

NEW

State of Maine**Master Agreement****Effective Date:** 05/01/16**Expiration Date:** 05/31/19**Master Agreement Description:** Avaya Data Network Equipment, Support and Maintenance**Buyer Information**

Justin Franzose 207-624-7337 ext. justin.franzose@maine.gov

Issuer Information

JOAN BOLDUC 207-624-9904 ext. JOAN.BOLDUC@MAINE.GOV

Requestor Information

Michael McLaughlin 207-624-8884 ext. michael.mclaughlin@maine.gov

Authorized Departments

18B BUREAU OF INFORMATION SERVICES

Vendor Information**Vendor Line #:** 1**Vendor ID**
VS0000001587**Vendor Name**
Integration Partners Corporation**Alias/DBA****Vendor Address Information**

12 Hartwell Ave

Lexington, MA 02421

US

Vendor Contact Information

Jim Czarnecki

781-357-8100 ext. 137

jczarnecki@integration-partners.com

Commodity Information

Vendor Line #: 1

Vendor Name: Integration Partners Corporation

Commodity Line #: 1

Commodity Code: 20464

Commodity Description: Avaya Data Network Equipment, Support and Maintenance

Commodity Specifications: See attached summary and discount levels as a percentage from list.

Commodity Extended Description: Avaya Data Network Equipment, Support and Maintenance

Quantity

0.00000

UOM

Unit Price

\$0.00

Delivery Days

0

Free on Board

Contract Amount

\$0.00

Service Start Date

05/01/16

Service End Date

05/31/19

Catalog Name

Discount

0.0000 %

Discount Start Date

Discount End Date

Appendix A

**STATE OF MAINE
DEPARTMENT OF ADMINISTRATIVE AND FINANCIAL SERVICES
DIVISION OF PURCHASES
BID COVER PAGE**

| | | |
|---|-------------------|--|
| Bidder's Organization Name: Integration Partners | | |
| Chief Executive - Name/Title: Bart Graf/Principal | | |
| Tel: 781-357-8198 | Fax: 781-357-8500 | E-mail: bgraf@integrationpartners.com |
| Headquarters Street Address: 12 Hartwell Ave. | | |
| Headquarters City/State/Zip: Lexington, MA 02421 | | |
| <i>(provide information requested below if different from above)</i> | | |
| Lead Point of Contact for Bid - Name/Title: Jim Czarnecki/Account Executive | | |
| Tel: 781-357-8137 | Fax: 781-357-8500 | E-mail: jczarnecki@integrationpartners.com |
| Street Address: 12 Hartwell Ave. | | |
| City/State/Zip: Lexington, MA 02421 | | |

- This bid and the pricing structure contained herein will remain firm for a period of 180 days from the date and time of the bid opening.
- No personnel currently employed by the Department or any other State agency participated, either directly or indirectly, in any activities relating to the preparation of the Bidder's proposal.
- No attempt has been made or will be made by the Bidder to induce any other person or firm to submit or not to submit a proposal.
- The undersigned is authorized to enter into contractual obligations on behalf of the above-named organization.

Read and Agreed.

Debarment, Performance, and Non-Collusion Certification

By signing this document I certify to the best of my knowledge and belief that the aforementioned organization, its principals, and any subcontractors named in this proposal:

- a. Are not presently debarred, suspended, proposed for debarment, and declared ineligible or voluntarily excluded from bidding or working on contracts issued by any governmental agency.*
- b. Have not within three years of submitting the proposal for this contract been convicted of or had a civil judgment rendered against them for:

 - i. fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a federal, state or local government transaction or contract.*
 - ii. violating Federal or State antitrust statutes or committing embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;*
 - iii. are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, State or Local) with commission of any of the offenses enumerated in paragraph (b) of this certification; and*
 - iv. have not within a three (3) year period preceding this proposal had one or more federal, state or local government transactions terminated for cause or default.**
- c. Have not entered into a prior understanding, agreement, or connection with any corporation, firm, or person submitting a response for the same materials, supplies, equipment, or services and this proposal is in all respects fair and without collusion or fraud. The above mentioned entities understand and agree that collusive bidding is a violation of state and federal law and can result in fines, prison sentences, and civil damage awards.*

- Failure to provide this certification may result in the disqualification of the Bidder’s proposal, at the discretion of the Department.**

To the best of my knowledge all information provided in the enclosed proposal, both programmatic and financial, is complete and accurate at the time of submission.

| | |
|-----------------------|--------------------------|
| Name: James Czarnecki | Title: Account Executive |
| | |
| Authorized Signature: | Date: 08/30/2016 |

Appendix B

STATE OF MAINE DEPARTMENT OF ADMINISTRATIVE AND FINANCIAL SERVICES DIVISION OF PURCHASES

DETAILED SPECIFICATIONS

RFQ # 18B 1608300000000000137 Avaya Data Network Equipment, Support and Maintenance

The State of Maine seeks to select a vendor/reseller to provide Avaya data network equipment, support and maintenance. The vendor will provide equipment, support and maintenance and limited consulting services for the equipment/network using discount level contract pricing. The State will enter into a master agreement with the selected vendor for a period of three (3) years.

The State of Maine does not guarantee purchase of presented equipment. Avaya equipment and support services purchased may differ from the items presented. The State is using the example equipment scenarios below to select the best value vendor to provide equipment and support service over the 3-year agreement term. The State reserves the right to use the NASPO Value Point Data Communications Products and Services Agreement if pricing is better through that channel.

The agreement must allow for the State of Maine to purchase switches, associated module boards and other related parts separately in varying quantities, complete assembly and configuration locally with no penalty as to cost or support/maintenance level.

Vendors must be an Avaya Platinum Partner able to respond with staff on-site in Augusta, Maine within four (4) hours normal drive time. The selected vendor shall ensure the State of Maine has a valid Avaya Contract ID number and Avaya logon/user account with software download permissions for all contracted maintenance items. All equipment must be covered by an Avaya backed GF6300 Service Contract, or GF4300 Service Contract with a 24x7 NOC staffed with Avaya Networking Certified Personnel.

All equipment must be delivered within 14 business days from the receipt of an order. All shipping and handling cost for delivery to Augusta, Maine must be included at no additional cost. The State may pay for equipment via purchase/delivery order or credit card. No credit card surcharges will be allowed.

Maintenance and Warranty

All units must come with a repair or replace and upgrade service, and all units must be automatically added to a maintenance contract in accordance with the specified maintenance levels. Maintenance costs must be prorated to the end of the Contract. The Avaya maintenance contract rate must be made available to the State of Maine to add existing supportable Nortel/Avaya equipment to maintenance coverage.

Bid Format

In addition to submitting the global discount as a percent off list for Avaya's complete line of data network equipment, bidders must submit bid quotes for one each of the three (3) configurations detailed below. Quotes must include list and net prices for the units and three (3) years Avaya equivalent maintenance.

Example 1:

Four (4) - Avaya 3526T-PWR+24 x 10/100Mbps PoE+ ports + 2 Combo 10/100/1000 or SFP ports + 2 SFP / 2.5G rear ports. PoE budget 370W. (MFG PART # AL3500E11-E6)

Example 2:

Two (2) - Avaya Ethernet Routing Switch 4850GTS-PWR+48 10/100/1000 Gigabit Ethernet RJ45 ports. 2 Combo SFP ports. Plus 2 x 1/10 Gigabit SFP+ ports. System CPU operates at 533 MHz. Switch is configured with 1GB RAM; RJ-45 Console port provides industry standard serial port connectivity. Ships with 1 set of 44mm/19" rack mount brackets. (MFG PART # AL4800E88-E6GS)

Example 3:

Four (4) Avaya - VSP 7024XLS 24 SFP+ FRONT 2 BACK COOLING BASE UNIT & SW (NO PSU) Note: Includes Base License, Fan Tray & 19/23" rack mount. (MFG PART # AL700001F-E6)

Example 4: Consulting Services – onsite

One day (8 hours) of Certified Avaya Network Professional Consulting Services on-site, travel and other associated costs included, 51 Commerce Drive, Augusta, ME 04333

Example 5: Consulting Services – offsite

One day (8 hours) of Certified Avaya Network Professional Consulting Services (from home offices, not on-site at Augusta, ME 04333

Avaya Data Network Equipment Bid Sheet

Bidders must include the following information in their responses.

Global equipment discount level as a percentage from list 48% off Avaya APL
(minimum discount available, actual may be higher)

Maintenance discount level as a percentage from list 40% off GF6300 level MSRP
(minimum discount available, actual may be higher)

Example 1:

| | |
|---|-------------------|
| List equipment price (Four (4) - Avaya 3526T-PWR+ 24) | <u>\$4,860.00</u> |
| Net equipment cost after discount | <u>\$2,527.20</u> |
| Year 1 net (fully discounted) maintenance cost | <u>\$111.40</u> |
| Year 2 net (fully discounted) maintenance cost | <u>\$111.40</u> |
| Year 3 net (fully discounted) maintenance cost | <u>\$111.40</u> |

Example 2:

| | |
|---|--------------------|
| List equipment price (Two (2) - Avaya Ethernet Routing Switch 4850GTS-PWR+) | <u>\$13,320.00</u> |
| Net equipment cost after discount | <u>\$6,879.60</u> |
| Year 1 net (fully discounted) maintenance cost | <u>\$277.20</u> |
| Year 2 net (fully discounted) maintenance cost | <u>\$277.20</u> |
| Year 3 net (fully discounted) maintenance cost | <u>\$277.20</u> |

Example 3:

| | |
|--|--------------------|
| List equipment price (Four (4) Avaya - VSP 7024XLS 24) | <u>\$63,660.00</u> |
| Net equipment cost after discount | <u>\$33,103.20</u> |
| Year 1 net (fully discounted) maintenance cost | <u>\$4,184.40</u> |
| Year 2 net (fully discounted) maintenance cost | <u>\$4,184.40</u> |
| Year 3 net (fully discounted) maintenance cost | <u>\$4,184.40</u> |

Example 4: One-day onsite Avaya consulting (hourly rate X 8) \$1,600

Example 5: One-day offsite Avaya consulting (hourly rate X 8) \$1,400

Total net costs (exclude list costs from total) \$50,830.00

Appendix C

**STATE OF MAINE
DEPARTMENT OF ADMINISTRATIVE AND FINANCIAL SERVICES
DIVISION OF PURCHASES**

COST RESPONSE

**RFQ # 18B 1608300000000000137
Avaya Data Network Equipment, Support and Maintenance**

All responses to this RFQ will require a cost quotation response, in a format selected by the State of Maine. That format is described below.

All questions and responses must be provided via the State of Maine's e-Procurement system, AdvantageME/Vendor Self Service: <https://mevss.hostams.com/webapp/PRDVSS2X1/AltSelfService>. Bid instructions are under the attachments section of the solicitation.

Bidders must select yes to confirm paperwork has been uploaded as attachments to their bids. Any bids that do not include the paperwork requested in this solicitation may be discarded at the discretion of Division of Purchases.

In addition to submitting the global discount as a percent off list for Avaya's complete line of data network equipment, bidders must submit bid quotes for one each of the three (3) configurations detailed above. Quotes must include list and net prices for the units and three (3) years Avaya equivalent maintenance.

Total net costs should be entered as the total bid price. Total bid price must be entered into contract amount.

Failure to provide the requested information may result in the exclusion of the quotation from consideration, at the discretion of the Division.

Read and Agreed.

Appendix D

STATE OF MAINE
DEPARTMENT OF ADMINISTRATIVE AND FINANCIAL SERVICES
DIVISION OF PURCHASES

Municipality Political Subdivision and School District
Participation Certification

RFQ # 18B 1608300000000000137
Avaya Data Network Equipment, Support and Maintenance

The Division of Purchases is committed to providing purchasing opportunities for **municipalities, political subdivisions and school districts** in Maine by allowing them access, through our vendors, to our contract pricing. A bidder's willingness to extend contract pricing to these entities will be taken into consideration in making awards.

Will you accept orders from political subdivisions and school districts in Maine at the prices quoted?

Yes

Yes with conditions as follows:

No

Name of Company:

Integration Partners

Address:

12 Hartwell Ave. Lexington, MA 02421

Signature: _____

Date: 08/30/2016

**STATE OF MAINE
DEPARTMENT OF ADMINISTRATIVE AND FINANCIAL SERVICES
DIVISION OF PURCHASES**

ECONOMIC IMPACT FORM

**RFQ # 18B 1608300000000000137
Avaya Data Network Equipment, Support and Maintenance**

Instructions

In addition to all other information requested within this RFQ, each Bidder should complete the table below to quantify the Bidder’s economic impact upon and within the State of Maine. The use of economic impact in making contract award decisions is outlined in Executive Order 2012-004, which states that certain contracts “...advertised for competitive bid shall include scoring criteria evaluating the responding Bidder’s economic impact on the Maine economy and State revenues.”

For the purposes of this RFQ, the term “economic impact” shall be defined as through the “Economic Impact Factors” listed in the table below. To complete the “economic impact” section of the Bidder’s response, the Bidder shall provide the information requested below, describing the Bidder’s recent economic impact with the State of Maine. This information will be evaluated as described in Part IV A.

| Economic Impact Factors | Factors Expressed in Dollars |
|--|--|
| Salaries paid to Maine residents in past 12-month period | \$ 267,214.40 |
| Payments made to Maine-based subcontractors in past 12-month period | \$ |
| Payments of State and local taxes in Maine within past 12-month period | \$ Zero, our current customers within Maine are tax exempt |
| Payments of State licensing fees in Maine within past 12-month period | \$ 0 |
| Total Economic Impact Value | \$ 267,214.40 |

For the table above, the following definitions are provided:

- “Maine resident”: any person whose primary residence is located within the State of Maine.
- “Maine-based”: any organization whose primary operations are located within the State of Maine.
- “Past 12-month period”: the past 12-months, starting on the date that the RFQ was publicly released.

Certification Statement

To the best of my knowledge all information provided above is complete and accurate at the time of submission, and I confirm that I am authorized to make such a determination on behalf of my organization.

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|-----------------------|--------------------------|
| Name: James Czarnecki | Title: Account Executive |
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| Authorized Signature: | Date: 09/02/2016 |