

RESOLUTION OF THE CITY COUNCIL

No. 28

Approved January 27, 2017

RESOLVED, That the Members of the Providence City Council
hereby Authorize Approval of the following Contract Award by the Board of
Contract and Supply, in accordance with Section 21-26 of the Code of Ordinances.

Envision Technology Advisors
(Water Supply Board)

\$700,000.00

IN CITY COUNCIL

JAN 19 2017

READ AND PASSED

PRES.

CLERK

I HEREBY APPROVE.

Mayor
Date: 1/27/17

City Hall, Room 310
25 Dorrance Street
Providence, RI 02903
P: 401.421.7740, ext 577
F: 401.351.1056



Office of the Internal Auditor

December 9, 2016

Ms. Lori Hagen
City Clerk's Office
City of Providence
25 Dorrance Street
Providence, RI 02903

Dear Lori:

I am writing to request that the following requested contract awards be submitted to the City Council and the Finance Committee for approval.

- **Department of Public Property** - Recommending Southern Sky-Renewable Energy RI, low bidder, for Solar Net Excess Generation, in a unit price bid, with a savings to the City over the contract of approximately \$700,000.00 to \$850,000.00 per year over the twenty year contract.
- **Water Supply Board** - Recommending Envision Technology Advisors, for Server Virtualization Equipment (while not the apparent low bidder, a review of the bids reveal that it is in the best interest of the City to award this bidder based on high scores in Conformance to Technical Specifications, Bidder Capacity and Experience and Cost), in a total amount not to exceed \$700,000.00.

Sincerely,



Matthew M. Clarkin, Jr.

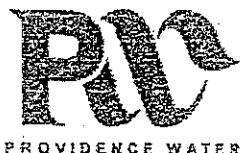
Internal Auditor

Cc: Alan Sepe, Director of Operations
James Lombardi, City Treasurer
Ricky Caruolo, General Manager PWSB

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Phone: (401) 521-7477 • Fax: (401) 521-3920

COUNCIL@PROVIDENCERI.COM



Tap Water Delivers

December 2, 2016

The Honorable Mayor Jorge O. Elorza
Chairman, Board of Contract and Supply
City Hall
Providence, RI 02903

Dear Mayor Elorza:

The Hon. Jorge O. Elorza
Mayor

Ricky Caruolo
General Manager

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Legal Advisor

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Providence, RI 02908

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RE: SERVER VIRTUALIZATION EQUIPMENT FOR THE PROVIDENCE
WATER SUPPLY BOARD

Date Of Bid Opening: November 14, 2016

RECOMMENDED BIDDER: Envision Technology Advisors
(Name and Address) 999 Main St, Suite 715
Pawtucket, RI 02660

AMOUNT RECOMMENDED: \$700,000.00

This letter is requesting permission to award Server Virtualization Equipment to the second low bidder for an amount not to exceed \$700,000. I am recommending that you sign this award.

	NAME	BASE	TOTAL
1	Envision Technology	RI	See Attached
2	Shi International Corp	NJ	See Attached
3	Insight Public Sector Inc.	AR	See Attached
4			
5			
6			
7			
8			

(Additional sheet is (X) is not () attached)

() On the basis of said bids, we recommend the low bidder, as identified on lines 1 which firm's bid has met the specifications.

(X) On the basis of said bids, we recommend the bidder identified on Line 1 While not the apparent low bidder, a review of the bids reveal that it is in the best interest of the City to reject the low bidder(s) because: (Please provide explanation)
See Attached

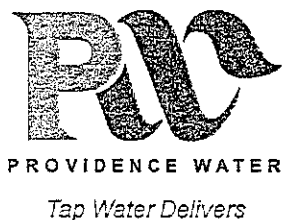
Additional sheet is / is not attached
MINORITY PARTICIPATION 0%

Account Code #645-845-52885

Respectfully Submitted,
PROVIDENCE WATER SUPPLY BOARD

Ricky Caruolo
General Manager

[Signature]
[Signature]



November 30, 2016

Providence Water

RFP for Virtualization Hardware

Proposal Evaluation Report

RFP History

In November 2016, the Providence Water solicited proposals for “Server Virtualization Equipment to support the new Providence Water facility at 125 Dupont Drive.

An RFP was drafted and released in accordance with City of Providence procedures, and proposals were received on November 14.

Vendor Responses

Three vendors submitted proposals, Envision technologies, SHI, and Insight. All three proposals appeared complete, and all were accepted for evaluation.

Evaluation Criteria

The proposals were evaluated and scored according to three published criteria:

- Compliance to Technical Specifications (40%)
- Vendor Capacity and Experience (20%)
- Cost (40%)

Below is a summary of those findings:

Scoring Summary:

Criteria:	Weight	Envision	Insight	SHI
Vendor Capacity / Experience	20%	20	19	19
Compliance to Specifications	40%	40	37	37
Cost	40%	39.9	7.6	40.0
Total:		99.9	63.3	96.3

- The Hon. Jorge O. Elorza
Mayor
- Ricky Caruolo
General Manager
-
- BOARD OF DIRECTORS
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Conformance to Technical Specifications

All submissions were complete in that they offered equipment for each functional group as specified. Envision Technology proposed equipment that matched what was specified, and scored highest in compliance. SRI and Insight both offered their equivalent version of the servers (HP vs. Dell), and those substitutions were approved as equals. SRI and Insight suffered some deductions for substituting non-compliant components in other areas (namely NFS storage).

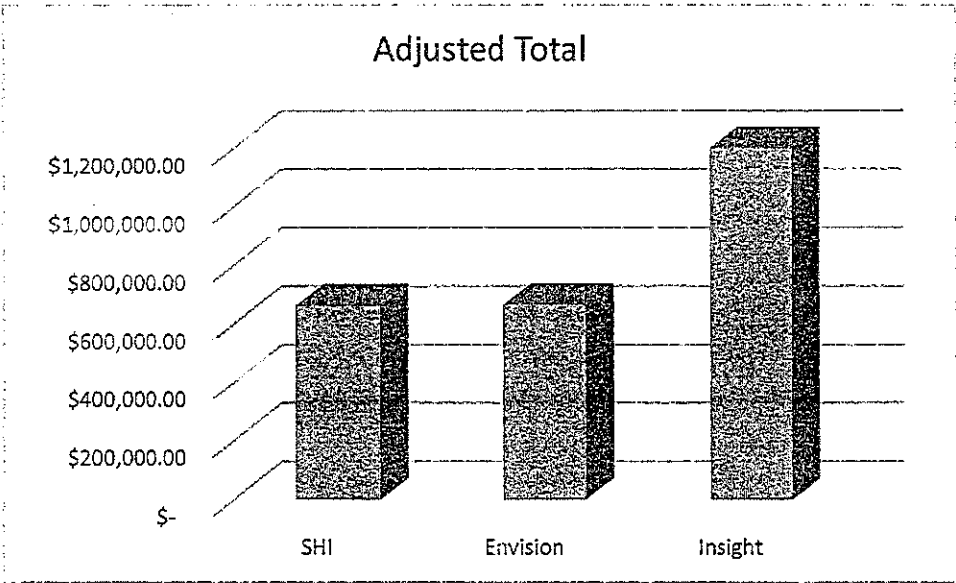
Bidder Capacity and Experience

The RFP document included information requests to evaluate vendors' capacity to successfully implement and support the requested services. All three vendors scored well in this category, demonstrating proper staff levels, training, and certifications to support the project now and going forward. Although Insight and SHI lost small points for not showing similar metro area jobs or failing to provide proper references, all three vendors appear quite capable of completing the work.

Cost

SHI and Envision had the low bids (within 0.3% of each other). Insight's costs were significantly higher, despite being adjusted down to reflect the removal of several optional items that were carried in their lead sheet total. SHI and Envision scored high, and Insight scored poorly for cost.

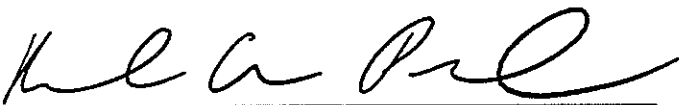
TOTAL COSTS:	SHI	Envision	Insight
Bid Lead Sheet	\$ 662,487.72	\$ 664,591.54	\$ 1,482,242.72
Adjusted Total	\$ 662,487.72	\$ 664,591.54	\$ 1,199,764.59
Points (out of 40):	40.0	39.9	7.6



Recommendation

For demonstrating their capacity to support the installation, offering all equipment as specified, and being essentially tied for most competitive pricing, we recommend that the project be awarded to **Envision Technology Advisors** in an amount not to exceed **\$700,000.00**. This is a one-time purchase.

Required Signatures

A handwritten signature in black ink, appearing to read 'Richard Pimental', written over a horizontal line.

Richard Pimental, Network Administrator