



**Cyber Security Solutions and Associated Products & Services
Executive Summary**

Lead Agency: Region 4 ESC

Solicitation: 20-08

RFP Issued: February 19, 2020

Pre-Proposal Date: March 10, 2020

Response Due Date: November 19, 2019

Proposals Received: 13



Awarded to:

Contract # R200803

The Board of Directors of Region 4 Education Service Center (ESC) issued RFP 20-08 on February 19, 2020, to establish a national cooperative contract for Cyber Security Solutions and Associated Products & Services.

The solicitation included cooperative purchasing language in Section I. Scope of Work:

NATIONAL CONTRACT

Region 4 ESC, as the Principal Procurement Agency, defined in Appendix D, has partnered with OMNIA Partners to make the resultant contract (also known as the "Master Agreement" in materials distributed by OMNIA Partners) from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit ("Public Agencies"), through OMNIA Partners' cooperative purchasing program. The Region 4 is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with OMNIA Partners (a "Participating Public Agency"). Appendix D contains additional information about OMNIA Partners and the cooperative purchasing agreement.

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- Region 4 ESC website
- OMNIA Partners, Public Sector website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star-Advertiser, HI
- The Advocate – New Orleans, LA
- New Jersey Herald, IL
- Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT
- Las Vegas Review Journal, NV
- The Herald-News, IL

On July 14, 2020 proposals were received from the following offerors:

- Carahsoft Technology Corporation
- CenturyLink
- DLT Solutions, LLC
- EC America, Inc.
- Iron Bow Technologies, LLC
- MGT of America Consulting, LLC
- CTG Inc. of IL dba/Novanis
- SYNEX Corporation
- ThunderCat Technology, LLC
- Trace3, LLC
- vCloud Tech Inc.
- Virescit Tactical Solutions
- White Rock Cybersecurity

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee determined that SYNEX Corporation demonstrated the ability to provide the products and services outlined in the solicitation while offering competitive pricing to members.

Region 4 ESC executed agreements with a contract effective date of October 1, 2020.

Contract Highlights:

SYNEX has an experienced team of subject matter experts to provide the support needed to deliver and help ramp up agencies' IT security practice with the specialization, solutions, services, and support needed to attack opportunities with confidence. Has a Diversity Alliance Program in place which is made up of top Public Sector customers that hold a diversity status and represent a significant amount of SYNEX' government business. The program was designed to promote collaboration amongst partners, enabling them to win more business through Diversity Status and collaboration.

Contract includes:

Entire line of Palo Alto (PANW) products as primary offering. Refer to Value Add for additional offerings

Term:

Initial three-year agreement from October 1, 2020 through September 30, 2023 with the option to renew for two (2) additional one-year periods through September 30, 2025.

Pricing/Discount:

Discount off list price

OMNIA Partners, Public Sector Web Landing Page:

<https://public.omniapartners.com/suppliers/synnex-corporation/contract-documentation#c38631>



PCN Strategies, Inc.
 1420 K Street NW Suite 600
 Washington, District of Columbia 20005
 United States

Quotation (Open)
 Quote # : 1019711 1 rev of 1
 Modified Date: Jul 18, 2024 02:36 PM CDT
 Description: GETAC BODY WORN CAMERA SYSTEM

Account Executive: Darin White 678-787-6032

Email: darin.w@pcnstrategies.com

Account Manager: Steve Crockett 202-480-4604

Email: steve.c@pcnstrategies.com

Government Contract: OMNIA - OMNIA

Customer Contact

Gutherie, Jon

Customer

Ocala Police Dept. (OF4482)
 Gutherie, Jon
 402 South Pine Avenue
 Ocala, FL 34471
 United States
 (P) 352-369-7000

Bill To

Ocala FL Police Dept.
 Schlick, Warren
 402 South Pine Avenue
 Ocala, FL 34471
 United States
 (P) 352-369-7000
 wschlick@ocalapd.org

Ship To

Ocala FL Police Dept.
 Schlick, Warren
 402 South Pine Avenue
 Ocala, FL 34471
 United States
 (P) 352-369-7000
 wschlick@ocalapd.org

Customer PO:

Terms:

Undefined

Ship Via:

FedEx Ground

Carrier Account #:

Special Instructions:

Reference OMNIA Contract Number: #R200803

#	Description	Part #	Tax	List Price	% off	Qty	Unit Price	Total
1	BC-04-4K - BWC DEVICE, 128GB + UHD/FHD/HD/WVGA, LTE + WIFI + GPS + BLE, 1 YEAR WARRANTY	OVWX4AXXXXX1 (7835898)	Yes	\$699.00	65.41%	210	\$241.80	\$50,778.00
Note: *PRICE BASED UPON DISCOUNTED PRICING, PREPAID IN ORIGINAL PURCHASE MADE IN 2020.								
BWC (BC-04-4K AT T LTE) - 128GB + UHD/FHD/HD/WVGA + WiFi + GPS + BLE + AT&T LTE , 1 year hardware warranty								
2	BC-04-4K - BWC DEVICE, 128GB + UHD/FHD/HD/WVGA, LTE + WIFI + GPS + BLE, 1 YEAR WARRANTY	OVWX4AXXXXX1 (7835898)	Yes	\$699.00	4.40%	67	\$668.24	\$44,772.08
Note: BWC (BC-04-4K AT T LTE) - 128GB + UHD/FHD/HD/WVGA + WiFi + GPS + BLE + AT&T LTE , 1 year hardware warranty								
3	BC-04 Extended Warranty Year 2&3 - Getac, BodyCam-4K	GE-SVBKEXT2Y (7835897)	Yes	\$174.99	7.77%	277	\$161.39	\$44,705.03
4	8 PORT MULTIDOCK (MD-04), INCLUDES 150W AC ADAPTER (US), 3 YEAR WARRANTY	OD4C3U (9364696)	Yes	\$1,048.79	76.41%	9	\$247.46	\$2,227.14
Note: *PRICE BASED UPON DISCOUNTED PRICING, PREPAID IN ORIGINAL PURCHASE MADE IN 2020.								
5	Body Worn Camera Magnetic (Double-Sided) Mount	ORB363 (6707211)	Yes	\$79.00	4.39%	277	\$75.53	\$20,921.81
6	Body Worn Camera (BC-04), magnetic quick release charging USB cable (3.28 ft)	ORB46X (8814670)	Yes	\$39.00	4.38%	228	\$37.29	\$8,502.12
Note: DOES NOT INCLUDE CIG. PLUG ADAPTER.								
7	SINGLE PORT DOCK (VD-04L), USB-C TO USB-A CABLE, USB A EXTENSION CABLE, ETHERNET CABLE, WALL CHARGING BLOCK ADAPTER, 3 YEAR WARRANTY	ORBD3U (9364684)	Yes	\$164.66	68.15%	150	\$52.45	\$7,867.50
Note: *PRICE BASED UPON DISCOUNTED PRICING, PREPAID IN ORIGINAL PURCHASE MADE IN 2020.								
8	SINGLE PORT DOCK (VD-04L), USB-C TO USB-A CABLE, USB A EXTENSION CABLE, ETHERNET CABLE, WALL CHARGING BLOCK ADAPTER, 3 YEAR WARRANTY	ORBD3U (9364684)	Yes	\$164.66	12.09%	60	\$144.75	\$8,685.00
9	Getac Enterprise - Active Directory Connector (Per Client Device) Per Month	OWC03M (6489624)	Yes	\$10.00	0.00%	3324	\$0.00	\$0.00
10	Getac Enterprise - Active Directory Connector Installation	OWC03X	Yes	\$1,400.00	0.00%	1	\$0.00	\$0.00

(5887813)

Note:

11 Tier 1 Cloud Deployment Service, 1 Remote Setup Days / Up to 3 Days Onsite
(Project/Training)
12 Getac Molle Mount for BC-03 Body Worn Camera
13 GETAC CLOUD - MONTHLY PLAN 4 (UNLIMITED)
12 month Cloud coverage for 67 BWC -04
Note: 67 BWC
12 month x 67 devices = 804

OZX0AX (5875385)	Yes	\$9,500.00	4.39%	1	\$9,082.50	\$9,082.50
ORB342 (ORB342)	Yes	\$22.67	15.66%	100	\$19.12	\$1,912.00
OUA04X (5147439)	Yes	\$88.00	46.47%	804	\$47.11	\$37,876.44

REFERENCE OMNIA NAT'L CONTRACT Number: #R200803

Subtotal: **\$237,329.62**
Tax (.0000%): \$0.00
Shipping: \$0.00
Total: **\$237,329.62**
(List Price: \$434,046.94)

*These items are custom-built and are not returnable once ordered.



PCN Strategies, Inc.
 1420 K Street NW Suite 600
 Washington, District of Columbia 20005
 United States

Quotation (Open)
 Quote # : 1019751 1 rev of 1
 Modified Date: Jul 25, 2024 03:31 PM CDT
 Description: GETAC BODY WORN CAMERA SYSTEM

Account Executive: Darin White 678-787-6032

Email: darin.w@pcnstrategies.com

Account Manager: Steve Crockett 202-480-4604

Email: steve.c@pcnstrategies.com

Government Contract: OMNIA - OMNIA

Customer Contact

Gutherie, Jon

Customer

Ocala Police Dept. (OF4482)
 Gutherie, Jon
 402 South Pine Avenue
 Ocala, FL 34471
 United States
 (P) 352-369-7000

Bill To

Ocala FL Police Dept.
 Schlick, Warren
 402 South Pine Avenue
 Ocala, FL 34471
 United States
 (P) 352-369-7000
 wschlick@ocalapd.org

Ship To

Ocala FL Police Dept.
 Schlick, Warren
 402 South Pine Avenue
 Ocala, FL 34471
 United States
 (P) 352-369-7000
 wschlick@ocalapd.org

Customer PO:

Terms:
 Undefined

Ship Via:
 FedEx Ground

Carrier Account #:

Special Instructions:

Reference OMNIA Contract Number: #R200803

#	Description	Part #	Tax	List Price	% off List	Qty	Unit Price	Total
1	INSTALLATION SERVICES	INSTALLATION (INSTALLATION)	Yes	\$499.00	44.46%	210	\$277.14	\$58,199.40

Note: Installation Services - Project Management

Remove existing BC-02 vehicle dock and install new BC-04 vehicle dock.

Connect dock to power and connect Ethernet cable to existing Sierra Wireless modem.

2 Technicians per day for 12 days.

18 Vehicles per day

REFERENCE OMNIA NAT'L CONTRACT Number: #R200803

Subtotal:	\$58,199.40
Tax (.0000%):	\$0.00
Shipping:	\$0.00
Total:	\$58,199.40
(List Price:	\$104,790.00)

*These items are custom-built and are not returnable once ordered.

Fiscal Year _____
Dept Ref # _____
Budget Ref # _____

**CITY OF OCALA
FUND TRANSFER REQUEST**

Department/Division: Police Date: 07/29/2024
Prepared By: Joshua Sasso

From:

To:

Reason for Request:

Transfer of funds for Getac purchase of BWC and associated services for warranty and installations.

Lou Biondi
ACM/Designee

3000

12924
Date