

# 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.

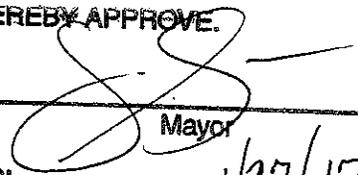
Envision Technology Advisors  
(Water Supply Board)

\$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

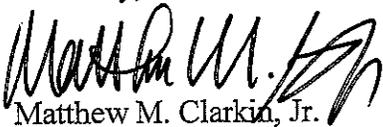
Ms. Lori Hagen  
City Clerk's Office  
City of Providence  
25 Dorrance Street  
Providence, RI 02903

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

CITY HALL • 25 DORRANCE STREET, ROOM 310 • PROVIDENCE, RHODE ISLAND 02903

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

COUNCIL@PROVIDENCERI.COM



PROVIDENCE WATER

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

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 02860

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.

**BOARD OF DIRECTORS**

Xaykham Khamsyvoravong  
Chairperson

Joseph D. Catafidi  
Vice Chairperson

Michael J. Correia  
Councilperson

Sabina Matos  
Councilperson

Lawrence J. Mancini  
Ex-Officio

Cristen L. Raucci, Esq.  
Member

Kerri Lynn Thurber  
Member

Carissa R. Richard  
Secretary

William E. O'Gara, Esq.  
Legal Advisor

	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

**MEMBER**

Rhode Island Water Works Assn.  
New England Water Works Assn.  
American Water Works Assn.  
Water Research Foundation

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(401) 521-6300

552 Academy Avenue  
Providence, RI 02908

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Respectfully Submitted,  
PROVIDENCE WATER SUPPLY BOARD

Ricky Caruolo  
General Manager



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.

The Hon. Jorge O. Elorza  
Mayor

Ricky Caruolo  
General Manager

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

**BOARD OF DIRECTORS**

Xaykham Khamsyvoravong  
Chairperson

Joseph D. Cataldi  
Vice Chairperson

Michael J. Correia  
Councilperson

Sabina Matos  
Councilperson

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Secretary

William E. O’Gara, Esq.  
Legal Advisor

**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
<b>Total:</b>		<b>99.9</b>	<b>63.3</b>	<b>96.3</b>

**MEMBER**

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**(401) 521-6300**

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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).

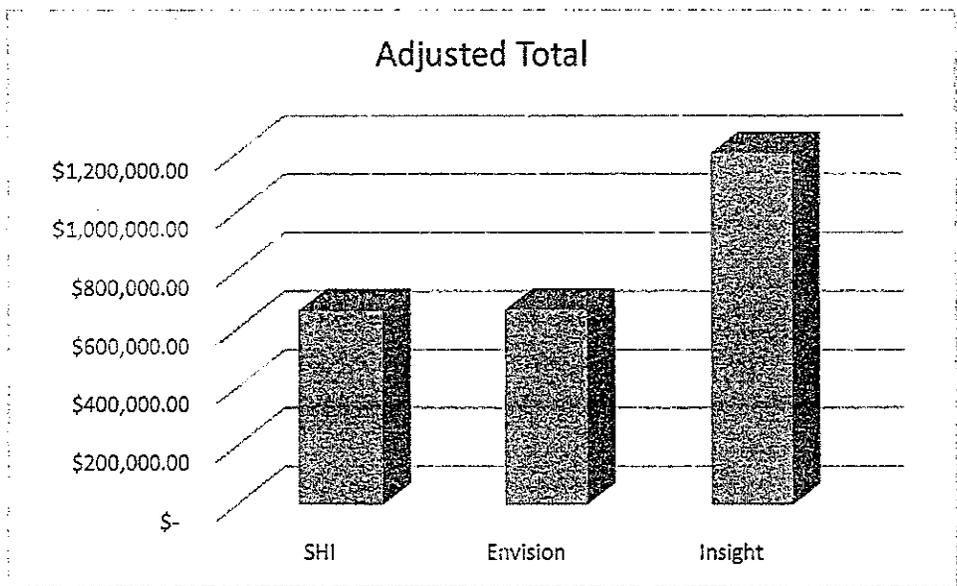
### Bidder Capacity and Experience

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