



June 6, 2023

RE: Minnesota NASPO ValuePoint Request for Proposal for Computer Equipment

To All Responders:

This letter is regarding the solicitation issued by the State of Minnesota, Department of Administration, Office of State Procurement, on behalf of the State of Minnesota and NASPO ValuePoint to establish Minnesota NASPO ValuePoint Master Agreement(s) for Computer Equipment (Desktops, Laptops, Tablets, Servers, and Storage, including related Peripherals & Services) (Solicitation 29720). Solicitation 29720 opened on March 18, 2021.

The scoring has been completed and the following companies have been offered an award:

- A. Negotiations are complete and execution of a Master Agreement is pending for the following companies:

Band 1, Personal Computer Devices – Windows Operating Systems: Durabook Americas, Inc.; Howard Technology Solutions; Transource Services Corp

Band 2, Personal Computer Devices - Non-Windows Operating Systems: Apple Inc

Band 3, Servers and Storage: New Tech Solutions, Inc.; Pure Storage, Inc.; Quantum Corporation; Transource Services Corp.

- B. Negotiations are ongoing with the following companies:

Band 1, Personal Computer Devices – Windows Operating Systems: Ace Computers; Acer America Corporation; Dell Inc.; Dynabook Americas, Inc.; Getac, Inc.; HP Inc.; Lenovo (United States) Inc.; Microsoft Corporation; Panasonic Connect North America, Division of Panasonic Corporation of North America; Zebra Technologies International, LLC

Band 2, Personal Computer Devices - Non-Windows Operating Systems: Ace Computers; Acer America Corporation; Dell Inc.; HP Inc.; Lenovo (United States) Inc.; Panasonic Connect North America, Division of Panasonic Corporation of North America;

Band 3, Servers and Storage: Ace Computers; Dell Inc; Hewlett Packard Enterprise; Hitachi Vantara LLC; IBM Corporation; Lenovo Global Technology (United States) Inc.; Oracle America, Inc.; NetApp, Inc.

Thank you for your response to this solicitation.

Sincerely,

A handwritten signature in blue ink, appearing to read 'ERanda', with a long horizontal flourish extending to the right.

Elizabeth Randa
Acquisition Management Specialist

Minnesota NASPO RFP for Computer Equipment

Summary Scores for Band 1

Phase 2, Step 1

		Product Deployment	Ability to Perform	TOTAL SCORE	% Highest Score
Possible Points		200.00	800.00	1000.00	
Responders	HP Inc	143.92	627.50	771.42	100.00%
	Dell	137.33	575.00	712.33	92.34%
	Acer	117.33	593.75	711.08	92.18%
	Getac	115.25	544.17	659.42	85.48%
	Microsoft	103.33	535.83	639.17	82.86%
	Panasonic	107.75	530.00	637.75	82.67%
	Transource	105.25	527.92	633.17	82.08%
	Dynabook	108.17	516.67	624.83	81.00%
	Durabook	96.17	525.00	621.17	80.52%
	Lenovo	104.00	510.83	614.83	79.70%
	Zebra Technologies	100.08	478.33	578.42	74.98%
	Ace	81.00	485.42	566.42	73.43%
	Howard	46.67	428.75	475.42	61.63%
	Detel	33.33	331.25	364.58	47.26%
	Sumuri	withdrew response		n/a	n/a

DOCUMENTATION

The Evaluation Team determined that for the purposes of Phase 2, Step 1 of the evaluation process, that responders with a score of at least 60% of the highest score within that Band would advance to the next evaluation phase. For Band 1, Responder Detel's score did not cross the established threshold, and will not be advancing to Phase 2, Step 3 of the evaluation process.

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Summary Scores for Band 2

Phase 2, Step 1

		Product Deployment	Ability to Perform	TOTAL SCORE	% Highest Score
Possible Points		200.00	800.00	1000.00	
Responders	Acer	124.17	582.50	706.67	100.00%
	Dell	98.92	578.33	677.25	95.84%
	HP Inc.	103.00	552.50	655.50	92.76%
	Panasonic	107.75	527.50	635.25	89.89%
	Getac	99.92	507.92	607.83	86.01%
	Lenovo	100.75	503.33	604.08	85.48%
	Zebra Technologies	96.33	475.83	572.17	80.97%
	Ace	69.58	465.83	535.42	75.77%
	Apple	73.33	368.33	441.67	62.50%
	Detel	33.33	328.75	362.08	51.24%

DOCUMENTATION

The Evaluation Team determined that for the purposes of Phase 2, Step 1 of the evaluation process, that responders with a score of at least 60% of the highest score within that Band would advance to the next evaluation phase. For Band 2, Responder Detel's score did not cross the established threshold, and will not be advancing to Phase 2, Step 3 of the evaluation process.

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Summary Scores for Band 3

Phase 2, Step 1

		Product Deployment	Ability to Perform	TOTAL SCORE	% Highest Score
	Possible Points	200.00	800.00	1000.00	
Responder	NetApp	150.50	587.50	738.00	100.00%
	Dell	114.75	581.25	696.00	94.31%
	HPE	114.42	577.50	691.92	93.76%
	Oracle	114.00	562.08	676.08	91.61%
	Transource	97.58	537.92	635.50	86.11%
	Nutanix	109.33	511.25	620.58	84.09%
	Lenovo Global	87.00	500.83	587.83	79.65%
	Hitachi Vantara	66.67	509.58	576.25	78.08%
	PureStorage	83.83	485.83	569.67	77.19%
	IBM	63.33	486.67	550.00	74.53%
	Ace	70.83	477.08	547.92	74.24%
	Quantum Corporation	79.83	403.75	483.58	65.53%
	General Micro Systems	33.75	427.08	460.83	62.44%
	New Tech Solutions	36.00	407.50	443.50	60.09%
	Howard	46.67	395.83	442.50	59.96%
	Infinidat	87.75	345.00	432.75	58.64%
	Detel	33.33	324.58	357.92	48.50%
	Rubrik	withdrew response		n/a	n/a
	Sumuri	withdrew response		n/a	n/a

DOCUMENTATION

The Evaluation Team determined that for the purposes of Phase 2, Step 1 of the evaluation process, that responders with a score of at least 60% of the highest score within that Band would advance to the next evaluation phase. For Band 3, scores for Responders Howard, Infinidat, and Detel did not cross the established threshold, and these responders will not be advancing to Phase 2, Step 3 of the evaluation process.

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Summary Scores for Band 1
Phase 2, Step 3

		Technical Scores							
		Accessibility	Environmental	Business Capabiltiies	Customer Support	Total Technical Score	Cost Score	TOTAL SCORE	% Highest Score
Possible Points		50.00	50.00	300.00	200.00	550.00	400.00	1000.00	
Responders	Panasonic	40.00	33.90	209.50	141.50	384.90	319.49	744.39	100.00%
	Getac	10.00	28.00	182.50	123.00	333.50	371.66	715.16	96.07%
	Dynabook	20.00	30.60	178.50	115.00	324.10	340.67	684.77	91.99%
	Dell	30.00	36.20	217.00	140.00	393.20	256.20	679.40	91.27%
	Transource	20.00	32.00	164.50	106.00	302.50	339.98	662.48	89.00%
	Acer	0.00	35.50	177.00	120.50	333.00	301.16	634.16	85.19%
	HP Inc.	30.00	36.80	223.50	155.00	415.30	172.57	617.87	83.00%
	Lenovo	30.00	33.50	183.50	139.50	356.50	211.29	597.79	80.31%
	Zebra Technologies	30.00	31.30	146.00	103.50	280.80	270.75	581.55	78.12%
	Durabook	0.00	31.60	180.00	107.00	318.60	255.42	574.02	77.11%
	Ace	0.00	32.70	172.50	111.00	316.20	237.57	553.77	74.39%
	Howard	20.00	28.50	144.00	139.50	312.00	217.36	549.36	73.80%
	Microsoft	0.00	36.20	200.50	140.00	376.70	158.67	535.37	71.92%

DOCUMENTATION

The Evaluation Team determined that for the purposes of Phase 2, Step 3 of the evaluation process, that responders with a score of at least 50% of the highest score within that Band would advance to the next evaluation phase. For Band 1, the scores for all responders met the established threshold and all responders will be advancing to the next step of the evaluation process.

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Summary Scores for Band 2
Phase 2, Step 3

		Technical Scores					Cost Score*	TOTAL SCORE	% Highest Score
		Accessibility	Environmental	Business Capabiltiies	Customer Support	Total Technical Score			
Possible Points		50.00	50.00	300.00	200.00	550.00	400.00	1000.00	
Responders	Dell	30.00	36.40	223.00	140.00	399.40	319.75	749.15	100.00%
	Ace	0.00	32.70	176.50	109.50	318.70	344.37	663.07	88.51%
	Acer	0.00	35.50	174.00	120.50	330.00	287.36	617.36	82.41%
	Apple	0.00	36.80	144.50	66.00	247.30	243.29	490.59	65.49%
	HP Inc.	30.00	36.80	202.50	155.00	394.30	0.00	424.30	56.64%
	Panasonic	40.00	33.90	209.50	140.00	383.40	0.00	423.40	56.52%
	Lenovo	30.00	33.50	183.00	138.00	354.50	0.00	384.50	51.32%
	Getac	10.00	27.70	179.50	123.00	330.20	0.00	340.20	45.41%
	Zebra Technologies	30.00	31.30	146.00	103.50	280.80	0.00	310.80	41.49%

DOCUMENTATION

Pursuant to the established methodology, if a responder did not have at least one product that met the MNIT Minimum Acceptable Standards (used for cost evaluation purposes only) within the applicable Band, but the responder confirmed that they intend to sell similar products to what is established by the MNIT Minimum Acceptable Standards (used for cost evaluation purposes only) within that Band, the Lead State assigned the responder a Cost Score of 0.

The Evaluation Team determined that for the purposes of Phase 2, Step 3 of the evaluation process, that responders with a score of at least 50% of the highest score within that Band would advance to the next evaluation phase. For Band 2, the scores for Responders Getac and Zebra Technologies did not cross the established threshold, and will not be advancing to the next step of the evaluation process.

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Summary Scores for Band 3
Phase 2, Step 3

		Technical Scores							
		Accessibility	Environmental	Business Capabiltiies	Customer Support	Total Technical Score	Cost Score	TOTAL SCORE	% Highest Score
Possible Points		50.00	50.00	300.00	200.00	550.00	400.00	1000.00	
Responder	Transource	20.00	37.20	164.50	105.50	307.20	323.11	650.31	100.00%
	Dell	30.00	40.90	223.00	140.00	403.90	92.76	526.66	80.99%
	Lenovo Global	30.00	36.00	178.50	139.50	354.00	130.59	514.59	79.13%
	New Tech Solutions	0.00	28.60	130.50	95.00	254.10	252.18	506.28	77.85%
	HPE	20.00	42.00	214.50	119.50	376.00	105.79	501.79	77.16%
	Ace	0.00	36.30	167.50	113.50	317.30	160.95	478.25	73.54%
	NetApp	40.00	38.60	189.00	103.00	330.60	50.64	421.24	64.78%
	Oracle	0.00	37.60	143.50	108.00	289.10	100.13	389.23	59.85%
	Hitachi Vantara	10.00	33.90	182.00	110.00	325.90	35.15	371.05	57.06%
	Quantum Corporation	0.00	29.50	151.00	79.50	260.00	108.41	368.41	56.65%
	IBM	10.00	38.70	166.00	99.50	304.20	39.84	354.04	54.44%
	Pure Storage	20.00	32.70	164.50	90.50	287.70	21.01	328.71	50.55%
	General Micro Systems	0.00	29.20	124.00	90.50	243.70	75.12	318.82	49.03%
	Nutanix	0.00	28.20	122.50	105.00	255.70	52.69	308.39	47.42%

DOCUMENTATION

The Evaluation Team determined that for the purposes of Phase 2, Step 3 of the evaluation process, that responders with a score of at least 50% of the highest score within that Band would advance to the next evaluation phase. For Band 3, the scores for Responders General Micro Systems and Nutanix did not cross the established threshold, and will not be advancing to the next step of the evaluation process.