDA

Quantity	Description	Unit Price	Total
1	Access SLO	1296.46	1296.46
1	Access PRI	1728.60	1728.60
1	Access SLA	1728.60	1728.60
1	Access 500a	4042.97	4042.97
5	Unify HG3500	4280.34	21401.71
5	Unify HG3575	6832.09	34160.43
5	Unify AP 3700 IP	1152.40	5762.00

Miscellaneous Telephone Equipment

Quantity	Description	Unit Price	Total
50	RJ-22 Modular Coiled Handset Cord, Black	3.70	185.00
10	AP 1120 Cornet-IP	337.67	3376.71
2	XMU Large Chassis with control card	4658.33	9316.66
1	IVR	107142.86	107142.86
50	Unify/Siemens OpenStage 40	294.80	14740.00
200	Unify/Siemens OpenStage 15	144.73	28945.71
50	Refurbished Unify/Siemens OpenStage 40	231.43	11571.43
100	Unify/SiemensOpenScape Desk Phone IP 55G (SIP)	364.47	36447.14
100	Unify/Siemens OpenStage 60g	482.40	48240.00
100	Unify/Siemens OpenStage 55g	364.47	36447.14
100	Unify/Siemens OpenStage 35g	191.53	19152.86
50	OpenStage Stand 40/60/80 Key Module	271.36	13567.86
200	Unify/Siemens optiPoint Acoustic Adapter	140.00	28000.00
200	Refurbished Unify/Siemens optiPoint Acoustic Adapter	69.43	13885.71
50	Unify/Siemens OptiPoint 500 Advance Mangan	414.14	20707.14
50	Refurbished Unify/Siemens OptiPoint 500 Advance Mangan	108.00	5400.00

Company Name Black Box NACS

*Labor/Install**

Description	Unit Price
Project Management	139.00 / hour
Project Management - Overtime	279.50 / hour
Installation/Implementation	111.83 / hour
Installation/Implementation - Overtime	223.66 / hour
Training	111.83 / hour
Professional Services	250.00 / hour
Professional Services - Overtime	375.00 / hour

*Labor/Install pricing provided by the Bidder shall be used as needed to add or deduct quantities of units in any subsequent change orders for the length of the contract.

*Additional Unit Pricing***

Parts not listed above	Unit Price
Integrated 19" Patch Panel	155.57
Patch Panel 24 or 48	249.95
Cable Kit, Champ Connector	129.64
Subscriber Line Module Analog w/MWI	1037.17
Digital Interface Unit for T1 Network Exchange Interface	946.61
CSU T1 ACE ADTRAN w/Power supply	455.26
Dell Voice Processing Server	6708.91

** Additional Unit Pricing provided by the Bidder shall be used as needed to add or deduct quantities of units in any subsequent change orders for the length of the contract.

Add Alternates

A1. Standard Maintenance on all hardware for year two $ 15152.00

A2. Standard Maintenance on all hardware for year three $ 15152.00

A3. Software Maintenance and Support for year two $ 5781.63

A4. Software Maintenance and Support for year two $ 5781.63

Basis of Award:

This bid will be awarded to the overall, low (total price) – responsive, responsible bidder; according to the bid specifications and bid form. For purposes of calculating the award, the following number of hours will be used for Labor/Install:

- Project Management: 200 hours
- Project Management - Overtime: 100 hours
- Installation/Implementation: 400 hours
- Installation/Implementation – Overtime: 200 hours
- Training: 80 hours

The Additional Unit Pricing is not included in the basis of award.

Quantities:

All quantities are estimates of the annual City usage. The City may purchase more or less throughout the year, and is NOT held to the estimated quantities.

Unit Price:

Price **must** include furnishing and delivery; do **NOT** include sales tax (the City of Minneapolis is now tax exempt).

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Extension Options:

Bidder offers to extend terms and conditions (may increase per the ECI) for an additional twelve (12) months, December 31st, 2016, after the contract end date, December 31st, 2015; at the sole option of the City:

Yes X No ____

Bidder offers to extend terms and conditions (may increase per the ECI) for an additional twenty-four (24) months, December 31st, 2017, after the contract end date, December 31st, 2015; at the sole option of the City:

Yes X No ____

Bidder offers to extend terms and conditions (may increase per the ECI) for an additional thirty-six (36) months, December 31st, 2018, after the contract end date, December 31st, 2015; at the sole option of the City:

Yes X No ____

Please return the following documents with your bid:

- Bid Form
- SUBP Goals
- Prevailing Wage Certificate
- Certificate of Insurance

Delivery:

F.O.B. Destination; freight prepaid and allowed.

Acknowledge Addenda No. ____ ____ ____

Bidder must supply Federal Tax ID No. or Social Security No. 41-1231011

If Social Security Number is provided, this individuals name must be included as Bidder.

Bidder affirms that this bid(s) has been arrived at by the bidder independently and has been submitted without collusion with, and without any agreement, understanding or planned common course of action with, any other bidder of materials, supplies, equipment and services described in the invitation to Bid, designed to limit independent bidding or competition.

TWO complete bid responses including attachments to be returned, one of which must be an **original**.

BIDDER NORSTAN COMMUNICATIONS, INC D/B/A BLACK BOX NETWORK SERVICES

CIRCLE ONE (Corporation - Partnership - Individual)

SIGNED BY (Signature) Steve Kitchen (Printed Name) Director of Financial Planning

ADDRESS 500 E. Court Ave #130

CITY Des Moines STATE IA ZIP+4 ZIP CODE 50309

BUSINESS PHONE (515) 698-4607 FAX NUMBER 515-698-5001

E-MAIL ADDRESS: rusty.parker@blackbox.com

IF YOU ARE NOT OFFERING A BID

Please fill out company name, address, etc. above and indicate below or on back side of this form, your reason(s) for not offering a bid and return this page to City Purchasing, 330 Second Avenue South - Suite 552, Minneapolis, MN 55401. Please indicate **"NO BID"** on the outside of your mailing envelope.

BIDS RESULTS WILL NOT BE MAILED, BUT WILL BE E-MAILED TO THE E-MAIL ADDRESS ON THIS BID FORM.