

Douglas A. Ducey
Governor



Andy Tobin
Director

ARIZONA DEPARTMENT OF ADMINISTRATION

STATE PROCUREMENT OFFICE

100 NORTH FIFTEENTH AVENUE □ SUITE 305
PHOENIX, ARIZONA 85007

(602) 542-5511 (main) (602) 542-5508 (fax)
<http://spo.az.gov>

TO: Solicitation File

FROM: Eric Bell, Statewide Procurement Analyst

DATE: April 22, 2022

SUBJECT: Executive Summary of Solicitation("RFP") BPM002338, Software Value-Added Reseller

This Executive Summary is written in accordance with Arizona Administrative Code ("A.A.C.") R2-7-B314(C), A.A.C. R2-7-C317(B), and A.A.C. R2-7-D303(B).

TIMELINE

Solicitation BPM002338 was conducted pursuant to A.R.S. § 41-2534 and implementing rules. The State Procurement Office issued the solicitation on September 8, 2020, sending letters of intent to three hundred and seventy (370) Vendors through Arizona Procurement Portal ("APP"). The RFP was advertised on September 14, 2020. A pre-offer-conference was held on September 17, 2020 via Video Conference, which one hundred and eighty-one (181) people attended. Twenty-Six (26) proposals were received electronically via APP on or before 3:00:00 PM, November 17, 2020 from the following Offerors:

NEW TECH SOLUTIONS INC
Solai and Cameron Inc
PRESIDIO NETWORKED SOLUTIONS INC
Epoch Concepts LLC
SOFTCHOICE CORP
BIAS CORP
Labyrinth Solutions Inc
Paragon Micro Inc
ISSQUARED INC
Aspire HR
SHI INTERNATIONAL CORP
CARAHSOFT TECHNOLOGY CORP
JOHNSON MIRMIRAN AND THOMPSON
EJ Schroeder LLC
MYTHICS INC
SIRIUS COMPUTER SOLUTIONS INC
SOFTWAREONE INC
ThunderCat Technology LLC
AlxTel INC
CDW GOVERNMENT INC
INSIGHT PUBLIC SECTOR INC
Dell Marketing LP
Compulink Technologies Inc
ZONES INC

EVALUATION PROCESS

1. The evaluation team consisted of four (4) evaluators. The first evaluation meeting was held on December 4, 2020. All evaluators received electronic copies of each proposal submitted. Procurement Disclosure Statements were signed by all Evaluators in accordance with Significant Procurement Role A.R.S. §41-741 and §41-2503. The signed disclosures were placed within the Solicitation File.
2. After initial scoring, sixteen (16) of the Offerors' proposals were determined to be superior responses based on the criteria identified by the State. These vendors moved into Negotiations with the State. At the conclusion of Negotiations, Best and Final Offers were received on or before January 1, 2022.
3. After the BAFO round, all evaluators again received electronic copies of each proposal submitted and all proposals were rescored.
4. After the BAFO Offers were evaluated and scored, it was determined that additional clarification and another opportunity to improve Offers was in the best interest of the State Therefore, a Second Best and Final Offer Round was conducted, with Offers due on or before March 1, 2022.
5. The Second BAFO Offers were scored and ten (10) Offers were determined to be superior responses based on the criteria identified by the State. The Offers were awarded across three (3) Category types (General, Microsoft, and Oracle) and two (2) Pricing Models (Maximum Markup and Minimum Discount).

SCORING TABULATION

The committee evaluated the proposals on a 1000 point scale. The following scoring are the Initial Offer and Final Offer (2nd BAFO) results:

Initial Offer Results(*) Green Highlight Denotes Reseller Made Initial Cut)** **General Category- Minimum Discount**

RESELLER	Experience & Capacity (250 points possible)	Method Proposal (450 points possible)	TOTAL TECHNICAL (700 points possible)	Minimum Discount (300 points possible)	TOTAL SCORE (1000 points possible)
Dell Marketing LP	194.30	302.02	496.32	42.75	539.08
AcceI BI Corporation	115.68	212.14	327.82	207.50	535.32
Insight Public Sector Inc	178.68	269.63	448.31	72.13	520.44
SHI International Corp	203.63	313.76	517.39	0.00	517.39
World Wide Technology	171.37	258.50	429.87	55.26	485.13
Solai and Cameron Inc	75.86	173.94	249.80	222.49	472.29
Carahsoft Technology Corp	119.20	261.22	380.43	91.65	472.07
Zones Inc	164.82	254.30	419.12	29.40	448.52
Epoch Concepts LLC	116.68	202.62	319.31	14.70	334.01
Sirius Computer Solutions Inc	128.78	126.59	255.37	53.59	308.97
ThunderCat Technology LLC	112.90	108.54	221.45	69.19	290.64
ISSQUARED Inc	75.86	120.91	196.76	73.50	270.27
AlxTel Inc	39.57	154.90	194.47	74.49	268.96

General Category- Maximum Markup

RESELLER	Experience & Capacity (250 points possible)	Method Proposal (450 points possible)	TOTAL TECHNICAL (700 points possible)	Maximum Markup (300 points possible)	TOTAL SCORE (1000 points possible)
CDW Government Inc	183.97	301.77	485.74	257.29	743.03
Dell Marketing LP	194.30	302.02	496.32	179.54	675.87
Zones Inc	164.82	254.30	419.12	245.44	664.56
Softchoice Corp	173.14	282.49	455.62	173.17	628.79
Insight Public Sector Inc	178.68	269.63	448.31	168.08	616.39
SoftwareONE Inc	154.49	245.77	400.26	199.24	599.49
SHI International Corp	203.63	313.76	517.39	77.24	594.63
Presidio Networked Solutions Inc	174.14	231.06	405.20	165.80	571.00
Compulink Technologies Inc	140.63	225.62	366.24	129.08	495.32
New Tech Solutions Inc	117.69	191.74	309.44	100.73	410.16
Paragon Micro Inc	107.36	167.14	274.50	134.66	409.16
Accel BI Corporation	115.68	212.14	327.82	77.99	405.81
Sirius Computer Solutions Inc	128.78	126.59	255.37	127.96	383.34
Epoch Concepts LLC	116.68	202.62	319.31	51.36	370.67
Solai and Cameron Inc	75.86	173.94	249.80	86.98	336.78
ThunderCat Technology LLC	112.90	108.54	221.45	105.59	327.04
AlxTel Inc	39.57	154.90	194.47	63.73	258.20
ISSQUARED Inc	75.86	120.91	196.76	25.92	222.69

Microsoft Category – Minimum Discount

RESELLER	Experience & Capacity (250 points possible)	Method Proposal (450 points possible)	TOTAL TECHNICAL (700 points possible)	Minimum Discount (300 points possible)	TOTAL SCORE (1000 points possible)
Dell Marketing LP	193.30	321.17	514.47	161.52	675.98
Insight Public Sector Inc	178.68	287.99	466.67	169.30	635.97
SHI International Corp	203.63	314.56	518.19	27.69	545.88
Solai and Cameron Inc	85.18	171.47	256.65	242.42	499.07
Zones Inc	164.82	255.72	420.54	49.46	469.99
Sirius Computer Solutions Inc	128.78	127.28	256.06	147.43	403.49
ISSQUARED Inc	65.52	126.76	192.28	95.90	288.18
AlxTel Inc	55.19	143.22	198.41	40.80	239.21

Microsoft Category – Maximum Markup

RESELLER	Experience & Capacity (250 points possible)	Method Proposal (450 points possible)	TOTAL TECHNICAL (700 points possible)	Maximum Markup (300 points possible)	TOTAL SCORE (1000 points possible)
Dell Marketing LP	193.30	321.17	514.47	245.83	760.30
CDW Government Inc	189.01	301.86	490.87	74.38	565.25
SHI International Corp	203.63	314.56	518.19	27.69	545.88
Softchoice Corp	173.14	296.15	469.29	27.06	496.35
Insight Public Sector Inc	178.68	287.99	466.67	25.77	492.44
Zones Inc	164.82	255.72	420.54	29.61	450.14
SoftwareONE Inc	154.49	258.31	412.80	25.40	438.20
New Tech Solutions Inc	123.24	201.02	324.26	19.66	343.92
Solai and Cameron Inc	85.18	171.47	256.65	75.00	331.65
Sirius Computer Solutions Inc	128.78	127.28	256.06	27.95	284.01
AlxTel Inc	55.19	143.22	198.41	39.34	237.74
ISSQUARED Inc	65.52	126.76	192.28	22.50	214.78

Oracle Category – Minimum Discount

RESELLER	Experience & Capacity (250 points possible)	Method Proposal (450 points possible)	TOTAL TECHNICAL (700 points possible)	Minimum Discount (300 points possible)	TOTAL SCORE (1000 points possible)
Mythics Inc	212.95	310.54	523.50	202.50	726.00
Insight Public Sector Inc	183.97	271.79	455.76	233.86	689.62
Dell Marketing LP	185.99	325.06	511.05	84.70	595.74
Zones Inc	164.82	255.72	420.54	158.41	578.94
Bias	146.17	243.92	390.09	147.57	537.67

Oracle Category – Maximum Markup

RESELLER	Experience & Capacity (250 points possible)	Method Proposal (450 points possible)	TOTAL TECHNICAL (700 points possible)	Maximum Markup (300 points possible)	TOTAL SCORE (1000 points possible)
Dell Marketing LP	185.99	325.06	511.05	230.37	741.42
CDW Government Inc	189.01	305.62	494.63	164.29	658.92
Zones Inc	164.82	255.72	420.54	200.00	620.54
Insight Public Sector Inc	183.97	271.79	455.76	148.59	604.35
Bias	146.17	243.92	390.09	85.56	475.65

Final Results(2nd BAFO) (** Green Highlight Denotes Reseller Made Final Cut)

GENERAL RESELLER	Experience & Capacity (250 points possible)	Method Proposal (450 points possible)	Maximum Markup (300 points possible)	TOTAL SCORE (1000 points possible)
CDW Government Inc	183.97	301.77	276.73	762.48
Dell Marketing LP	194.30	302.02	183.29	679.62
Zones Inc	164.82	254.30	255.86	674.97
Softchoice Corp	173.14	282.49	192.44	648.07
Insight Public Sector Inc	178.68	269.63	184.98	633.29
SoftwareONE Inc	154.49	245.77	206.83	607.08
Presidio Networked Solutions Inc	174.14	231.06	183.89	589.09
SHI International Corp	203.63	313.76	25.80	543.20
GENERAL RESELLER	Experience & Capacity (250 points possible)	Method Proposal (450 points possible)	Minimum Discount (300 points possible)	TOTAL SCORE (1000 points possible)
Dell Marketing LP	194.30	302.02	176.48	672.80
Accel BI Corporation	115.68	212.14	237.81	565.63
SHI International Corp	203.63	313.76	26.73	544.12
Insight Public Sector Inc	178.68	269.63	75.17	523.47
Solai and Cameron Inc	75.86	173.94	267.10	516.90
World Wide Technology	171.37	258.50	48.19	478.07
Carahsoft Technology Corp	119.20	261.22	77.42	457.84
Zones Inc	164.82	254.30	35.55	454.67

MICROSOFT RESELLER	Experience & Capacity (250 points possible)	Method Proposal (450 points possible)	Maximum Markup (300 points possible)	TOTAL SCORE (1000 points possible)
Dell Marketing LP	193.30	321.17	225.00	739.47
CDW Government Inc	189.01	301.86	240.26	684.00
Insight Public Sector Inc	178.68	287.99	167.73	634.40
SHI International Corp	203.63	318.06	107.90	629.58
Zones Inc	164.82	255.72	207.12	627.65
Softchoice Corp	173.14	296.15	70.89	540.18
SoftwareONE Inc	154.49	258.31	118.64	531.43

MICROSOFT RESELLER	Experience & Capacity (250 points possible)	Method Proposal (450 points possible)	Minimum Discount (300 points possible)	TOTAL SCORE (1000 points possible)
Insight Public Sector Inc	178.68	287.99	300.00	766.67
SHI International Corp	203.63	318.06	227.47	749.16
Dell Marketing LP	193.30	321.17	150.00	664.47
Solai and Cameron Inc	85.18	171.47	191.35	448.01
Zones Inc	164.82	255.72	22.92	443.45

ORACLE RESELLER	Experience & Capacity (250 points possible)	Method Proposal (450 points possible)	Maximum Markup (300 points possible)	TOTAL SCORE (1000 points possible)
Zones Inc	164.82	255.72	264.00	684.54
Insight Public Sector Inc	183.97	271.79	204.23	659.99
Bias	146.17	243.92	258.10	648.20
Dell Marketing LP	185.99	325.06	100.00	611.05
CDW Government Inc	189.01	305.62	99.17	593.80

ORACLE RESELLER	Experience & Capacity (250 points possible)	Method Proposal (450 points possible)	Minimum Discount (300 points possible)	TOTAL SCORE (1000 points possible)
Mythics Inc	212.95	310.54	226.00	749.50
Insight Public Sector Inc	183.97	271.79	195.26	651.03
Zones Inc	164.82	255.72	130.29	550.83

Dell Marketing LP	185.99	325.06	4.08	515.13
Bias	146.17	243.92	107.68	497.77

CONTRACT AWARD / DETERMINATION

Based on the information provided and consensus from the Evaluation Committee, the recommendations for award of solicitation BPM002338, shall be in accordance with A.R.S. § 41-2534 and R2-7-C317. Award shall be made according to the table below, broken down by category and pricing model.

Bidders	Category 1 General Maximum Markup	Category 1 General Minimum Discount	Category 2 Microsoft Maximum Markup	Category 2 Microsoft Minimum Discount	Category 3 Oracle Maximum Markup	Category 3 Oracle Minimum Discount
Accel BI Corporation		X				
Bias					X	
CDW Government Inc.	X		X			
Dell Marketing LP	X	X	X	X		
Insight Public Sector Inc	X	X	X	X	X	X
<u>Mythics Inc.</u>						X
SHI International Corp		X	X	X		
Softchoice	X					
<u>Solai and Cameron Inc.</u>		X				
Zones Inc.	X		X		X	

**NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR)
STATE OF ARIZONA SOLICITATION #BPM002338
RFP EVALUATION SCORESHEET**

Evaluation	Definition	% of Points Possible
Exceeds Expectations	Proposal is very detailed and clearly indicates an understanding of all requirement(s) and contains innovative and beneficial information beyond that requested in the solicitation. An overall exceptional response.	100.00%
Above Expectations	Proposal meets all requirement(s) outlined in the RFP but also provides a response that goes beyond what is required in some aspects.	75.00%
Meets Expectations	Proposal meets the requirement(s) outlined in the RFP.	50.00%
Below Expectations	Proposal doesn't fully meet or doesn't completely address the requirement(s) of the RFP.	25.00%
Unacceptable	Elements of the proposal that are unacceptable to the State.	0.00%

BAFO Evaluation Committee Signatures			
State	Name	Signature	Date
Utah	Solomon Kingston	<i>Solomon Kingston</i>	2/4/2022
Tennessee	Stephanie Landmark		
Maryland	Dominic Edet		

**NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR)
STATE OF ARIZONA SOLICITATION #BPM002338
RFP EVALUATION SCORESHEET**

Evaluation	Definition	% of Points Possible
Exceeds Expectations	Proposal is very detailed and clearly indicates an understanding of all requirement(s) and contains innovative and beneficial information beyond that requested in the solicitation. An overall exceptional response.	100.00%
Above Expectations	Proposal meets all requirement(s) outlined in the RFP but also provides a response that goes beyond what is required in some aspects.	75.00%
Meets Expectations	Proposal meets the requirement(s) outlined in the RFP.	50.00%
Below Expectations	Proposal doesn't fully meet or doesn't completely address the requirement(s) of the RFP.	25.00%
Unacceptable	Elements of the proposal that are unacceptable to the State.	0.00%

BAFO Evaluation Committee Signatures			
State	Name	Signature	Date
Utah	Solomon Kingston	<i>Solomon Kingston</i>	2/4/2022
Tennessee	Stephanie Landmark		
Maryland	Dominic Edet		

**NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR)
STATE OF ARIZONA SOLICITATION #BPM002338
RFP EVALUATION SCORESHEET**

Evaluation	Definition	% of Points Possible
Exceeds Expectations	Proposal is very detailed and clearly indicates an understanding of all requirement(s) and contains innovative and beneficial information beyond that requested in the solicitation. An overall exceptional response.	100.00%
Above Expectations	Proposal meets all requirement(s) outlined in the RFP but also provides a response that goes beyond what is required in some aspects.	75.00%
Meets Expectations	Proposal meets the requirement(s) outlined in the RFP.	50.00%
Below Expectations	Proposal doesn't fully meet or doesn't completely address the requirement(s) of the RFP.	25.00%
Unacceptable	Elements of the proposal that are unacceptable to the State.	0.00%

The below
signatures

BAFO Evaluation Committee Signatures			
State	Name	Signature	Date
Utah	Solomon Kingston	<i>Solomon Kingston</i>	2/4/2022
Tennessee	Stephanie Landmark		
Maryland	Dominic Edet		

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Get the facts on COVID-19 (<https://azdhs.gov/preparedness/epidemiology-disease-control/infectious-disease-epidemiology/index.php#novel-coronavirus-home>)

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<https://az.gov>



(/)

[Home \(/\)](#) » [Compliance \(/compliance\)](#) » [Debarred and Suspended Firms \(/compliance/debarred-and-suspended-firms\)](#)

Debarred and Suspended Firms

SPO is responsible for maintaining a list of firms that are suspended or debarred from doing business with the State of Arizona.

THERE ARE NO SUSPENDED OR DEBARRED FIRMS AT THIS TIME.

COMPLIANCE

[Agency Procurement Authority \(/compliance/agency-procurement-authority\)](#)

[Control Self-Assessment \(CSA\) \(/compliance/control-self-assessment-csa\)](#)

[Procurement Compliance Reviews \(PCR\) \(/compliance/procurement-compliance-reviews-pcr\)](#)

[Compliance Hotline \(/compliance/compliance-hotline\)](#)

[Debarred and Suspended Firms \(/compliance/debarred-and-suspended-firms\)](#)

[STATEWIDE POLICIES \(HTTP://AZ.GOV/POLICIES\)](http://az.gov/policies)

[SITE MAP \(/SITEMAP\)](/sitemap)

Douglas A. Ducey
Governor



Andy Tobin
Director

ARIZONA DEPARTMENT OF ADMINISTRATION

100 NORTH FIFTEENTH AVENUE • SUITE 402
PHOENIX, ARIZONA 85007
(602) 542-1500

February 10, 2020

Mr. Rick Hughes
Deputy State Procurement Administrator
100 N. 15th Ave.
Phoenix, AZ 85007

Re: Approval to Enter into a Cooperative Purchasing Agreement

Dear Mr. Hughes:

Pursuant to the Certificate of Unlimited Delegated Procurement Authority, executed April 24, 2019, Section 4., Actions Requiring Prior Approval, D., Entering into Cooperative purchasing agreements, the State Procurement Office (SPO) shall request advance written authorization of the State Procurement Administrator (SPA) to enter into a cooperative purchasing agreement, A.R.S. § 41-2632, A.A.C. R2-7-1001B.

The State Procurement Office (SPO) wishes to work closely with the NASPO ValuePoint organization (the cooperative contracting arm of the National Association of State Procurement Officials (NASPO)), and procurement professionals from seven states (Maryland, Kentucky, Tennessee, Utah, Oregon, Nebraska, and Alaska) to conduct a solicitation for Software and Related Services. Historically, SPO has been a leader in this area and is the lead-state in the soon-to-expire contract for the same services, also through NASPO ValuePoint.

There are multiple anticipated benefits of entering into this cooperative contract. First, the buying power Arizona will leverage on this contract will enable the state to negotiate better terms and conditions than if the State was to conduct an RFP alone. The current contract has thirty-three participating states and over \$1 billion dollars in spend nationwide. The vendor community knows this contract is crucial for their business and will offer their absolute best terms.

Secondly, Arizona will benefit from the procurement knowledge and expertise of NASPO ValuePoint and the seven-state sourcing team. Additionally, a technical advisory team, selected from the National Association of State Technology Directors (NASTD) has been created for additional assistance and end-user perspective. This three-person team is comprised of experts from three additional states: Georgia, Iowa, and Maine.

Lastly, this resulting contract will be made available to the Arizona Cooperative Program which will allow its nearly 900 members, including schools and libraries, to purchase software at pricing and terms they would likely be unable to do on their own. The State Procurement Office will also benefit from the Administrative Fee collected from these purchases.

Thank you in advance for considering SPO's request.

A handwritten signature in black ink that reads "Eric Bell".

Eric Bell
State Procurement Manager | Technology
Arizona Department of Administration – State Procurement Office

Approved

A handwritten signature in blue ink that reads "Rick Hughes".

Rick Hughes, Deputy State Procurement Administrator

cc: John Red Horse, IT Procurement Group Manager – ADOA-SPO
Contract File

Douglas A. Ducey
Governor



Andy Tobin
Director

ARIZONA DEPARTMENT OF ADMINISTRATION

STATE PROCUREMENT OFFICE
100 NORTH FIFTEENTH AVENUE • SUITE 402
PHOENIX, ARIZONA 85007
(602) 542-1500

June 9, 2020

MEMORANDUM

Request for Determination for Greater than 5 Year Contract Term

SUBJECT: Solicitation number BPM002338
DESCRIPTION: Software Value-Added Reseller

Pursuant to A.R.S. § 41-2546 and A.A.C. R2-7-C605, Multi-Term Contracts, it is determined that a total available contract term greater than five-years for the above referenced solicitation would be advantageous to the State.

Basis: The option for a five year initial contract term and the option for up to 7 years total contract term is advantageous to the State because:

- Pricing under this contract will largely be a function of the wholesale pricing a Reseller can obtain from a software manufacturer. A five (5) year initial contract term may serve as an enticement to both the Software Manufacturer and the Reseller to offer more-competitive rates.
- The optional, additional two (2) years will further incentivize the vendors to fulfill and exceed expectations in regards to contract requirements.

Requested by:

A handwritten signature in cursive script that reads "Eric Bell".

Eric Bell
Statewide Procurement Manager

Date: 06/9/2020

Approved by:

Date of Approval

Rick Hughes
Deputy State Procurement Administrator



ARIZONA DEPARTMENT OF ADMINISTRATION
STATE PROCUREMENT OFFICE

DETERMINATION

TITLE

Not Susceptible for Award

AUTHORITY

A.R.S. §41-2534 Competitive sealed proposals; and A.A.C. R2-7-C311 Determination of Not Susceptible for Award

SOLICITATION

No.: BPM002338

Description: Software Value-Added Reseller

DETERMINATION

In accordance with A.R.S. §41-2534 and A.A.C. R2-7-C311, it is hereby determined that the following offerors are not susceptible for award, in the indicated categories, on the basis identified below.

General Category – Maximum Markup

- Compulink Technologies Inc
- New Tech Solutions Inc
- Paragon Micro Inc
- Accel BI Corporation
- Sirius Computer Solutions Inc
- Epoch Concepts LLC
- Solai and Cameron Inc
- ThunderCat Technology LLC
- AlxTel Inc
- ISSQUARED Inc
- Evolution IT Services
- JOHNSON, MIRMIRAN & THOMPSON, INC.

General Category – Minimum Discount

- Epoch Concepts LLC
- Sirius Computer Solutions Inc
- ThunderCat Technology LLC
- ISSQUARED Inc
- AlxTel Inc
- Evolution IT Services

Microsoft Category - Maximum Markup

- New Tech Solutions Inc

- Solai and Cameron Inc
- Sirius Computer Solutions Inc
- AlxTel Inc
- ISSQUARED Inc
- Evolution IT Services

Microsoft Category - Minimum Discount

- Sirius Computer Solutions Inc
- ISSQUARED Inc
- AlxTel Inc
- Evolution IT Services

Oracle Category - Maximum Markup

- Bias

Oracle Category - Minimum Discount

N/A

Additionally, in accordance with A.A.C. R2-7-C311 (B), it is hereby determined that notification of this determination to these offerors would compromise the State's ability to negotiate with other offerors.

BASES

The offer is not susceptible for award based on:

- The offer is not susceptible for award in comparison to other offers based on the criteria set forth in the solicitation.

DOCUMENTATION

This determination shall be placed in the procurement file. This determination is effective as of the undersigned date.



Signature

6/8/2021

Date

Eric Bell
Statewide Senior Procurement Manager



ARIZONA DEPARTMENT OF ADMINISTRATION
STATE PROCUREMENT OFFICE

DETERMINATION

TITLE

Not Susceptible for Award

AUTHORITY

A.R.S. §41-2534 Competitive sealed proposals; and A.A.C. R2-7-C311 Determination of Not Susceptible for Award

SOLICITATION

No.: BPM002338

Description: Software Value-Added Reseller

DETERMINATION

In accordance with A.R.S. §41-2534 and A.A.C. R2-7-C311, it is hereby determined that the following offerors are not susceptible for award, in the indicated categories, on the basis identified below.

General Category – Maximum Markup

- AspireHR
- Labyrinth Solutions, Inc.

General Category – Minimum Discount

- AspireHR
- Labyrinth Solutions, Inc.

Additionally, in accordance with A.A.C. R2-7-C311 (B), it is hereby determined that notification of this determination to these offerors would compromise the State's ability to negotiate with other offerors.

BASES

The offer is not susceptible for award based on:

- The offer is not susceptible for award in comparison to other offers based on the criteria set forth in the solicitation.

DOCUMENTATION

This determination shall be placed in the procurement file. This determination is effective as of the undersigned date.

Eric Bell

2/4/2022

Signature

Date

Eric Bell
Statewide Senior Procurement Manager



ARIZONA DEPARTMENT OF ADMINISTRATION
STATE PROCUREMENT OFFICE

DETERMINATION

TITLE

Apparent Mistake in Second Best and Final Offer - SHI

SOLICITATION

No: **BPM002338**
Description: Software Value-Added Reseller

AUTHORITY

A.R.S. § 41-2534 Competitive sealed proposals; and A.A.C. R2-7-C315, Offer Revisions and Best and Final Offers

DETERMINATION

Pursuant to R-1-7-C315 Paragraph D, if an apparent mistake, relevant to the award determination, is discovered after opening of best and final offers, the agency chief procurement officer shall contact the offeror for written confirmation. Based on the written response received by SHI, as well as issues incurred with the Arizona Procurement Portal (APP) in submitting their Second Best and Final Offer, I have determined the correction will be allowed as this action is consistent with fair competition and is in the best interest of the State.

DOCUMENTATION

This determination shall be placed in the procurement file.

EFFECTIVE

This Determination shall be effective this date and shall remain in effect unless otherwise modified or revoked.

Signature
Eric Bell
Statewide Procurement Manager

Date

Tuesday, February 23, 2021

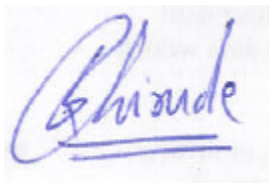
To,

Eric Bell
Statewide Procurement Manager
ADOA-State Procurement Office- State of Arizona
Eric.bell@azdoa.gov

Re: Response to BPM002338 Request for Clarification

1. Accel BI has submitted their offer for General Category only.
2. The pricing model Accel BI has offered is Both.

Sincerely

A handwritten signature in blue ink that reads 'Shirude' with a stylized flourish at the beginning.

Sanjay Shirude
President
Accel BI Corporation
BDM@AccelBI.com
P:(206) 372-2505



Eric Bell <eric.bell@azdoa.gov>

RE: SVAR Solicitation - Request for Clarification ACTION REQUIRED

1 message

Alaa Negeda <negeda@alxtel.com>
To: Eric Bell <eric.bell@azdoa.gov>
Cc: Sommer Wahab <sommer@alxtel.com>

Wed, Feb 24, 2021 at 2:12 PM

Hello Eric,

My understanding from the clarification letter is to answer both these questions:

1. Please clarify all categories for which your company submitted an offer for?
 - Category I – General software: This category includes all software titles except Microsoft and Oracle.
 - Category II – Microsoft-only software
2. Please clarify which Pricing Model(s) are you proposing for each Category? – We will use both . If this not possible we will use ""MAXIMUM MARKUP ON RESELLER'S INVOICED Cost"

Please let me know if anything else is needed.

Best Regards

Alaa Negeda

Chief Technology Officer

8403 Colesville Road Suite 1100

Silver Spring, MD 20910

Toll free : 1 866 818 7027

Direct : 1 240 293 4629

FAX : 1 240 724 6589

Mobile : 1 703 508 2688

negeda@alxtel.com

<http://www.alxtel.com>



**Convenience
in communication**

Follow AlxTel on :    



From: Eric Bell <eric.bell@azdoa.gov>
Sent: Wednesday, February 24, 2021 3:44 PM
To: Alaa Negeda <negeda@alxtel.com>
Cc: Sommer Wahab <sommer@alxtel.com>
Subject: Re: SVAR Solicitation - Request for Clarification ACTION REQUIRED

Hello,

Please answer the questions that were asked in the Clarification Letter.

Respectfully,

Eric

On Mon, Feb 22, 2021 at 9:14 PM Alaa Negeda <negeda@alxtel.com> wrote:

Hello Eric,

We read the document and compared it with attachment 4 which we sent in the proposal and seems it match what's need in this request.

Please check the attached file and let us know if anything needs to be fixed.

Thank you,

Best Regards

Alaa Negeda

Chief Technology Officer

8403 Colesville Road Suite 1100

Silver Spring, MD 20910

Toll free : 1 866 818 7027

Direct : 1 240 293 4629

FAX : 1 240 724 6589

Mobile : 1 703 508 2688

negeda@alxtel.com

<http://www.alxtel.com>



**Convenience
in communication**

Follow AlxTel on :    



From: Eric Bell <eric.bell@azdoa.gov>

Sent: Monday, February 22, 2021 7:31 PM

To: Eric Bell <eric.bell@azdoa.gov>

Subject: SVAR Solicitation - Request for Clarification ACTION REQUIRED

Dear Offerors,

Please see attached request for Clarification. Your response is required no later than 3pm on February 25, 2021.

If you have any questions, please email or call me at the address/phone number below.

Respectfully,

Eric Bell

--

Eric Bell

Procurement Manager

ADOA – State Procurement Office | State of Arizona

100 North 15th Avenue, Suite 402, Phoenix, AZ 85007

p: 602-542-8921 c: 602-245-3782 | email: eric.bell@azdoa.gov

--

Eric Bell

Procurement Manager

ADOA – State Procurement Office | State of Arizona

100 North 15th Avenue, Suite 402, Phoenix, AZ 85007

p: 602-542-8921 c: 602-245-3782 | email: eric.bell@azdoa.gov



Attachment_4_Pricing_Sheet__Amendment_4_.xlsx

84K



Eric Bell <eric.bell@azdoa.gov>

RE: ADDITONAL REMINDER - Clarification Request - SVAR Solicitation - State of Arizona

1 message

Winnie Chu <wchu@aspirehr.com>
To: Eric Bell <eric.bell@azdoa.gov>

Thu, Feb 25, 2021 at 1:01 PM

Hello Mr. Bell,

I think that this is what you are asking for. Please let me know if the additional information added to the Pricing Sheet is what you are expecting.

Thank you, Winnie

From: Winnie Chu
Sent: Thursday, February 25, 2021 1:39 PM
To: Eric Bell <eric.bell@azdoa.gov>
Subject: RE: ADDITONAL REMINDER - Clarification Request - SVAR Solicitation - State of Arizona

Hello Mr. Bell,

For some reason, I did not get your original email yesterday. Is it possible for me to get an extension, even if it is for end of day today?

Thank you, Winnie

Winnie Chu
Vice President,
Alliances and
Regulated
Industries



AspireHR
972-372-2815 Desk
469-939-3696 Mobile

From: Eric Bell <eric.bell@azdoa.gov>

Sent: Thursday, February 25, 2021 12:39 PM

To: Winnie Chu <wchu@aspirehr.com>; Ty Pressley <tpressley@aspirehr.com>

Subject: Fwd: ADDITIONAL REMINDER - Clarification Request - SVAR Solicitation - State of Arizona

Please respond to the below request for Clarification by 3pm today, Arizona time. This is for the Software Value-Added Reseller Solicitation.

Respectfully,

Eric Bell

----- Forwarded message -----

From: **Eric Bell** <eric.bell@azdoa.gov>

Date: Wed, Feb 24, 2021 at 2:30 PM

Subject: ADDITIONAL REMINDER - Clarification Request - SVAR Solicitation - State of Arizona

To: Eric Bell <eric.bell@azdoa.gov>

Hello Vendors,

Many of you have already answered this request and can disregard this notification.

I wanted to make sure to send a reminder to everyone to please respond by no later than tomorrow, February 25, by 3pm Arizona Time (Mountain Standard Time), to the Clarification Request which is attached here.

If you have any questions, don't hesitate to call or email me at the address/number below.

Respectfully,

Eric Bell

--

Eric Bell

Procurement Manager

ADOA – State Procurement Office | State of Arizona

100 North 15th Avenue, Suite 402, Phoenix, AZ 85007

p: 602-542-8921 c: 602-245-3782 | email: eric.bell@azdoa.gov

--

Eric Bell

Procurement Manager

ADOA – State Procurement Office | State of Arizona

100 North 15th Avenue, Suite 402, Phoenix, AZ 85007

p: 602-542-8921 c: 602-245-3782 | email: eric.bell@azdoa.gov

[EXTERNAL EMAIL] DO NOT CLICK links, reply, forward or open attachments unless you recognize the sender and know the content is safe.



Attachment_4_Pricing_Sheet__Amendment_3_AHR.xlsx

92K

Douglas A. Ducey
Governor



Andy Tobin
Director

ARIZONA DEPARTMENT OF ADMINISTRATION

STATE PROCUREMENT OFFICE
100 NORTH FIFTEENTH AVENUE • SUITE 402
PHOENIX, ARIZONA 85007
(602) 542-5511

February 22, 2021

Sent via email: [All Offerors in the Software Value Added Reseller Solicitation \(Solicitation #BPM002338\)](#)

Re: BPM002338 – Request for Clarifications

PLEASE CONFIRM RECEIPT OF THIS EMAIL

Pursuant to A.R.S. 41-2534, A.A.C. R2-7-C313, Clarification of Offers, the following is being submitted to your Firm as a respondent to the Software Value-Added Reseller solicitation. This request for clarification shall not be considered as a determination that the Offeror is susceptible for award. A request for clarification is to provide a greater understanding of the offer. Clarifications are not negotiations and / or material changes to the request for proposal. A request for clarification shall not be considered a determination that the offer is susceptible for award.

The following questions are presented for your consideration and clarification:

In Attachment 4 Pricing Sheet, Offerors to submit either 1) a Maximum Markup on Reseller's Invoiced Cost, 2) a Minimum Discount Off Manufacturer's Suggested Retail Price (MSRP), or 3) both. Because Attachment 4 had '0.00%' as the default value for many of the fields, the State needs each vendor to clarify in writing which Category(ies) (General, Microsoft, Oracle) and Pricing Model(s) (Maximum Markup, Minimum Discount off MSRP, or Both) they submitted bids for.

By way of illustration only, a vendor may have intended to **not** submit pricing for a particular model. As a result, the Offerors may have left the cells in that column at the default value of 0.00%. The State wants to clarify if a Offeror's entry of 0.00% in a cell is the actual pricing that the Offeror is submitting **OR** if the Offeror simply left that cell untouched and does not intend on bidding under that pricing model.

1. Please clarify **all** categories for which your company submitted an offer for?

- BIAS only submitted pricing for the tab labeled "Oracle Mandatory," as BIAS is a reseller of Oracle products, and the other tabs do not apply to us.
- In Column D labeled "Maximum markup on reseller's invoice cost": We left that column at 0% because we do not markup our invoice; the price listed on our quote will be what is billed to the customer.
- In Column E labeled "Minimum discount off manufacturer's suggested retail price (MSRP)": We provided the minimum discount for SaaS, On-premise and Training Deployment services. The other areas were left at a 0% discount because we are unable to provide a discount for those line items as that is at Oracle's discretion, not the reseller.

2. Please clarify which Pricing Model(s) are you proposing for each Category?

- The only pricing model we completed was the "Oracle Mandatory" Tab, as that is the only tab that was applicable to BIAS. We left the other cells untouched at 0% because we did not intend to bid under those pricing models.

Please send your Company's response to this request for clarification via e-mail, to eric.bell@azdoa.gov. The due date for your response is Wednesday, February 25, 2021 no later than 3:00 p.m. (Arizona) Mountain Standard Time.

****Please remember, this is not an opportunity to change your Offer. No change to Offers will be accepted at this time.**

If there are any questions regarding this, please contact me at eric.bell@azdoa.gov.

Douglas A. Ducey
Governor



Andy Tobin
Director

ARIZONA DEPARTMENT OF ADMINISTRATION

STATE PROCUREMENT OFFICE
100 NORTH FIFTEENTH AVENUE • SUITE 402
PHOENIX, ARIZONA 85007
(602) 542-5511

Sincerely,

Eric Bell
Statewide Procurement Manager
ADOA-State Procurement Office- State of Arizona



One CDW Way
230 N. Milwaukee Ave
Vernon Hills, IL 60061
P: 847.371.5800
F: 847.465.6800
Toll-Free: 800.808.4239
www.cdwg.com/PeopleWhoGetIT

Arizona Department of Administration
100 North Fifteenth Avenue Suite 402
Phoenix, Arizona, 85007

2/23/2021

RE: BPM002338 – Request for Clarifications

Dear Mr. Bell,

As requested in BPM002338 – Request for Clarifications, CDW Government LLC (CDW•G) confirms the following information as submitted in our original response on November 17, 2020:

1. An offer for all three categories – General, Microsoft, and Oracle.
2. An offer for Maximum Markup on Cost for all three categories.
 - a. N/A in the Minimum Discount off MSRP indicates we are not providing this option.
 - b. \$0 hourly rate in the Mandatory Tabs for each of the three categories indicates that the particular In-Scope Reseller Service is available at no cost.

If you require any further information, please reach out to Cailee Filkin, Proposal Manager at cailee.filkin@cdw.com or 312.547.2516.

Sincerely,

David Hutchins,

Vice President, Strategic Programs



Eric Bell <eric.bell@azdoa.gov>

RE: SVAR Solicitation - Request for Clarification ACTION REQUIRED

1 message

Daisy Chen <Daisy@compu-link.com>

Tue, Feb 23, 2021 at 8:40 AM

To: Eric Bell <eric.bell@azdoa.gov>

Cc: Denise Arboleda <Denise@compu-link.com>

Good morning Eric,

Please be informed that we received your request for clarification for BPM002338 – SVAR Solicitation.

Please see below response

1. Please clarify **all** categories for which your company submitted an offer for?
 - a [Compulink submitted an offer for Category I – General Software only.](#)
2. Please clarify which Pricing Model(s) are you proposing for each Category?
 - a [Compulink is proposing the Pricing Model of maximum markup on Reseller's invoiced cost only.](#)

Please let me know if further clarification is need for our response.

Thank you,

Daisy Chen

212-695-5465(Ext. 22)260 W 39th Street, Suite 302

New York, NY 10018

Daisy@compu-link.com | www.Compu-Link.com

 1:00 PM - 2:00 PM EST





 March 18, 2021



**New Date and Time*

We Offer a Variety of IT Services Catered To Your Needs

•Cloud Migration•



•Cybersecurity•



•Network Infrastructure•



•Managed Services•



Begin forwarded message:

From: Eric Bell <eric.bell@azdoa.gov>
Date: February 22, 2021 at 7:32:37 PM EST
To: Eric Bell <eric.bell@azdoa.gov>
Subject: SVAR Solicitation - Request for Clarification ACTION REQUIRED

Dear Offerors,

Please see attached request for Clarification. Your response is required no later than 3pm on February 25, 2021.

If you have any questions, please email or call me at the address/phone number below.

Respectfully,

Eric Bell

--

Eric Bell

Procurement Manager

ADOA – State Procurement Office | State of Arizona

100 North 15th Avenue, Suite 402, Phoenix, AZ 85007

p: 602-542-8921 c: 602-245-3782 | email: eric.bell@azdoa.gov

The contents of this email and any attachments are confidential and may also be privileged. If you are not the intended recipient of this e-mail you may not copy, forward, disclose or otherwise use any part of it or any attachment in any way or in any form whatsoever. If you have received this message in error, please notify the sender immediately by telephone or return e-mail and delete it and any attachment(s) from your system.



Eric Bell <eric.bell@azdoa.gov>

RE: ADDITIONAL REMINDER - Clarification Request - SVAR Solicitation - State of Arizona

1 message

PartnerSWPublicCapture <PartnerSWPublicCapture@dell.com>
To: Eric Bell <eric.bell@azdoa.gov>

Wed, Feb 24, 2021 at 4:49 PM

Dear Mr. Bell,

Thank you for the opportunity to clarify our intent with regards to which Categories that we are submitting bids for, and the Pricing Models we intend to propose for each Category.

Our intent is to bid in the following Categories with the following Price Models:

General Software: Both models

Microsoft: Both models

Oracle: Both models

Any cells on the pricing attachment that are populated with '0.00%' are intentional and reflects our intended price offering.

EXAMPLE: On the 'General Mandatory' tab of the Attachment 4 that we submitted, Cell E59, the Minimum Discount offering for 'All Other Publishers' contains '0.00%', which is our actual submission for pricing.

Please acknowledge receipt of this email and let us know if there are any further clarifications needed with regard to our intent, and thanks again for the request.

Thanks!

John E. Hock

Senior Contract Capture Manager

[Dell Technologies](#) | Partner Software Sales

work +1 512 513 1731

John.Hock@Dell.com

From: Eric Bell <eric.bell@azdoa.gov>

Sent: Wednesday, February 24, 2021 3:31 PM

To: Eric Bell

Subject: ADDITIONAL REMINDER - Clarification Request - SVAR Solicitation - State of Arizona

[EXTERNAL EMAIL]

Hello Vendors,

Many of you have already answered this request and can disregard this notification.

I wanted to make sure to send a reminder to everyone to please respond by no later than tomorrow, February 25, by 3pm Arizona Time (Mountain Standard Time), to the Clarification Request which is attached here.

If you have any questions, don't hesitate to call or email me at the address/number below.

Respectfully,

Eric Bell

--

Eric Bell

Procurement Manager

ADOA – State Procurement Office | State of Arizona

100 North 15th Avenue, Suite 402, Phoenix, AZ 85007

p: 602-542-8921 c: 602-245-3782 | email: eric.bell@azdoa.gov



Eric Bell <eric.bell@azdoa.gov>

Re: SVAR Solicitation - Request for Clarification ACTION REQUIRED

1 message

Brink, Lance <lbrink@epochconcepts.com>
To: Eric Bell <eric.bell@azdoa.gov>

Tue, Feb 23, 2021 at 11:06 AM

Mr. Bell,

The following responses to your request for clarifications on Software Value Added Reseller Solicitation (Solicitation #: BPM002338) are outlined below:

1. Please clarify all categories for which your company submitted an offer for?

Epoch Concepts submitted on **only** the General Category.

2. Please clarify which Pricing Model(s) are you proposing for each Category?

Epoch Concepts proposed on **both** the Maximum Markup on Reseller's Invoiced Cost and the Minimum Discount off Manufactures Suggested Retail Price (MSRP).

Please confirm receipt and feel free to reach out to me with any additional questions.

Thank you,
Lance Brink



--

The information contained in this communication is confidential, may constitute inside information, is intended only for the use of the addressee, and is the property of Epoch Concepts LLC. Unauthorized use, disclosure or copying of this communication or any part thereof is strictly prohibited and may be unlawful. If you have received this communication in error, please notify us immediately by return e-mail and destroy this communication and all copies thereof, including all attachments.

From: Eric Bell <eric.bell@azdoa.gov>
Sent: Tuesday, February 23, 2021 8:32 AM

To: Eric Bell <eric.bell@azdoa.gov>

Subject: Re: SVAR Solicitation - Request for Clarification ACTION REQUIRED

Hi all,

The Clarification letter contained an error that said responses were due Wednesday, February 25 at 3pm when, in fact, Wednesday falls on February 24th.

The deadline for response will be Thursday, February 25, by 3pm Arizona Time (Mountain Standard Time).

Please let me know if you have any questions.

Thanks,
Eric

On Mon, Feb 22, 2021 at 5:31 PM Eric Bell <eric.bell@azdoa.gov> wrote:

Dear Offerors,

Please see attached request for Clarification. Your response is required no later than 3pm on February 25, 2021.

If you have any questions, please email or call me at the address/phone number below.

Respectfully,
Eric Bell

--

Eric Bell

Procurement Manager

ADOA – State Procurement Office | State of Arizona

100 North 15th Avenue, Suite 402, Phoenix, AZ 85007

p: 602-542-8921 c: 602-245-3782 | email: eric.bell@azdoa.gov

--

Eric Bell

Procurement Manager

ADOA – State Procurement Office | State of Arizona

100 North 15th Avenue, Suite 402, Phoenix, AZ 85007

p: 602-542-8921 c: 602-245-3782 | email: eric.bell@azdoa.gov



**BPM002338 – Request for Clarifications
Solicitation No. BPM002338
Software Value-Added Reseller**

PREPARED FOR:

Arizona Department of
Administration State Procurement
Office
100 N. 15th Ave., Suite 402
Phoenix, AZ 85007

PREPARED BY:

EVOLUTION IT SERVICE
800 W. 1ST ST #21
NEWBERG, OR 97132
(800) 480-9650

NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR)
STATE OF ARIZONA SOLICITATION #BPM002338
MANDATORY COST PROPOSAL FORM FOR ALL PUBLISHERS EXCEPT MICROSOFT AND ORACLE

Use this tab ONLY if you wish to be considered for a contract award in this category AND if you have submitted a response to all questions and criteria related to this category in your proposal. Evaluation shall be based on the AVERAGE OF ALL PERCENTAGES listed for each pricing model in this tab.

INSTRUCTIONS: Please complete all GREEN, YELLOW, and ORANGE fields below. For the full set of line items included in this category, you may submit 1) a Maximum Markup on Reseller's Invoiced Cost, 2) a Minimum Discount Off Manufacturer's Suggested Retail Price (MSRP), or 3) both. YOU MUST BE CONSISTENT IN YOUR USE OF PRICING MODELS (i.e. , you may not submit a Maximum Markup for half of the line items in this category and a Minimum Discount for the other half). As some Purchasing Entities can only use certain types of pricing models, submitting pricing for only one model may prevent you from doing business with certain entities, and resellers are encouraged to submit pricing for both models if possible. Proposals using one cost model will be evaluated against only those proposals using the same cost model. If awarded a contract, a vendor submitting pricing for both models may be permitted to offer products and services using both models, or may be permitted to offer products and services using only one model, depending on the outcome of the evaluation.

NOTE: Any formulas entered into this form have been entered as a COURTESY ONLY, and it is solely the responsibility of each Offeror to ensure that all information entered into this spreadsheet--including mathematical calculations--are complete and accurate.

	PUBLISHERS	MAXIMUM MARKUP ON RESELLER'S INVOICED COST	MINIMUM DISCOUNT OFF MANUFACTURER'S SUGGESTED RETAIL PRICE (MSRP)	Services that Evolution IT Services is submitting bids for
	Tier I Publishers (Key Itemized Publishers)			
1	ADOBE	0.00%	0.00%	Bid Submission
2	CA TECHNOLOGIES	0.00%	0.00%	
3	CISCO	20.00%	10.00%	
4	COMMVAULT	0.00%	0.00%	
5	IBM	0.00%	0.00%	
6	RED HAT	0.00%	0.00%	
7	SPLUNK	0.00%	0.00%	
8	TABLEAU	0.00%	0.00%	
9	VEEAM	20.00%	30.00%	Bid Submission
10	VMWARE	20.00%	30.00%	Bid Submission
	Tier II Publishers (Other Itemized Publishers)			
11	AUTODESK	0.00%	0.00%	Bid Submission
12	BARRACUDA NETWORKS	0.00%	0.00%	
13	BMC SOFTWARE	0.00%	0.00%	
14	CHECK POINT SOFTWARE	0.00%	0.00%	
15	CHERWELL	0.00%	0.00%	
16	CITRIX	0.00%	0.00%	
17	CPI	0.00%	0.00%	
18	CROWDSTRIKE	0.00%	0.00%	
19	DELL	20.00%	10.00%	
20	DELPHIX	0.00%	0.00%	
21	DOCUSIGN	0.00%	0.00%	
22	DYNATRACE	0.00%	0.00%	
23	FORCEPOINT	0.00%	0.00%	Bid Submission
24	FORTINET	20.00%	10.00%	
25	GOOGLE	20.00%	10.00%	Bid Submission
26	INFORMATICA	0.00%	0.00%	
27	IVANTI	0.00%	0.00%	
28	KNOWBE4	0.00%	0.00%	
29	MCAFEE	0.00%	0.00%	
30	MICRO FOCUS	0.00%	0.00%	
31	MULESOFT	0.00%	0.00%	
32	NETMOTION	0.00%	0.00%	
33	OKTA	0.00%	0.00%	

34	OPENTEXT	0.00%	0.00%	
35	PROGRESS SOFTWARE	0.00%	0.00%	
36	PROOFPOINT	0.00%	0.00%	
37	QUEST SOFTWARE	0.00%	0.00%	
38	RAPID7	0.00%	0.00%	
39	RSA SECURITY	0.00%	0.00%	
40	SALESFORCE	0.00%	0.00%	
41	SAP	0.00%	0.00%	
42	SOLARWINDS	0.00%	0.00%	
43	SOPHOS	0.00%	0.00%	
44	SPILLMAN	0.00%	0.00%	
45	SYMANTEC	0.00%	0.00%	
46	TENABLE	0.00%	0.00%	
47	TREND MICRO	0.00%	0.00%	
48	VARONIS	0.00%	0.00%	
49	VERITAS	0.00%	0.00%	
50	ZOHO	0.00%	0.00%	
	Non-itemized Publishers			
51	All other publishers	20.00%	0.00%	Bid Submission
		HOURLY RATE		
52	Reseller Services			
53	- Asset management	\$125.00		Bid Submission
54	- Solutions architect	\$125.00		Bid Submission
55	- Senior solutions architect	\$195.00		Bid Submission
56	- Program engagement manager	\$125.00		Bid Submission
57	- Project leader	\$125.00		Bid Submission
58	- Project manager	\$125.00		Bid Submission
59	- Senior project manager	\$195.00		Bid Submission
60	All other in-scope reseller services	\$150.00		Bid Submission
A	Average Tier I Publishers Markup/Discount:	6.00%	7.00%	
B	Average Tier II Publishers Markup/Discount:	1.50%	0.75%	
C	Non-itemized Publishers Markup/Discount:	20.00%	0.00%	
D	Average Reseller Services Hourly Rate:	\$145.63		

NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR)
STATE OF ARIZONA SOLICITATION #BPM002338
OPTIONAL SERVICES COST PROPOSAL FORM FOR ALL PUBLISHERS EXCEPT MICROSOFT AND ORACLE

Use this tab ONLY if you wish to be considered for a contract award in this category AND if you have submitted a response to all questions and criteria related to this category in your proposal. Evaluation shall be based on the AVERAGE OF ALL PERCENTAGES listed for each pricing model in this tab.

INSTRUCTIONS: The offering of other services not included in the General Mandatory tab is OPTIONAL. Pricing provided in this tab will not be evaluated for purposes of awarding a master agreement, but states may consider this pricing when determining with which contractors to execute a participating addendum and which services to include. You may submit 1) a Maximum Markup on Reseller’s Invoiced Cost, 2) a Minimum Discount Off Manufacturer’s Suggested Retail Price (MSRP), or 3) both, but YOU MUST BE CONSISTENT IN YOUR USE OF PRICING MODELS (*i.e.* , you may not submit a Maximum Markup for half of the line items in this category and a Minimum Discount for the other half). As some Purchasing Entities can only use certain types of pricing models, submitting pricing for only one model may prevent you from doing business with certain entities, and resellers are encouraged to submit pricing for both models if possible.

NOTE: Any formulas entered into this form have been entered as a COURTESY ONLY, and it is solely the responsibility of each Offeror to ensure that all information entered into this spreadsheet--including mathematical calculations--are complete and accurate.

	OPTIONAL SERVICES	MAXIMUM MARKUP ON RESELLER'S INVOICED COST	MINIMUM DISCOUNT OFF MANUFACTURER'S SUGGESTED RETAIL PRICE (MSRP)	Services that Evolution IT Services is submitting bids for
	Optional Discount- and/or Markup-based Services			Bid Submission
1	Veeam	20.00%	30.00%	
2	[Enter service here. Insert rows as necessary.]			
3	[Enter service here. Insert rows as necessary.]			
4	[Enter service here. Insert rows as necessary.]			
5	[Enter service here. Insert rows as necessary.]			
		HOURLY RATE		
	Optional Fixed Rate-based Services			
6	[Enter service here. Insert rows as necessary.]	\$0.00		
7	[Enter service here. Insert rows as necessary.]	\$0.00		
8	[Enter service here. Insert rows as necessary.]	\$0.00		
9	[Enter service here. Insert rows as necessary.]	\$0.00		
10	[Enter service here. Insert rows as necessary.]	\$0.00		

NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR)
STATE OF ARIZONA SOLICITATION #BPM002338
MANDATORY COST PROPOSAL FORM FOR MICROSOFT ONLY

Use this tab ONLY if you wish to be considered for a contract award in this category AND if you have submitted a response to all questions and criteria related to this category in your proposal. Evaluation shall be based on the AVERAGE OF ALL PERCENTAGES listed for each pricing model in this tab.

INSTRUCTIONS: Please complete all GREEN, YELLOW, and ORANGE fields below. For the full set of line items included in this category, you may submit 1) a Maximum Markup on Reseller's Invoiced Cost, 2) a Minimum Discount Off Manufacturer's Suggested Retail Price (MSRP), or 3) both. YOU MUST BE CONSISTENT IN YOUR USE OF PRICING MODELS (i.e., you may not submit a Maximum Markup for half of the line items in this category and a Minimum Discount for the other half). As some Purchasing Entities can only use certain types of pricing models, submitting pricing for only one model may prevent you from doing business with certain entities, and resellers are encouraged to submit pricing for both models if possible. Proposals using one cost model will be evaluated against only those proposals using the same cost model. If awarded a contract, a vendor submitting pricing for both models may be permitted to offer products and services using both models, or may be permitted to offer products and services using only one model, depending on the outcome of the

	SUBCATEGORY	MAXIMUM MARKUP ON RESELLER'S INVOICED COST (may be negative if sold at loss)	MINIMUM DISCOUNT OFF MANUFACTURER'S SUGGESTED RETAIL PRICE (MSRP)	Services that Evolution IT Services is submitting bids for
	Itemized Microsoft Offerings			
1	EMS E5	0.00%	0.00%	
2	G1	0.00%	0.00%	
3	G2	0.00%	0.00%	
4	G3	0.00%	0.00%	
5	G5	0.00%	0.00%	
6	Govt E4	0.00%	0.00%	
7	Advanced Threat Protection	0.00%	0.00%	
8	Power BI	0.00%	0.00%	
9	Exchange Online	20.00%	10.00%	Bid Submission
10	Kiosk F3 Now	0.00%	0.00%	
11	Dynamics	0.00%	0.00%	
12	PowerApps	0.00%	0.00%	
13	Project Online	0.00%	0.00%	
14	Azure	20.00%	10.00%	Bid Submission
	All Other Microsoft Offerings			
15	SaaS	20.00%	10.00%	Bid Submission
16	On-Premise	20.00%	10.00%	Bid Submission
	Resold In-scope Professional Services			
17	- Ongoing maintenance & support services not included in software license agreement	0.00%	0.00%	
18	- Deployment services	20.00%	10.00%	Bid Submission
19	- Architectural design services	20.00%	10.00%	Bid Submission
20	- Training deployment services	20.00%	10.00%	Bid Submission
21	All other resold in-scope professional services	20.00%	10.00%	Bid Submission
		HOURLY RATE		
	In-scope Reseller Services			
22	- Asset management	\$125.00		
23	- Solutions architect	\$125.00		
24	- Senior solutions architect	\$195.00		
25	- Program engagement manager	\$125.00		
26	- Project leader	\$125.00		
27	- Project manager	\$125.00		
28	- Senior project manager	\$195.00		

29	All other in-scope reseller services	\$150.00
----	--------------------------------------	----------

A	Average Itemized Offerings Markup/Discount:	2.86%	1.43%
B	Average Other Offerings Markup/Discount:	20.00%	10.00%
C	Average Resold in-scope Professional Services Markup/Discount:	16.00%	8.00%
D	Average in-scope Reseller Services Hourly Rate:	\$145.63	

**NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR)
STATE OF ARIZONA SOLICITATION #BPM002338
OPTIONAL SERVICES COST PROPOSAL FORM FOR MICROSOFT ONLY**

Use this tab ONLY if you wish to be considered for a contract award in this category AND if you have submitted a response to all questions and criteria related to this category in your proposal. Evaluation shall be based on the AVERAGE OF ALL PERCENTAGES listed for each pricing model in this tab.

INSTRUCTIONS: The offering of other services not included in the Microsoft Mandatory tab is OPTIONAL. Pricing provided in this tab will not be evaluated for purposes of awarding a master agreement, but states may consider this pricing when determining with which contractors to execute a participating addendum and which services to include. You may submit 1) a Maximum Markup on Reseller's Invoiced Cost, 2) a Minimum Discount Off Manufacturer's Suggested Retail Price (MSRP), or 3) both, but YOU MUST BE CONSISTENT IN YOUR USE OF PRICING MODELS (*i.e.* , you may not submit a Maximum Markup for half of the line items in this category and a Minimum Discount for the other half). As some Purchasing Entities can only use certain types of pricing models, submitting pricing for only one model may prevent you from doing business with certain entities, and resellers are encouraged to submit pricing for both models if possible.

NOTE: Any formulas entered into this form have been entered as a COURTESY ONLY, and it is solely the responsibility of each

OPTIONAL SERVICES		MAXIMUM MARKUP ON RESELLER'S INVOICED COST	MINIMUM DISCOUNT OFF MANUFACTURER'S SUGGESTED RETAIL PRICE (MSRP)
Optional Discount- and/or Markup-based Services			
1	[Enter service here. Insert rows as necessary.]		
2	[Enter service here. Insert rows as necessary.]		
3	[Enter service here. Insert rows as necessary.]		
4	[Enter service here. Insert rows as necessary.]		
5	[Enter service here. Insert rows as necessary.]		
		HOURLY RATE	
Optional Fixed Rate-based Services			
6	[Enter service here. Insert rows as necessary.]	\$0.00	
7	[Enter service here. Insert rows as necessary.]	\$0.00	
8	[Enter service here. Insert rows as necessary.]	\$0.00	
9	[Enter service here. Insert rows as necessary.]	\$0.00	
10	[Enter service here. Insert rows as necessary.]	\$0.00	

NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR)
STATE OF ARIZONA SOLICITATION #BPM002338
MANDATORY COST PROPOSAL FORM FOR ORACLE ONLY

Use this tab ONLY if you wish to be considered for a contract award in this category AND if you have submitted a response to all questions and criteria related to this category in your proposal. Evaluation shall be based on the AVERAGE OF ALL PERCENTAGES listed for each pricing model in this tab.

INSTRUCTIONS: Please complete all GREEN, YELLOW, and ORANGE fields below. For the full set of line items included in this category, you may submit 1) a Maximum Markup on Reseller’s Invoiced Cost, 2) a Minimum Discount Off Manufacturer’s Suggested Retail Price (MSRP), or 3) both. YOU MUST BE CONSISTENT IN YOUR USE OF PRICING MODELS (i.e. , you may not submit a Maximum Markup for half of the line items in this category and a Minimum Discount for the other half). As some Purchasing Entities can only use certain types of pricing models, submitting pricing for only one model may prevent you from doing business with certain entities, and resellers are encouraged to submit pricing for both models if possible. Proposals using one cost model will be evaluated against only those proposals using the same cost model. If awarded a contract, a vendor submitting pricing for both models may be permitted to offer products and services using both models, or may be permitted to offer products and services using only one model, depending on the outcome of the evaluation.

NOTE: Any formulas entered into this form have been entered as a COURTESY ONLY, and it is solely the responsibility of each Offeror to ensure that all information entered into this spreadsheet--including mathematical calculations--are complete and accurate.

SUBCATEGORY		MAXIMUM MARKUP ON RESELLER'S INVOICED COST	MINIMUM DISCOUNT OFF MANUFACTURER'S SUGGESTED RETAIL PRICE (MSRP)
	Oracle Offerings		
1	SaaS	0.00%	0.00%
2	On-Premise	0.00%	0.00%
	Resold In-scope Professional Services		
3	- Ongoing maintenance & support services not included in software license agreement	0.00%	0.00%
4	- Deployment services	0.00%	0.00%
5	- Architectural design services	0.00%	0.00%
6	- Training deployment services	0.00%	0.00%
7	All other resold in-scope professional services	0.00%	0.00%
		HOURLY RATE	
	In-scope Reseller Services		
8	- Asset management	\$0.00	
9	- Solutions architect	\$0.00	
10	- Senior solutions architect	\$0.00	
11	- Program engagement manager	\$0.00	
12	- Project leader	\$0.00	
13	- Project manager	\$0.00	
14	- Senior project manager	\$0.00	
15	All other in-scope reseller services	\$0.00	

A	Average Offerings Markup/Discount:	0.00%	0.00%
B	Average Resold In-scope Professional Services Markup/Discount:	0.00%	0.00%
C	Average In-scope Reseller Services Hourly Rate:	\$0.00	

NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR)
STATE OF ARIZONA SOLICITATION #BPM002338
OPTIONAL SERVICES COST PROPOSAL FORM FOR ORACLE ONLY

Use this tab ONLY if you wish to be considered for a contract award in this category AND if you have submitted a response to all questions and criteria related to this category in your proposal. Evaluation shall be based on the AVERAGE OF ALL PERCENTAGES listed for each pricing model in this tab.

INSTRUCTIONS: The offering of other services not included in the Oracle Mandatory tab is OPTIONAL. Pricing provided in this tab will not be evaluated for purposes of awarding a master agreement, but states may consider this pricing when determining with which contractors to execute a participating addendum and which services to include. You may submit 1) a Maximum Markup on Reseller’s Invoiced Cost, 2) a Minimum Discount Off Manufacturer’s Suggested Retail Price (MSRP), or 3) both, but YOU MUST BE CONSISTENT IN YOUR USE OF PRICING MODELS (*i.e.* , you may not submit a Maximum Markup for half of the line items in this category and a Minimum Discount for the other half). As some Purchasing Entities can only use certain types of pricing models, submitting pricing for only one model may prevent you from doing business with certain entities, and resellers are encouraged to submit pricing for both models if possible.

NOTE: Any formulas entered into this form have been entered as a COURTESY ONLY, and it is solely the responsibility of each Offeror to ensure that all information entered into this spreadsheet—including mathematical calculations--are complete and accurate.

OPTIONAL SERVICES		MAXIMUM MARKUP ON RESELLER'S INVOICED COST	MINIMUM DISCOUNT OFF MANUFACTURER'S SUGGESTED RETAIL PRICE (MSRP)
	Optional Discount- and/or Markup-based Services		
1	[Enter service here. Insert rows as necessary.]		
2	[Enter service here. Insert rows as necessary.]		
3	[Enter service here. Insert rows as necessary.]		
4	[Enter service here. Insert rows as necessary.]		
5	[Enter service here. Insert rows as necessary.]		
		HOURLY RATE	
	Optional Fixed Rate-based Services		
6	[Enter service here. Insert rows as necessary.]	\$0.00	
7	[Enter service here. Insert rows as necessary.]	\$0.00	
8	[Enter service here. Insert rows as necessary.]	\$0.00	
9	[Enter service here. Insert rows as necessary.]	\$0.00	
10	[Enter service here. Insert rows as necessary.]	\$0.00	



Eric Bell <eric.bell@azdoa.gov>

RE: SVAR Solicitation - Request for Clarification ACTION REQUIRED

1 message

Falchetti, Erica <Erica.Falchetti@insight.com>
To: Eric Bell <eric.bell@azdoa.gov>

Tue, Feb 23, 2021 at 8:47 AM

Hi Eric –

In response to your Request for Clarification, please see the below response from Insight Public Sector:

1. **Please clarify all categories for which your company submitted an offer for.** Insight Public Sector submitted an offer for all three categories—General, Microsoft, and Oracle.
2. **Please clarify with Pricing Model(s) are you proposing for each Category.** Insight Public Sector is proposing both pricing models—Maximum Markup and Minimum Discount off MSRP—for all three categories.

If you have additional questions or need further clarification, please let me know.

Regards,

Erica

ERICA FALCHETTI | Senior SLED Capture Manager | Insight**t.** 480.333.3071 | erica.falchetti@insight.com | insight.com

From: Eric Bell <eric.bell@azdoa.gov>
Sent: Tuesday, February 23, 2021 8:32 AM
To: Eric Bell <eric.bell@azdoa.gov>
Subject: Re: SVAR Solicitation - Request for Clarification ACTION REQUIRED

External Message - Please be cautious when opening links or attachments in email

Hi all,

The Clarification letter contained an error that said responses were due Wednesday, February 25 at 3pm when, in fact, Wednesday falls on February 24th.

The deadline for response will be Thursday, February 25, by 3pm Arizona Time (Mountain Standard Time).

Please let me know if you have any questions.

Thanks,

Eric

On Mon, Feb 22, 2021 at 5:31 PM Eric Bell <eric.bell@azdoa.gov> wrote:

Dear Offerors,

Please see attached request for Clarification. Your response is required no later than 3pm on February 25, 2021.

If you have any questions, please email or call me at the address/phone number below.

Respectfully,

Eric Bell

--

Eric Bell

Procurement Manager

ADOA – State Procurement Office | State of Arizona

100 North 15th Avenue, Suite 402, Phoenix, AZ 85007

p: 602-542-8921 c: 602-245-3782 | email: eric.bell@azdoa.gov

--

Eric Bell

Procurement Manager

ADOA – State Procurement Office | State of Arizona

100 North 15th Avenue, Suite 402, Phoenix, AZ 85007

p: 602-542-8921 c: 602-245-3782 | email: eric.bell@azdoa.gov



Eric Bell <eric.bell@azdoa.gov>

RE: SVAR Solicitation - Request for Clarification ACTION REQUIRED

1 message

Kearney, Erin <ekearney@issquaredinc.com>

Wed, Feb 24, 2021 at 3:21 PM

To: Eric Bell <eric.bell@azdoa.gov>, "Hagen, Kevin" <khagen@issquaredinc.com>, "Nenes, Roger" <rnenes@issquaredinc.com>

Hello Eric,

Please see the answers to the request for clarification below:

1. Please clarify **all** categories for which your company submitted an offer for?

We have applied for the General category and the Microsoft category. We are not submitting for the Oracle category.

2. Please clarify which Pricing Model(s) are you proposing for each Category?

We proposed pricing for the general and Microsoft categories. Please see attached.

Thank you again for your follow up, Eric. If you need any additional information or clarification, please let me know.

Thank you again,

Erin Kearney[Sales Analyst- Sales Operations](#)

.....



T: +1 (888) 782-0078

M: +1 (602) 803-5487

Technical Support +1 (805) 277-0103

ekearney@issquaredinc.com - www.issquaredinc.com

11811 N. Tatum Bl #1105, Phoenix AZ 85028

support_issquared@issquaredinc.com



From: Eric Bell <eric.bell@azdoa.gov>

Sent: Wednesday, February 24, 2021 2:06 PM

To: Hagen, Kevin <khagen@issquaredinc.com>; Kearney, Erin <ekearney@issquaredinc.com>; Nenes, Roger <rmenes@issquaredinc.com>

Subject: Fwd: SVAR Solicitation - Request for Clarification ACTION REQUIRED

Hello,

I'm forwarding this to you to make sure you saw this request for Clarification that is due tomorrow at 3pm Arizona time. We sent it to the email associated with the Solicitation which is rmenes@issquaredinc.com.

Respectfully,
Eric

----- Forwarded message -----

From: **Eric Bell** <eric.bell@azdoa.gov>

Date: Mon, Feb 22, 2021 at 5:31 PM

Subject: SVAR Solicitation - Request for Clarification ACTION REQUIRED

To: Eric Bell <eric.bell@azdoa.gov>

Dear Offerors,

Please see attached request for Clarification. Your response is required no later than 3pm on February 25, 2021.

If you have any questions, please email or call me at the address/phone number below.

Respectfully,

Eric Bell

--

Eric Bell

Procurement Manager

ADOA – State Procurement Office | State of Arizona

100 North 15th Avenue, Suite 402, Phoenix, AZ 85007

p: 602-542-8921 c: 602-245-3782 | email: eric.bell@azdoa.gov

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Eric Bell

Procurement Manager

ADOA – State Procurement Office | State of Arizona

100 North 15th Avenue, Suite 402, Phoenix, AZ 85007

p: 602-542-8921 c: 602-245-3782 | email: eric.bell@azdoa.gov

**** ATTENTION: CONFIDENTIAL ****

This email message is for the sole use of the intended recipient(s) and may contain confidential and/or privileged information. Any unauthorized review, use, disclosure or distribution is prohibited. If you are not the intended recipient, please contact me by reply email and destroy all copies of the original message. Thank you.



NASPO Pricing Sheet.xlsx

84K



February 24, 2021

Eric Bell
Procurement Manager, State Procurement Office
Arizona Department of Administration
100 North 15th Avenue, Suite 402
Phoenix, AZ 85007

RE: Request for Clarification BPM002338
JMT Job No. 20-03014
Client Ref No. BPM002338

Dear Mr. Bell:

Johnson, Mirmiran & Thompson (JMT) submitted a proposal for the Software Value-Added Reseller solicitation (#BPM002338) in November 2020. We received a request on February 22, 2020 to clarify two items:

- 1) Please clarify all categories for which your company submitted an offer
- 2) Please clarify which Pricing Model(s) you are proposing for each category

JMT's proposal was solely for the General category. The pricing model that we proposed for the General category was maximum markup.

If you have any questions or need further information, please do not hesitate to contact me at 443-662-4260 or nmiller2@jmt.com.

Very truly yours,

JOHNSON, MIRMIRAN & THOMPSON, INC.

Nicole J. Miller
Vice President

NJM



ARIZONA DEPARTMENT OF ADMINISTRATION

STATE PROCUREMENT OFFICE
100 NORTH FIFTEENTH AVENUE • SUITE 402
PHOENIX, ARIZONA 85007
(602) 542-5511

February 22, 2021

Sent via email: [All Offerors in the Software Value Added Reseller Solicitation \(Solicitation #BPM002338\)](#)

Re: BPM002338 – Request for Clarifications

PLEASE CONFIRM RECEIPT OF THIS EMAIL

Pursuant to A.R.S. 41-2534, A.A.C. R2-7-C313, Clarification of Offers, the following is being submitted to your Firm as a respondent to the Software Value-Added Reseller solicitation. This request for clarification shall not be considered as a determination that the Offeror is susceptible for award. A request for clarification is to provide a greater understanding of the offer. Clarifications are not negotiations and / or material changes to the request for proposal. A request for clarification shall not be considered a determination that the offer is susceptible for award.

The following questions are presented for your consideration and clarification:

In Attachment 4 Pricing Sheet, Offerors to submit either 1) a Maximum Markup on Reseller's Invoiced Cost, 2) a Minimum Discount Off Manufacturer's Suggested Retail Price (MSRP), or 3) both. Because Attachment 4 had '0.00%' as the default value for many of the fields, the State needs each vendor to clarify in writing which Category(ies) (General, Microsoft, Oracle) and Pricing Model(s) (Maximum Markup, Minimum Discount off MSRP, or Both) they submitted bids for.

By way of illustration only, a vendor may have intended to **not** submit pricing for a particular model. As a result, the Offerors may have left the cells in that column at the default value of 0.00%. The State wants to clarify if a Offeror's entry of 0.00% in a cell is the actual pricing that the Offeror is submitting **OR** if the Offeror simply left that cell untouched and does not intend on bidding under that pricing model.

1. Please clarify all categories for which your company submitted an offer for?

LSI Consulting is only submitting for the following Categories

1. General Mandatory Category

- a. Tier II Publishers - SAP only
- b. Non-itemized Publishers – All other publishers
- c. Reseller Services

With any cell containing 0.00% as the default value it is LSI's intention to not submit pricing for this particular model in this Category.

2. General Optional Services Category

- a. Optional Discount-and/or Markup-based Services

With any cell containing 0.00% as the default value it is LSI's intention to not submit pricing for this particular model in this Category.

Any cells in any Category not named above containing 0.00% as the default value it is LSI's intention to not submit pricing for this particular model.

LSI is authorized to resell SAP and SAP-related third party products as well as Amazon Web Services and MS Azure Hosting Services.

2. Please clarify which Pricing Model(s) are you proposing for each Category?

Any cell containing 0.00% LSI simply left that cell untouched and does not intend on bidding under that pricing model. LSI is only authorized to resell SAP and SAP-related third party products as well as Amazon Web Services and MS Azure Hosting Services



ARIZONA DEPARTMENT OF ADMINISTRATION

STATE PROCUREMENT OFFICE
100 NORTH FIFTEENTH AVENUE • SUITE 402
PHOENIX, ARIZONA 85007
(602) 542-5511

1. General Mandatory Category

a. Tier II Publishers - SAP only

Pricing Model: Maximum Markup on Reseller's Invoiced Cost : 75%

Pricing Model: Minimum Discount off MSRP: 30%

b. Non-itemized Publishers – All other publishers

Pricing Model: Maximum Markup on Reseller's Invoiced Cost : 40%

Pricing Model: Minimum Discount off MSRP: 20%

c. Reseller Services

Pricing Model: Hourly Rate *See rates in screenshot below:

	PUBLISHERS	MAXIMUM MARKUP ON RESELLER'S INVOICED COST	MINIMUM DISCOUNT OFF MANUFACTURER'S SUGGESTED RETAIL PRICE (MSRP)
	Tier II Publishers (Other Itemized)		
41	SAP	75.00%	30.00%
	Non-itemized Publishers		
51	All other publishers	40.00%	20.00%
		HOURLY RATE	
52	Reseller Services		
53	- Asset management	\$125.00	
54	- Solutions architect	\$175.00	
55	- Senior solutions architect	\$176.00	
56	- Program engagement manager	\$177.00	
57	- Project leader	\$178.00	
58	- Project manager	\$179.00	
59	- Senior project manager	\$210.00	
60	All other in-scope reseller services	\$125.00	

3. General Optional Services Category

a. Optional Discount-and/or Markup-based Services

1. LSI AWS/Azure Hosting Services only

a. AWS = Amazon Web Services

b. Azure = Microsoft Azure

Pricing Model: Maximum Markup on Reseller's Invoiced Cost : 20%

Pricing Model: Minimum Discount off MSRP: 20%

Douglas A. Ducey
Governor



Andy Tobin
Director

ARIZONA DEPARTMENT OF ADMINISTRATION

STATE PROCUREMENT OFFICE
100 NORTH FIFTEENTH AVENUE • SUITE 402
PHOENIX, ARIZONA 85007
(602) 542-5511

c. **Optional Fixed Rate-based Services**

Pricing Model: Hourly Rate *See hourly rates in screenshot below:

	OPTIONAL SERVICES	MAXIMUM MARKUP ON RESELLER'S INVOICED COST	MINIMUM DISCOUNT OFF MANUFACTURER'S SUGGESTED RETAIL PRICE (MSRP)
	Optional Discount- and/or Markup-based Services		
1	LSI AWS/Azure Hosting Services	20.00%	20.00%
		HOURLY RATE	
	Optional Fixed Rate-based Services		
6	AMS Functional Support Consultant Service (remote)	\$150.00	
7	AMS Technical Support Consultant Service (remote)	\$120.00	
8	AMS Development Support Consultant Service (remote)	\$95.00	
9	AMS Basis and Network Support Consultant Service (remote)	\$140.00	
10	Training Services for Purchased Product (remote)	\$95.00	

Please send your Company's response to this request for clarification via e-mail, to eric.bell@azdoa.gov. The due date for your response is Wednesday, February 25, 2021 no later than 3:00 p.m. (Arizona) Mountain Standard Time.

Please remember, this is **not an opportunity to change your Offer. No change to Offers will be accepted at this time.

If there are any questions regarding this, please contact me at eric.bell@azdoa.gov.

Sincerely,

Eric Bell
Statewide Procurement Manager
ADOA-State Procurement Office- State of Arizona



Eric Bell <eric.bell@azdoa.gov>

RE: SVAR Solicitation - Request for Clarification ACTION REQUIRED

1 message

Jessica Richmond <jrichmond@mythics.com>

Tue, Feb 23, 2021 at 10:34 AM

To: Eric Bell <eric.bell@azdoa.gov>

Cc: Gigie Button <GButton@mythics.com>, Eric Seifert <eseifert@mythics.com>

Mr. Bell,

In response to the attached BPM002338 - Request for Clarification, please find Mythics' responses to the two clarification questions immediately below:

1. Please clarify all categories for which your company submitted an offer for?

Mythics Response:

Mythics submitted an offer for Oracle Mandatory and Oracle Optional Services.

2. Please clarify which Pricing Model(s) are you proposing for each Category?

Mythics Response:

1. Oracle Mandatory Tab

a. Oracle Offerings

Retail Price (MSRP)

i. Minimum Discount off Manufacturer's Suggested

b. Resold In-Scope Professional Services

Retail Price (MSRP)

i. Minimum Discount off Manufacturer's Suggested

c. In-Scope Reseller Services

i. Hourly Rate

2. Oracle Optional Services Tab

a. Optional Discount- and/or Markup-Based Services

Retail Price (MSRP)

i. Minimum Discount off Manufacturer's Suggested

1. Mythics is offering a 0.00% discount off MSRP for Oracle University Cloud Services-Learning Subscriptions

b. Optional Fixed Rate-Based Services

i. Hourly Rate

Any further questions, we are available to address.

Thank you,

Jessica Richmond Ward | Strategic Markets Contracts | Mythics, Inc.

A Mythics Emergent Group Company

4525 Main Street | Suite 1500 | Virginia Beach, VA 23462

757-870-1274 (M) | 757-412-1060 (F) | jrichmond@mythics.com

From: Eric Bell <eric.bell@azdoa.gov>
Sent: Monday, February 22, 2021 7:31 PM
To: Eric Bell <eric.bell@azdoa.gov>
Subject: SVAR Solicitation - Request for Clarification ACTION REQUIRED

Dear Offerors,

Please see attached request for Clarification. Your response is required no later than 3pm on February 25, 2021.

If you have any questions, please email or call me at the address/phone number below.

Respectfully,

Eric Bell

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Eric Bell

Procurement Manager

ADOA – State Procurement Office | State of Arizona

100 North 15th Avenue, Suite 402, Phoenix, AZ 85007

p: 602-542-8921 c: 602-245-3782 | email: eric.bell@azdoa.gov

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Eric Bell

Procurement Manager

ADOA – State Procurement Office | State of Arizona

100 North 15th Avenue, Suite 402, Phoenix, AZ 85007

p: 602-542-8921 c: 602-245-3782 | email: eric.bell@azdoa.gov



Request for Clarification_BPM002338.docx
43K



Eric Bell <eric.bell@azdoa.gov>

RE: SVAR Solicitation - Request for Clarification ACTION REQUIRED

1 message

Steve Smith <ssmith@paragonmicro.com>
To: Eric Bell <eric.bell@azdoa.gov>
Cc: Steve Smith <ssmith@paragonmicro.com>

Wed, Feb 24, 2021 at 3:18 PM

Good afternoon Eric,

Below are our responses to the SVAR Clarification Questions:

1. Please clarify all categories for which your company submitted an offer for?

Paragon Micro submitted an offer for the General Category only.

2. Please clarify which Pricing Model(s) are you proposing for each Category?

Paragon Micro proposed only one pricing model, the "Maximum Markup on Reseller's Invoiced Cost".

Please let me know if you have any other questions or concerns regarding our proposal.

Thanks,

Steve Smith

**Steve Smith | Federal Capture and Proposals Manager**

2 Corporate Drive, Suite 105
Lake Zurich, IL 60047 USA

+1 (847) 380-1179 (office)

+1 (773) 951-6546 (mobile)

+1 (855) 255-5545 (toll-free support)

SSmith@paragonmicro.com

GSA Schedule: GS-35F-0316X

CIO-CS Contract: HHSN316201500061W

SEWP Contract: NNG15SD91B

DUNS: 800436714

CAGE CODE: 4ZHT8

Paragon Micro ISO 9001 :2015

From: Eric Bell <eric.bell@azdoa.gov>

Sent: Wednesday, February 24, 2021 3:34 PM

To: Steve Smith <ssmith@paragonmicro.com>

Subject: Re: SVAR Solicitation - Request for Clarification ACTION REQUIRED

Thanks Steve!

On Wed, Feb 24, 2021 at 2:34 PM Steve Smith <ssmith@paragonmicro.com> wrote:

Received. Thank you Eric. We will review and respond by the 3pm deadline.

Thanks,

Steve Smith



Steve Smith | Federal Capture and Proposals Manager

2 Corporate Drive, Suite 105

Lake Zurich, IL 60047 USA

+1 (847) 380-1179 (office)

+1 (773) 951-6546 (mobile)

+1 (855) 255-5545 (toll-free support)

[SSmith@paragonmicro.com](mailto:ssmith@paragonmicro.com)

GSA Schedule: GS-35F-0316X

CIO-CS Contract: HHSN316201500061W

SEWP Contract: NNG15SD91B

DUNS: 800436714

CAGE CODE: 4ZHT8

Paragon Micro ISO 9001 :2015

From: Eric Bell <eric.bell@azdoa.gov>
Sent: Wednesday, February 24, 2021 3:12 PM
To: Steve Smith <ssmith@paragonmicro.com>
Subject: Fwd: SVAR Solicitation - Request for Clarification ACTION REQUIRED

Hello Steve,

Please see the request for Clarification regarding the SVAR solicitation. Can you please respond before 3pm tomorrow, to clarify Paragon Micro's bid.

Thank,

Eric

----- Forwarded message -----

From: Eric Bell <eric.bell@azdoa.gov>
Date: Mon, Feb 22, 2021 at 5:31 PM
Subject: SVAR Solicitation - Request for Clarification ACTION REQUIRED
To: Eric Bell <eric.bell@azdoa.gov>

Dear Offerors,

Please see attached request for Clarification. Your response is required no later than 3pm on February 25, 2021.

If you have any questions, please email or call me at the address/phone number below.

Respectfully,

Eric Bell

--

Eric Bell

Procurement Manager

ADOA – State Procurement Office | State of Arizona

100 North 15th Avenue, Suite 402, Phoenix, AZ 85007

p: 602-542-8921 c: 602-245-3782 | email: eric.bell@azdoa.gov

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Eric Bell

Procurement Manager

ADOA – State Procurement Office | State of Arizona

100 North 15th Avenue, Suite 402, Phoenix, AZ 85007

p: 602-542-8921 c: 602-245-3782 | email: eric.bell@azdoa.gov

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p: 602-542-8921 c: 602-245-3782 | email: eric.bell@azdoa.gov



Eric Bell <eric.bell@azdoa.gov>

RE: ADDITIONAL REMINDER - Clarification Request - SVAR Solicitation - State of Arizona

1 message

Darling, Priscilla <pdarling@presidio.com>

Thu, Feb 25, 2021 at 12:02 PM

To: Eric Bell <eric.bell@azdoa.gov>, "Savitt, Hollie" <hsavitt@presidio.com>, "Arnett, Jackie" <JARNETT@presidio.com>

Hi Eric – Presidio's response to the request for clarification is provided below:

1. Please clarify all categories for which your company submitted an offer for?

Answer: Presidio's proposal is for the General Category only.

2. Please clarify which Pricing Model(s) are you proposing for each Category?

Answer: Presidio's Pricing Model is for Maximum markup on reseller invoiced cost only.

Thanks,

Priscilla

Priscilla Darling | Proposal Manager
Presidio | presidio.com

D: 301.313.2004 | pdarling@presidio.com

PRESIDIO®
Future. Built.

From: Eric Bell <eric.bell@azdoa.gov>

Sent: Thursday, February 25, 2021 1:46 PM

To: Savitt, Hollie <hsavitt@presidio.com>; Darling, Priscilla <pdarling@presidio.com>

Subject: Fwd: ADDITIONAL REMINDER - Clarification Request - SVAR Solicitation - State of Arizona

EXTERNAL EMAIL

Hello,

Please respond to the below request for Clarification by 3pm today, Arizona time. This is for the Software Value-Added Reseller Solicitation.

This was sent to JARNETT@PRESIDIO.COM but I haven't seen a reponse.

Respectfully,

Eric Bell

----- Forwarded message -----

From: **Eric Bell** <eric.bell@azdoa.gov>

Date: Wed, Feb 24, 2021 at 2:30 PM

Subject: ADDITIONAL REMINDER - Clarification Request - SVAR Solicitation - State of Arizona

To: Eric Bell <eric.bell@azdoa.gov>

Hello Vendors,

Many of you have already answered this request and can disregard this notification.

I wanted to make sure to send a reminder to everyone to please respond by no later than tomorrow, February 25, by 3pm Arizona Time (Mountain Standard Time), to the Clarification Request which is attached here.

If you have any questions, don't hesitate to call or email me at the address/number below.

Respectfully,

Eric Bell

--

Eric Bell

Procurement Manager

ADOA – State Procurement Office | State of Arizona

100 North 15th Avenue, Suite 402, Phoenix, AZ 85007

p: 602-542-8921 c: 602-245-3782 | email: eric.bell@azdoa.gov

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Eric Bell

Procurement Manager

ADOA – State Procurement Office | State of Arizona

100 North 15th Avenue, Suite 402, Phoenix, AZ 85007

p: 602-542-8921 c: 602-245-3782 | email: eric.bell@azdoa.gov

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Eric Bell

Procurement Manager

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p: 602-542-8921 c: 602-245-3782 | email: eric.bell@azdoa.gov

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Eric Bell

Procurement Manager

ADOA – State Procurement Office | State of Arizona

100 North 15th Avenue, Suite 402, Phoenix, AZ 85007

p: 602-542-8921 c: 602-245-3782 | email: eric.bell@azdoa.gov

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Douglas A. Ducey
Governor



Andy Tobin
Director

ARIZONA DEPARTMENT OF ADMINISTRATION

STATE PROCUREMENT OFFICE
100 NORTH FIFTEENTH AVENUE • SUITE 402
PHOENIX, ARIZONA 85007
(602) 542-5511

February 22, 2021

Sent via email: [All Offerors in the Software Value Added Reseller Solicitation \(Solicitation #BPM002338\)](#)

Re: BPM002338 – Request for Clarifications

PLEASE CONFIRM RECEIPT OF THIS EMAIL

Pursuant to A.R.S. 41-2534, A.A.C. R2-7-C313, Clarification of Offers, the following is being submitted to your Firm as a respondent to the Software Value-Added Reseller solicitation. This request for clarification shall not be considered as a determination that the Offeror is susceptible for award. A request for clarification is to provide a greater understanding of the offer. Clarifications are not negotiations and / or material changes to the request for proposal. A request for clarification shall not be considered a determination that the offer is susceptible for award.

The following questions are presented for your consideration and clarification:

In Attachment 4 Pricing Sheet, Offerors to submit either 1) a Maximum Markup on Reseller's Invoiced Cost, 2) a Minimum Discount Off Manufacturer's Suggested Retail Price (MSRP), or 3) both. Because Attachment 4 had '0.00%' as the default value for many of the fields, the State needs each vendor to clarify in writing which Category(ies) (General, Microsoft, Oracle) and Pricing Model(s) (Maximum Markup, Minimum Discount off MSRP, or Both) they submitted bids for.

By way of illustration only, a vendor may have intended to **not** submit pricing for a particular model. As a result, the Offerors may have left the cells in that column at the default value of 0.00%. The State wants to clarify if a Offeror's entry of 0.00% in a cell is the actual pricing that the Offeror is submitting **OR** if the Offeror simply left that cell untouched and does not intend on bidding under that pricing model.

1. Please clarify **all** categories for which your company submitted an offer for?
2. Please clarify which Pricing Model(s) are you proposing for each Category?

Please send your Company's response to this request for clarification via e-mail, to eric.bell@azdoa.gov. The due date for your response is Wednesday, February 25, 2021 no later than 3:00 p.m. (Arizona) Mountain Standard Time.

****Please remember, this is not an opportunity to change your Offer. No change to Offers will be accepted at this time.**

If there are any questions regarding this, please contact me at eric.bell@azdoa.gov.

Sincerely,

Eric Bell
Statewide Procurement Manager
ADOA-State Procurement Office- State of Arizona



Eric Bell <eric.bell@azdoa.gov>

FW: SVAR Solicitation - Request for Clarification ACTION REQUIRED

1 message

Alison Turner <Alison_Turner@shi.com>

Tue, Feb 23, 2021 at 3:20 PM

To: Eric Bell <eric.bell@azdoa.gov>

Cc: Amelia Jakubczyk <Amelia_Jakubczyk@shi.com>, Meghan Flisakowski <Meghan_Flisakowski@shi.com>

Hello Eric,

Thank you for the opportunity to clarify our offer for the SVAR Solicitation.

SHI submitted an offer for the General and Microsoft categories, and for every mandatory line item within those categories (as well as some optional line items, as indicated). For every line item offered in each of these General and Microsoft categories, SHI offered both pricing models. In other words, SHI provided **BOTH** a maximum markup on reseller's invoiced cost **AND** a minimum discount off SHI advertised list price for every line item. Any 0.00% offers in the General and Microsoft categories were intended as SHI actual pricing offers.

SHI did not submit an offer for the Oracle category. All 0.00% offers in the Oracle category were simply a reflection that we left those cells untouched and that we did not intend to submit Oracle pricing offers.

Please let us know if there are additional clarifications we may provide.

Thank you,

Alison Turner | SHI | Senior Director, Public Sector West | 425-974-5997

From: Amelia Jakubczyk <Amelia_Jakubczyk@shi.com>**Sent:** Monday, February 22, 2021 4:37 PM**To:** Meghan Flisakowski <Meghan_Flisakowski@SHI.com>; Denise Verdicchio <Denise_Verdicchio@SHI.com>; Alison Turner <Alison_Turner@SHI.com>**Cc:** William Carbajal <William_Carbajal@SHI.com>**Subject:** Fwd: SVAR Solicitation - Request for Clarification ACTION REQUIRED

Begin forwarded message:

From: Eric Bell <eric.bell@azdoa.gov>**Date:** February 22, 2021 at 5:32:38 PM MST**To:** Eric Bell <eric.bell@azdoa.gov>**Subject:** SVAR Solicitation - Request for Clarification ACTION REQUIRED

This message has originated from an **External Source**. Please use proper judgment and caution when opening attachments, clicking links, or responding to this email.

Dear Offerors,

Please see attached request for Clarification. Your response is required no later than 3pm on February 25, 2021.

If you have any questions, please email or call me at the address/phone number below.

Respectfully,

Eric Bell

--

Eric Bell

Procurement Manager

ADOA – State Procurement Office | State of Arizona

100 North 15th Avenue, Suite 402, Phoenix, AZ 85007

p: 602-542-8921 c: 602-245-3782 | email: eric.bell@azdoa.gov



Eric Bell <eric.bell@azdoa.gov>

RE: [EXTERNAL] Fwd: SVAR Solicitation - Request for Clarification ACTION REQUIRED

1 message

PJ Byrd <PJ.Byrd@siriuscom.com>
To: Eric Bell <eric.bell@azdoa.gov>

Wed, Feb 24, 2021 at 3:16 PM

Sir,

Hi, here is our response. Let me know if this needs further clarification.

General Mandatory Tab – provided both discount methods for all except the following:

All other in-scope reseller services - this category we provided no pricing for.

General Optional Services Tab – No pricing discounts were provided.

Microsoft Mandatory Tab - provided both discount methods for all except the following:

Resold In-scope Professional Services and Average Resold In-scope Professional Services Markup/Discount - No pricing discounts were provided.

Microsoft Optional Services Tab - No pricing discounts were provided.

Oracle Mandatory Tab – No pricing discounts were provided.

Oracle Optional Services Tab - No pricing discounts were provided.

PJ



Phyllis (PJ) Byrd | Director, Public Sector & RFP's
Office: 210-369-0617
10100 Reunion Place, Suite 500, San Antonio, TX 78216
www.siriuscom.com | phyllis.byrd@siriuscom.com

From: Eric Bell <eric.bell@azdoa.gov>
Sent: Wednesday, February 24, 2021 3:14 PM
To: PJ Byrd <PJ.Byrd@siriuscom.com>
Subject: [EXTERNAL] Fwd: SVAR Solicitation - Request for Clarification ACTION REQUIRED

Hi Phyllis,

Please see Clarification request below regarding the SVAR Solicitation. Can you please respond to the questions in the attachment by 3pm tomorrow, Arizona Time.

Please confirm receipt.

Thank you,

Eric

----- Forwarded message -----

From: Eric Bell <eric.bell@azdoa.gov>
Date: Mon, Feb 22, 2021 at 5:31 PM
Subject: SVAR Solicitation - Request for Clarification ACTION REQUIRED
To: Eric Bell <eric.bell@azdoa.gov>

Dear Offerors,

Please see attached request for Clarification. Your response is required no later than 3pm on February 25, 2021.

If you have any questions, please email or call me at the address/phone number below.

Respectfully,

Eric Bell

--

Eric Bell

Procurement Manager

ADOA – State Procurement Office | State of Arizona

100 North 15th Avenue, Suite 402, Phoenix, AZ 85007

p: 602-542-8921 c: 602-245-3782 | email: eric.bell@azdoa.gov

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Eric Bell

Procurement Manager

ADOA – State Procurement Office | State of Arizona

100 North 15th Avenue, Suite 402, Phoenix, AZ 85007

p: 602-542-8921 c: 602-245-3782 | email: eric.bell@azdoa.gov

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Softchoice clarification response

NASPO Value-Added Reseller
NASPO ValuePoint Cooperative
Purchasing Program
Re: BPM002338 – Request for
Clarifications

February 25th, 2021

Anthony Reda
State Local Education Manager

314 West Superior Street, Suite 400
Chicago, IL 60654

Telephone: 416-831-7873
Email: Anthony.reda@softchoice.com



The following questions are presented for your consideration and clarification:

In Attachment 4 Pricing Sheet, Offerors to submit either 1) a Maximum Markup on Reseller's Invoiced Cost, 2) a Minimum Discount Off Manufacturer's Suggested Retail Price (MSRP), or 3) both. Because Attachment 4 had '0.00%' as the default value for many of the fields, the State needs each vendor to clarify in writing which Category(ies) (General, Microsoft, Oracle) and Pricing Model(s) (Maximum Markup, Minimum Discount off MSRP, or Both) they submitted bids for.

By way of illustration only, a vendor may have intended to not submit pricing for a particular model. As a result, the Offerors may have left the cells in that column at the default value of 0.00%. The State wants to clarify if a Offeror's entry of 0.00% in a cell is the actual pricing that the Offeror is submitting OR if the Offeror simply left that cell untouched and does not intend on bidding under that pricing model.

1. Please clarify all categories for which your company submitted an offer for?
2. Please clarify which Pricing Model(s) are you proposing for each Category?

Response Question 1:

Softchoice provided a response to GENERAL MANDATORY and GENERAL OPTIONAL SERVICES – Tier 1 Publishers, Tier II Publishers and Non-itemized Publishers.

Softchoice also provided a response to MICROSOFT MANDATORY and MICROSOFT OPTIONAL SERVICES.

Response Question 2:

Softchoice pricing is based on the either option. Choice 1).

Softchoice pricing provided is on the Maximum Markup on Reseller's Invoiced Cost pricing model.

Pricing provided on the following pages is UNCHANGED/SIMPLY COPIED from our original bid and provided for confirmational reference only.

No 0% cells.

The only publishers that we have not provided pricing on is SALESFORCE (Direct procurement only from Publisher) and ORACLE.

GENERAL MANDATORY – COPIED FOR CONFIRMATION ONLY. NO CHANGES MADE.

	NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR) STATE OF ARIZONA SOLICITATION #BPM002338 MANDATORY COST PROPOSAL FORM FOR ALL PUBLISHERS <u>EXCEPT</u> MICROSOFT AND ORACLE			
	PUBLISHERS	MAXIMUM MARKUP ON RESELLER'S INVOICED COST	MINIMUM DISCOUNT OFF MANUFACTURER'S SUGGESTED RETAIL PRICE (MSRP)	
	Tier I Publishers (Key Itemized Publishers)			
1	ADOBE	1.25%		
2	CA TECHNOLOGIES	0.50%		
3	CISCO	1.25%		
4	COMMVAULT	0.50%		
5	IBM	1.00%		
6	RED HAT	1.00%		
7	SPLUNK	1.00%		
8	TABLEAU	0.50%		
9	VEEAM	1.25%		
10	VMWARE	1.25%		
	Tier II Publishers (Other Itemized Publishers)			
11	AUTODESK	2.25%		
12	BARRACUDA NETWORKS	2.25%		
13	BMC SOFTWARE	0.50%		
14	CHECK POINT SOFTWARE	2.25%		
15	CHERWELL	0.50%		
16	CITRIX	2.25%		
17	CPI	0.50%		
18	CROWDSTRIKE	2.25%		

19	DELL	2.25%		
20	DELPHIX	0.50%		
21	DOCUSIGN	1.00%		
22	DYNATRACE	0.50%		
23	FORCEPOINT	2.25%		
24	FORTINET	2.25%		
25	GOOGLE	2.25%		
26	INFORMATICA	1.00%		
27	IVANTI	0.50%		
28	KNOWBE4	1.50%		
29	MCAFEE	2.25%		
30	MICRO FOCUS	2.25%		
31	MULESOFT	1.00%		
32	NETMOTION	0.50%		
33	OKTA	0.50%		
34	OPENTEXT	2.25%		
35	PROGRESS SOFTWARE	0.50%		
36	PROOFPOINT	2.25%		
37	QUEST SOFTWARE	2.25%		
38	RAPID7	1.00%		
39	RSA SECURITY	2.25%		
40	SALESFORCE	NA		Salesforce does not use the channel and therefore no VAR can provide pricing
41	SAP	1.00%		
42	SOLARWINDS	2.25%		
43	SOPHOS	2.25%		
44	SPILLMAN	0.50%		
45	SYMANTEC	1.00%		
46	TENABLE	0.50%		
47	TREND MICRO	1.95%		

48	VARONIS	1.00%		
49	VERITAS	2.25%		
50	ZOHO	0.50%		
	Non-itemized Publishers			
51	All other publishers	3.50%		
		HOURLY RATE		
52	Reseller Services			
53	- Asset management	\$200.00		Please refer to Softchoice PRICING SUMMARY for additional details on Softchoice Professional Services offering.
54	- Solutions architect	\$199.50		
55	- Senior solutions architect	\$223.25		
56	- Program engagement manager	\$215.00		
57	- Project leader	\$220.00		
58	- Project manager	\$190.00		
59	- Senior project manager	\$190.00		
60	All other in-scope reseller services	\$225.00		
A	Average Tier I Publishers Markup/Discount:	0.95%	#DIV/0!	
B	Average Tier II Publishers Markup/Discount:	1.46%	#DIV/0!	
C	Non-itemized Publishers Markup/Discount	3.50%	0.00%	
D	Average Reseller Services Hourly Rate:	\$207.84		

GENERAL OPTIONAL SERVICES

Please refer to Softchoice pricing summary for our complete pricing offering.

MICROSOFT MANDATORY – COPIED FOR CONFIRMATION ONLY. NO CHANGES MADE.

	SUBCATEGORY	MAXIMUM MARKUP ON RESELLER'S INVOICED COST (may be negative if sold at loss)	MINIMUM DISCOUNT OFF MANUFACTURER'S SUGGESTED RETAIL PRICE (MSRP)
	Itemized Microsoft Offerings		
1	EMS E5	1.10%	
2	G1	1.50%	
3	G2	0.50%	
4	G3	1.50%	
5	G5	1.50%	
6	Govt E4	0.50%	
7	Advanced Threat Protection	1.50%	
8	Power BI	1.50%	
9	Exchange Online	0.50%	
10	Kiosk F3 Now	0.50%	
11	Dynamics	1.50%	
12	PowerApps	1.50%	
13	Project Online	0.50%	
14	Azure	0.25%	
	All Other Microsoft Offerings		
15	SaaS	3.00%	
16	On-Premise	1.25%	
	Resold In-scope Professional Services		
17	- Ongoing maintenance & support services not included in software license agreement	1.50%	
18	- Deployment services	1.50%	
19	- Architectural design services	1.50%	
20	- Training deployment services	1.50%	

21	All other resold in-scope professional services	1.50%	
		HOURLY RATE	
	In-scope Reseller Services		
22	- Asset management	\$200.00	
23	- Solutions architect	\$199.50	
24	- Senior solutions architect	\$223.25	
25	- Program engagement manager	\$215.00	
26	- Project leader	\$220.00	
27	- Project manager	\$190.00	
28	- Senior project manager	\$190.00	
29	All other in-scope reseller services	\$225.00	
A	Average Itemized Offerings Markup/Discount:	1.03%	#DIV/O!
B	Average Other Offerings Markup/Discount:	2.13%	#DIV/O!
C	Average Resold In-scope Professional Services Markup/Discount:	1.50%	#DIV/O!
D	Average In-scope Reseller Services Hourly Rate:	\$207.84	

MICROSOFT OPTIONAL SERVICES

Please refer to Softchoice pricing summary for our complete pricing offering.



Eric Bell <eric.bell@azdoa.gov>

RE: ADDITONAL REMINDER - Clarification Request - SVAR Solicitation - State of Arizona

1 message

Apodaca, Margarita <Margarita.Apodaca@softwareone.com>

Thu, Feb 25, 2021 at 4:58 PM

To: Eric Bell <eric.bell@azdoa.gov>, "Parra, Delfino" <Delfino.Parra@softwareone.com>

Mr. Bell,

My apologies. SoftwareONE included Delfino Parra as the main contact on our cover letter for this response.

Please see below and let us know if you have any questions.

1. Please clarify **all** categories for which your company submitted an offer for?

Microsoft

Microsoft Optional Services

General

General Optional Services

2. Please clarify which Pricing Model(s) are you proposing for each Category?

Microsoft - MAXIMUM MARKUP ON RESELLER'S INVOICED COST and Resellers Hourly Rates

Microsoft Optional Services - MINIMUM DISCOUNT OFF MANUFACTURER'S SUGGESTED RETAIL PRICE (MSRP) and Optional Fixed Rate-based Services Hourly Rates

General - MAXIMUM MARKUP ON RESELLER'S INVOICED COST, Resellers Hourly Rates

General Optional Services - MINIMUM DISCOUNT OFF MANUFACTURER'S SUGGESTED RETAIL PRICE (MSRP) and Optional Fixed Rate-based Services Hourly Rates

Thank you,

Margarita Apodaca

From: Eric Bell <eric.bell@azdoa.gov>**Sent:** Thursday, February 25, 2021 3:32 PM

To: Apodaca, Margarita <Margarita.Apodaca@softwareone.com>; Parra, Delfino <Delfino.Parra@softwareone.com>
Subject: Fwd: ADDITONAL REMINDER - Clarification Request - SVAR Solicitation - State of Arizona

CAUTION: This message was sent from outside of SoftwareONE. Please do not click links or open attachments unless you recognize the source of this email and know the content is safe. Please report all suspicious emails to "IT.Security@softwareone.com" as an attachment.

Hi Margarita,

I've been trying to reach you for Clarification of your offer. It looks like you aren't responding to the below email that you used previously. Please see the Clarification request and respond by the end of today.

Respectfully,

Eric

----- Forwarded message -----

From: Eric Bell <eric.bell@azdoa.gov>

Date: Thu, Feb 25, 2021 at 11:54 AM

Subject: Fwd: ADDITONAL REMINDER - Clarification Request - SVAR Solicitation - State of Arizona

To: <sales@softwareone.com>, <GOV-BIDS.US@softwareone.com>

Hello,

Please respond to the below request for Clarification by 3pm today, Arizona time. This is for the Software Value-Added Reseller Solicitation.

This was sent to GOV-BIDS.US@SOFTWAREONE.COM but I haven't seen a reponse.

Respectfully,

Eric Bell

----- Forwarded message -----

From: Eric Bell <eric.bell@azdoa.gov>

Date: Wed, Feb 24, 2021 at 2:30 PM

Subject: ADDITONAL REMINDER - Clarification Request - SVAR Solicitation - State of Arizona

To: Eric Bell <eric.bell@azdoa.gov>

Hello Vendors,

Many of you have already answered this request and can disregard this notification.

I wanted to make sure to send a reminder to everyone to please respond by no later than tomorrow, February 25, by 3pm Arizona Time (Mountain Standard Time), to the Clarification Request which is attached here.

If you have any questions, don't hesitate to call or email me at the address/number below.

Respectfully,

Eric Bell

--

Eric Bell

Procurement Manager

ADOA – State Procurement Office | State of Arizona

100 North 15th Avenue, Suite 402, Phoenix, AZ 85007

p: 602-542-8921 c: 602-245-3782 | email: eric.bell@azdoa.gov

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Eric Bell

Procurement Manager

ADOA – State Procurement Office | State of Arizona

100 North 15th Avenue, Suite 402, Phoenix, AZ 85007

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Eric Bell

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100 North 15th Avenue, Suite 402, Phoenix, AZ 85007

p: 602-542-8921 c: 602-245-3782 | email: eric.bell@azdoa.gov



Eric Bell <eric.bell@azdoa.gov>

FW: ADDITIONAL REMINDER - Clarification Request - SVAR Solicitation - State of Arizona

1 message

Kent Stokley <kstokley@thundercattech.com>
To: "eric.bell@azdoa.gov" <eric.bell@azdoa.gov>
Cc: Matt East <meast@thundercattech.com>

Thu, Feb 25, 2021 at 2:52 PM

Eric,

Apologies for the delay getting back to you. ThunderCat is not an authorized Oracle reseller and our Microsoft practice is limited at this point. I'm sorry if it was not clear in our response but we did not intend to participate in those two categories.

Please let me know if you have any further questions.

Thank you,

Kent Stokley

Director: State, Local, and Education

ThunderCat Technology

A Service-Disabled Veteran Owned Small Business

p: (703) 568-3378 f: (571)-323-0918

From: Eric Bell <eric.bell@azdoa.gov>
Sent: Thursday, February 25, 2021 2:01 PM
To: Jean Kim <jkim@thundercattech.com>; Matt East <meast@thundercattech.com>; info <info@thundercattech.com>
Subject: Fwd: ADDITIONAL REMINDER - Clarification Request - SVAR Solicitation - State of Arizona

Trying different email addresses as I'm not getting a response from meast@thundercattech.com.

Thanks
Eric

Hello,

Please respond to the below request for Clarification by 3pm today, Arizona time. This is for the Software Value-Added Reseller Solicitation.

This was sent earlier this week but I haven't seen a reponse.

Respectfully,

Eric Bell

----- Forwarded message -----

From: Eric Bell <eric.bell@azdoa.gov>

Date: Wed, Feb 24, 2021 at 2:30 PM

Subject: ADDITIONAL REMINDER - Clarification Request - SVAR Solicitation - State of Arizona

To: Eric Bell <eric.bell@azdoa.gov>

Hello Vendors,

Many of you have already answered this request and can disregard this notification.

I wanted to make sure to send a reminder to everyone to please respond by no later than tomorrow, February 25, by 3pm Arizona Time (Mountain Standard Time), to the Clarification Request which is attached here.

If you have any questions, don't hesitate to call or email me at the address/number below.

Respectfully,

Eric Bell

--

Eric Bell

Procurement Manager

ADOA – State Procurement Office | State of Arizona

100 North 15th Avenue, Suite 402, Phoenix, AZ 85007

p: 602-542-8921 c: 602-245-3782 | email: eric.bell@azdoa.gov

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Eric Bell

Procurement Manager

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Request for Clarification_BPM002338.docx

37K



Eric Bell <eric.bell@azdoa.gov>

RE: SVAR Solicitation - Request for Clarification ACTION REQUIRED

1 message

Harting, Carol <Carol.Harting@wwt.com>
To: Eric Bell <eric.bell@azdoa.gov>

Thu, Feb 25, 2021 at 1:33 PM

Hi Eric,

Please see below and kindly confirm receipt.

1. Please clarify **all** categories for which your company submitted an offer for?

WWT submitted an offer for the General Category (Mandatory and Optional Services).

2. Please clarify which Pricing Model(s) are you proposing for each Category?

WWT proposed only the Minimum Discount Off Manufacturer's Suggested Retail Price pricing model for the General Category. The one cell that has "0.00%" in our response is intentional based on publisher partner program guidance.

Let me know if you need anything else.

Thanks,

**Carol Harting, CPCM, CFCM****Sr. Contracts Manager - SLED**

World Wide Technology

[1 World Wide Way](#)[St. Louis, MO 63146](#)

(D) 314-995-6103

(C) 636-751-8399

carol.harting@wwt.com

From: Eric Bell <eric.bell@azdoa.gov>
Sent: Wednesday, February 24, 2021 3:21 PM
To: Eric Bell <eric.bell@azdoa.gov>
Subject: Fwd: SVAR Solicitation - Request for Clarification ACTION REQUIRED

Dear vendors,

Just making sure you got this Clarification request. **Please respond by tomorrow, Thursday February 25th, by 3pm Arizona Time.**

Please confirm receipt.

Respectfully,

Eric

----- Forwarded message -----

From: Eric Bell <eric.bell@azdoa.gov>
Date: Mon, Feb 22, 2021 at 5:31 PM
Subject: SVAR Solicitation - Request for Clarification ACTION REQUIRED
To: Eric Bell <eric.bell@azdoa.gov>

Dear Offerors,

Please see attached request for Clarification. Your response is required no later than 3pm on February 25, 2021.

If you have any questions, please email or call me at the address/phone number below.

Respectfully,

Eric Bell

--

Eric Bell

Procurement Manager

ADOA – State Procurement Office | State of Arizona

100 North 15th Avenue, Suite 402, Phoenix, AZ 85007

p: 602-542-8921 c: 602-245-3782 | email: eric.bell@azdoa.gov

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Eric Bell

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100 North 15th Avenue, Suite 402, Phoenix, AZ 85007

p: 602-542-8921 c: 602-245-3782 | email: eric.bell@azdoa.gov



Eric Bell <eric.bell@azdoa.gov>

RE: ADDITONAL REMINDER - Clarification Request - SVAR Solicitation - State of Arizona

1 message

Imran Yunus <imran.yunus@zones.com>
 To: Eric Bell <eric.bell@azdoa.gov>
 Cc: Imran Yunus <imran.yunus@zones.com>

Wed, Feb 24, 2021 at 3:59 PM

Mr. Bell,

Zones had offered both models Maximum Markup and Minimum Discount on each line item. With our response we had submitted attachment 4 supplement (attached here) with our response with a statement "**Participating Entities will be offered the best of the two models at any time which will result in the most advantageous price for any purchase**". All agencies be charged lower of the two options for all purchases.

On Professional services performed and delivered by Microsoft and Azure we offered cost plus 3.0 and 0.25% respectively or MSRP. All agencies will be charged the cheaper of the two options.

14	Azure	0.25%	0.00%
	All Other Microsoft Offerings		
15	SaaS	0.25%	2.00%
16	On-Premise	0.25%	2.00%
	Resold In-scope Professional Services		
17	- Ongoing maintenance & support services not included in software license agreement	3.00%	0.00%
18	- Deployment services	3.00%	0.00%
19	- Architectural design services	3.00%	0.00%
20	- Training deployment services	3.00%	0.00%
21	All other resold in-scope professional services	3.00%	0.00%

Regards,

Imran Yunus

VP Sales | Zones, LLC

C: 310-766-0124

[Chat with me on Teams](#)

Login to your account and explore



From: Eric Bell <eric.bell@azdoa.gov>

Sent: Wednesday, February 24, 2021 1:31 PM

To: Eric Bell <eric.bell@azdoa.gov>

Subject: ADDITIONAL REMINDER - Clarification Request - SVAR Solicitation - State of Arizona

Caution: This email originated from a source outside Zones. Do not click on links or open attachments unless you recognize the sender and you know the content is safe.

Hello Vendors,

Many of you have already answered this request and can disregard this notification.

I wanted to make sure to send a reminder to everyone to please respond by no later than tomorrow, February 25, by 3pm Arizona Time (Mountain Standard Time), to the Clarification Request which is attached here.

If you have any questions, don't hesitate to call or email me at the address/number below.

Respectfully,

Eric Bell

--

Eric Bell

Procurement Manager

ADOA – State Procurement Office | State of Arizona

4/27/22, 12:36 PM

State of Arizona Mail - RE: ADDITIONAL REMINDER - Clarification Request - SVAR Solicitation - State of Arizona

100 North 15th Avenue, Suite 402, Phoenix, AZ 85007

p: 602-542-8921 c: 602-245-3782 | email: eric.bell@azdoa.gov



Attachment 4 Supplement - Cost Proposal.docx

1120K