

PORTFOLIO TITLE: [Cloud Solutions](#)
LEAD STATE: Utah

OVERVIEW:

The Master Agreements with sixty-two (62) suppliers in this portfolio offer a diverse range of XaaS cloud solutions and associated services.

INITIAL TERM: 09/02/2016 to 09/15/2026*

RENEWALS: None

TOTAL POSSIBLE TERM: Ten (10) years

*Due to differences in the date of execution and other factors, individual master agreement terms may vary. Buyers should review the applicable master agreement and associated addenda to verify the term.

PRODUCT CATEGORIES:

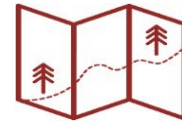
1. Software as a Service (SaaS)
2. Platform as a Service (PaaS)
3. Infrastructure as a Service (IaaS)



SUPPLIERS AVAILABLE (AS OF MARCH 2021):

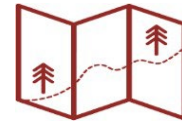
Supplier	SaaS	PaaS	IaaS
8x8	X		
A&T Systems			X
Accenture	X	X	X
Armedia	X	X	
AT&T	X	X	X
ATOS	X	X	X
B2Gnow (dba of AskReply)	X		
Broadvoice	X		
Calibre	X		
Capgemini	X		
Carahsoft	X	X	X
CDW-G	X	X	X
CGI	X		X
CherryRoad Technologies		X	X
Cisco Systems	X	X	X
CodeLynx	X		
Collab9	X		
Companion Data Services	X		
Confi-Chek (formerly Enformion)	X		
Contact Solutions	X		
CSRA	X	X	X
Deloitte Consulting (assigned from Day 1 Solutions)	X	X	X
DLT Solutions	X	X	X

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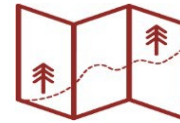
DXC Technology Services	X	X	X
EC America (subsidiary of immixGroup)			X
ECS Federal (assigned from InfoReliance)	X		X
eGlobal Tech			X
EMC		X	X
Emergent	X	X	X
Enquizeit	X		
Ensono			X
ESRI	X	X	X
eSolutionsGroup	X		
Experian	X		
Hewlett Packard Enterprise	X	X	X
HRTec	X	X	X
Hyland	X		
i2m (dba of Include Information Management)	X	X	X
IBM	X	X	X
Insight Public Sector	X	X	X
Knowledge Services (dba of GuideSoft)	X		
Laserfiche	X		
Lumen (dba of CenturyLink)	X	X	X
NTT Data			X
NWN	X		
Oracle	X	X	X
Presidio	X		
Quest	X		
Red River	X	X	X
Retarus	X		
SHI	X	X	X
Smartronix	X	X	X
Strategic Communications	X	X	X
TCC Software Solutions	X	X	X
Teradata		X	
Unisys	X	X	X
ViON	X	X	X
Visionary Integration Professionals	X		
VMware	X		X
WellSky (formerly Mediware Human & Social Services)	X		
Workday	X		
Zivaro (formerly Global Technology Resources)	X		

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<u>KEY BENEFITS:</u> • Master Agreements provide Participating Entities with access to technical capabilities that run in cloud environments and meet the NIST Essential Characteristics. • Offerings are available from direct OEM providers, aggregators, business partners, and resellers to provide a full range of cloud-based solutions and services. • Data security was a major component of the RFP, evaluation process, and Master Agreements.	<u>PRICING:</u> 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 Cloud Solutions portfolio landing page. Customers may negotiate deeper discounts. 
<u>PROCUREMENT BACKGROUND:</u> Cloud Solutions was a new NASPO ValuePoint contract portfolio when established in 2016. The RFP allows the Lead State to conduct "refresh" solicitations bi-annually at its discretion to allow additional vendors to compete for a contract within the portfolio. The most recent refresh took place in 2018.	<u>STATES ON SOURCING TEAM:</u> ★ Utah (Lead) ★ Colorado ★ New Jersey ★ Tennessee ★ Vermont ★ Wisconsin 
<u>SOLICITATION INFORMATION (ORIGINAL):</u> ✓ Type: <u>Request for Proposal (RFP)</u> ✓ Solicitation Number: <u>CH16012</u> ✓ Publicly Advertised: <u>12/21/2015 – 3/20/2016</u> ✓ Posted On: <u>Utah BidSync account (closed)</u> ✓ Posting Link: <u>No longer accessible</u> ✓ Number of Days Publicly Posted: <u>90</u> ✓ Number of Amendments Posted: <u>10</u>	<u>PUBLIC OPENING (ORIGINAL):</u> Sealed responses were unsealed upon closing of the solicitation at <u>1:00pm MT on 3/20/2016</u>. <u>VENDOR RESPONSES (ORIGINAL):</u> • Number of Vendor Responses Received: <u>58</u> • Number of Non-Responsive Vendor Responses: <u>6</u> • Number of Vendor Responses Evaluated: <u>29</u>
<u>SOLICITATION INFORMATION (2018 REFRESH):</u> ✓ Type: <u>Request for Proposal (RFP)</u> ✓ Solicitation Number: <u>SK18008</u> ✓ Publicly Advertised: <u>4/2/2018 – 7/6/2018</u> ✓ Posted On: <u>Utah Public Procurement Portal Place</u> ✓ Posting Link: <u>SK18008</u> ✓ Number of Days Publicly Posted: <u>95</u> ✓ Number of Amendments Posted: <u>6</u>	<u>PUBLIC OPENING (2018 REFRESH):</u> Sealed responses were unsealed upon closing of the solicitation at <u>3:00pm MT on 7/6/2018</u>. <u>VENDOR RESPONSES (2018 REFRESH):</u> • Number of Vendor Responses Received: <u>80</u> • Number of Non-Responsive Vendor Responses: <u>5</u> • Number of Vendor Responses Evaluated: <u>75</u>

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EVALUATIONS:

Responses to the original solicitation were evaluated by the members of the Sourcing Team during the week of 7/25/2016 in Salt Lake City, Utah. Responses to the 2018 refresh solicitation were evaluated by the members of the Sourcing Team during the week of 12/10/2018 in Salt Lake City, Utah.



EVALUATION CRITERIA:

Responses were evaluated based on the following Evaluation Criteria:

Business Information

1. Business Profile
2. Scope of Experience
3. General Information
4. Billing and Pricing Practices
5. Scope and Variety of Cloud Solutions
6. Best Practices

Organization & Staffing

1. Contract Manager

Organization & Staffing

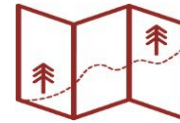
1. Technical Requirements
2. Subcontractors
3. Working with Purchasing Entities
4. Customer Service
5. Security of Information
6. Privacy and Security
7. Migration and Redeployment Plan
8. Service or Data Recovery
9. Data Protection
10. Service Level Agreements
11. Data Disposal
12. Performance Measures and Reporting
13. Cloud Security Alliance
14. Service Provisioning
15. Back up and Disaster Plan
16. Solution Administration
17. Hosting and Provisioning
18. Trial and Testing Periods
19. Integration and Customization
20. Marketing Plan
21. Value-Added Services
22. Supporting Infrastructure
23. Alignment of Cloud Computing



SCORING:

Responses were scored according to the RFP's Evaluation Criteria across one technical evaluation stage, which included a minimum technical scoring threshold, and the cost evaluation. Detailed scoring information can be found in the Cloud Solutions Award Justification Statements posted on the NASPO ValuePoint [Cloud Solutions portfolio landing page](#).

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AWARD:

The original RFP allowed for multiple vendor awards in each award category based on each vendor's success in earning more than 70% of the maximum 1,325 total points possible (for IaaS and PaaS) and 1,275 total points possible (for SaaS). 38 of the 58 vendors evaluated met the required minimum score threshold in one or more categories, making them eligible for award.

The 2018 refresh RFP allowed for multiple vendor awards in each award category based on each vendor's success in earning more than 70% of the maximum 1,333.3 total points possible (for IaaS and PaaS) and 1,283.3 total points possible (for SaaS). 33 of the 80 vendors evaluated met the required minimum score threshold in one or more categories, making them eligible for award. This includes a number of vendors that were awarded a contract through the original RFP and were awarded additional categories through the refresh.

PUBLIC POSTING OF AWARD (ORIGINAL):

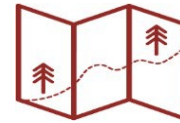
- Award Posted: 9/1/2016
- Posting Link: [Award Justification Statement](#)
- Vendors Awarded: 38
- Protests Received: 0



AWARDED VENDORS (ORIGINAL):

- | | |
|---|---|
| ▪ A&T Systems | ▪ FireEye |
| ▪ AT&T | ▪ IBM |
| ▪ ATOS | ▪ Insight Public Sector |
| ▪ Broadvoice | ▪ Knowledge Services (dba of GuideSoft) |
| ▪ Carahsoft | ▪ Logicworks |
| ▪ CDW-G | ▪ Lumen (dba of CenturyLink) |
| ▪ CGI | ▪ NTT Data |
| ▪ CherryRoad Technologies | ▪ Oracle |
| ▪ Cisco Systems | ▪ Quest |
| ▪ Collab9 | ▪ Retarus |
| ▪ Contact Solutions | ▪ SHI |
| ▪ CSRA | ▪ Smartronix |
| ▪ Deloitte Consulting (assigned from Day 1 Solutions) | ▪ Strategic Communications |
| ▪ DLT Solutions | ▪ TCC Software Solutions |
| ▪ EC America (subsidiary of immixGroup) | ▪ Teradata |
| ▪ ECS Federal (assigned from InfoReliance) | ▪ Unisys |
| ▪ EMC | ▪ Verizon |
| ▪ Emergent | ▪ VMware |
| ▪ ESRI | ▪ Workday |

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PUBLIC POSTING OF AWARD (2018 REFRESH):

- Award Posted: 1/23/2019
- Posting Link: [Award Justification Statement](#)
- Vendors Awarded: 33
- Protests Received: 8



AWARDED VENDORS (2018 REFRESH):

- | | |
|--|---|
| ▪ 8x8 | ▪ Hewlett Packard Enterprise |
| ▪ Accenture | ▪ HRTec |
| ▪ Armedia | ▪ Hyland |
| ▪ AT&T | ▪ i2m (dba of Include Information Management) |
| ▪ B2Gnow (dba of AskReply) | ▪ IBM |
| ▪ Calibre | ▪ Laserfiche |
| ▪ Capgemini | ▪ NWN |
| ▪ CherryRoad Technologies | ▪ PCMG (acquired by Insight Public Sector) |
| ▪ CodeLynx | ▪ Presidio |
| ▪ Companion Data Services | ▪ Red River |
| ▪ Confi-Chek (formerly Enformion) | ▪ ViON |
| ▪ DXC Technology Services | ▪ Visionary Integration Professionals |
| ▪ ECS Federal (assigned from InfoReliance) | ▪ WellSky (formerly Mediware Human & Social Services) |
| ▪ eGlobal Tech | ▪ Zivaro (formerly Global Technology Resources) |
| ▪ EMC | |
| ▪ Enquizit | |
| ▪ Ensono | |
| ▪ eSolutionsGroup | |
| ▪ Experian | |

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