



**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
- SYNnex 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 SYNnex 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:

SYNnex 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 SYNnex' 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
Guthrie, Jon

Customer

Ocala Police Dept. (OF4482)
Guthrie, 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 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	OVWX4AXXXX1 (7835898)	Yes	\$699.00	65.41%	210	\$241.80	\$50,778.00
2	BC-04-4K - BWC DEVICE, 128GB + UHD/FHD/HD/WVGA, LTE + WIFI + GPS + BLE, 1 YEAR WARRANTY Note: BWC (BC-04-4K AT T LTE) - 128GB + UHD/FHD/HD/WVGA + WIFI + GPS + BLE + AT&T LTE , 1 year hardware warranty	OVWX4AXXXX1 (7835898)	Yes	\$699.00	4.40%	67	\$668.24	\$44,772.08
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 Note: *PRICE BASED UPON DISCOUNTED PRICING, PREPAID IN ORIGINAL PURCHASE MADE IN 2020.	OD4C3U (9364696)	Yes	\$1,048.79	76.41%	9	\$247.46	\$2,227.14
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) Note: DOES NOT INCLUDE CIG. PLUG ADAPTER.	ORB46X (8814670)	Yes	\$39.00	4.38%	228	\$37.29	\$8,502.12
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 Note: *PRICE BASED UPON DISCOUNTED PRICING, PREPAID IN ORIGINAL PURCHASE MADE IN 2020.	ORBD3U (9364684)	Yes	\$164.66	68.15%	150	\$52.45	\$7,867.50
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)

OZX0AX
(5875385)

Yes \$9,500.00 4.39% 1 \$9,082.50 \$9,082.50

12 Getac Molle Mount for BC-03 Body Worn Camera

ORB342
(ORB342)

Yes \$22.67 15.66% 100 \$19.12 \$1,912.00

13 GETAC CLOUD - MONTHLY PLAN 4 (UNLIMITED)
12 month Cloud coverage for 67 BWC -04

OUA04X
(5147439)

Yes \$88.00 46.47% 804 \$47.11 \$37,876.44

Note: 67 BWC

12 month x 67 devices = 804

REFERENCE OMNIA NATL 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
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Account Executive: Darin White 678-787-6032
Email: darin.w@pcnstrategies.com
Account Manager: Steve Crockett 202-480-4604
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Customer PO:

Special Instructions:
Reference OMNIA Contract Number: #R200803

Terms:
Undefined
Ship Via:
FedEx Ground
Carrier Account #:

#	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:
Tax (.0000%):
Shipping:
Total:
(List Price:

\$58,199.40
\$0.00
\$0.00
\$58,199.40
\$104,790.00)

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

Ocala Police Department
Requisition

07/29/2024

Vendor # 7278

Fiscal Mgmt. Requisition #

DOC # / BATCH #

Council Approval

Authorized Date & Time

Vendor

Name: PCN Strategies

Address: 1612 K Street NW Suite 802

City: Washington St: DC Zip: 20006

Phone #: _____ Fax #: _____

Attention: _____

E-Mail: _____ (Need for ALL PO Request)

Qty	Units	Product # Invoice #	Description	Unit Price	Total
1			See attached quote equipment and cloud	237329.62	237329.62
1			See attached quote installation	58199.40	58199.40
					0
					0
					0
					0
					0
					0
					0
					0

SubTotal: 295529.02

Payment

Procurement Card

Purchase Order

Check (Voucher)

☐ Yes

Contract

☐ Whose Card _____ (below \$2,500) (Chief or DC approval over \$500)

☒ * W-9 Required & New Vendor Form (over \$5,000 or if Vendor request)

☐ * W-9 Required & New Vendor Form (below \$5,000 must have invoice or receipt to pay)

(check "YES" if you want check returned to OPD)

☒ Contract # New Munis Contract

OPD DEPT MIS

Acct Mgr _____ Account Code _____ Amount _____

<input checked="" type="checkbox"/>	001-018-811-521-52045	37876.44
<input checked="" type="checkbox"/>	001-018-811-521-52010	100893.60
<input checked="" type="checkbox"/>	001-018-811-521-5231010	156759.01

Initiated By:

Joshua Sasso Date: 07/29/2024

Approval

Section Head:

Chief/Designee:

Fiscal Mgr.:

[Signature] Date: 7/29/24
[Signature] Date: 7/29/24
Date: _____

Disapproved ☐

Expenditure Breakdown Line Item # _____

Justification: Purchase of new BWC system for city wide staff.

Project Manager

Project Manager email

Project Manager phone #

(352) _____

Pending FT

Approved TRF

Fiscal Year _____
Dept Ref # _____
Budget Ref # _____

**CITY OF OCALA
FUND TRANSFER REQUEST**

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

From:

Account Number	Account Description	Amount
001-018-811-521-52-52045	S/Ware-Subscript Based (Line 83)	257,653

To:

Account Number	Account Description	Amount
001-018-811-521-66-31010	Professional Services - Other	156,759
001-018-811-521-52-5210	Operating Supplies - Other	100,894

Reason for Request:

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

Lou Biondi
ACM/Designee

72924
Date