

COUNTY OF ROCKLAND
Department of General Services
Purchasing Division

Contract Award Notification

Title: **Software/Hardware Renewals, As Specified, Fortinet or A/E**

Contract Period: Co-Terminus through 12/31/2024

Original Date of Issue: August 16, 2022

Date of Revision: 03/02/23

BID No: **RFB-RC-2022-113**

Ordering Method: **Special Request**

Authorized Users: County Agencies, Political Sub-Divisions

Address Inquiries To:

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Title: Purchaser II
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Description

This contract is for Fortinet software/hardware renewals.

Contract #	Vendor Number	Contractor & Address	Telephone No.
RFB-RC-2022-113	0000026567	Vandis Inc. 1 Albertson Avenue Suite 1 Albertson, NY 11507 Contact: Scott Ratafia sratafia@vandis.com or ops@vandis.com	516-281-2200 FAX: 516-626-9003

COUNTY OF ROCKLAND DGS – PURCHASING DEPARTMENT BLDG. A, 6TH FLOOR, 50 SANATORIUM ROAD POMONA, NY 10970 TELEPHONE NO.: 845-364-3820 / FAX NO.: 845-364-3809							
VENDOR: Vandis							
DESCRIPTION SECTION 1							
LINE	SECTION 1	ITEM NUMBER	EST. QTY.	UNIT	UNIT PRICE	Extended Price	BRAND NAME & PRODUCT CODE
01-1.	Renewals of Hardware/Software for the list specified in Exhibit A of 60 pieces of equipment with varying expiration dates. All to be Co-Terminous Renewed through December 31, 2024	94245	1	LUMP	\$61,022.81	\$61,022.81	N/A
SECTION 2 - PERCENT DISCOUNT FROM MANUFACTURER'S LIST PRICE							
02-1.	SECTION 2 PERCENT DISCOUNT FROM MANUFACTURER'S LIST PRICE FOR FUTURE SOFTWARE/HARDWARE RENEWALS SHALL BE ONE PERCENT DISCOUNT (NO CHAINED DISCOUNTS) REPRESENTING BRAND OFFERED ABOVE. If bidding "0" percent discount, that should be indicated and line completed.	94245	\$3,000.00	Percent Discount	23.47 _____% Indicate % Discount Offered	2295.90 \$ _____ (\$3,000.00 MULTIPLIED BY DISCOUNT AND SUBTRACTED FROM \$3,000.00 FOR EXTENDED TOTAL)	

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 FORTINET OR APPROVED EQUAL**

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PURCHASES BY OTHER

LOCAL GOVERNMENTS, SCHOOL DISTRICTS, AND NON PROFIT AGENCIES

As per the New York State General Municipal Law, all political subdivisions of New York State are allowed to make purchases through the resulting contract(s). As per Rockland County Procurement Policy, Non Profit Agencies approved to participate in New York State's Contract Extension Program are authorized to make purchases through the resulting contract(s).

1. The County of Rockland shall make all contract award information available to other political subdivisions and non profit agencies through our website: www.rcpurchasing.com
2. Any other political subdivision or Rockland County non profit agency will issue purchase orders directly to vendors within the specified contract period referencing the County's contract and shall be liable for any payments due on such purchase orders; and shall accept sole responsibility for any payment due.
3. All purchases shall be subject to audit and inspection by the other political subdivisions and Rockland County non profit agencies for which the purchase was made.
4. No officer, board or agency of a county, town, village, or school district shall make any purchase through the County when bids have been received for such purchase by such officer, board or agency, unless such purchase may be made upon the same terms, conditions and specifications at a lower price through the County.
5. All Bidders shall be on notice that as a condition of the award of a County contract, the successful bidder shall accept the award of a similar contract with any other political subdivision in New York State and Rockland County non profit agencies authorized to use New York State's contracts, if called upon to do so. A listing of approved Rockland County non profit agencies is available on the Purchasing Division's website at www.rcpurchasing.com. The County, however, will not be responsible for any debts incurred by the participants pursuant to this or any other agreement.
6. Necessary deviations from the County's specifications in the award of a participant contract, whether such deviations relate to quantities, or delivery points shall be resolved between the successful bidder and the other political subdivisions and Rockland County non profit agencies.

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SPECIFICATIONS

1. SCOPE

- 1.1. The scope of this bid is to provide extended Software/Hardware Renewals for current (60) Fortinet Appliances, as specified on Attached Exhibit A or Approved Equal through to December 31, 2024. The equipment listed is for renewals coming due shortly or may have even expired already. There are several different expiration dates listed per equipment which different Expiration dates.
- 1.2. Renewal shall meet or exceed specifications. This bid is for extension / renewals of existing Fortinet Appliances only.
- 1.3. This bid is comprised of two sections. Section 1 will be to furnish the required renewals as specified. as listed. Section 2 – will be for a Percent Discount from Manufacturers List Price for renewals for future expiring service - Fortinet or Approved Equal item not individually listed in Section 1. If not offering a discount, zero percent shall be entered. This will be for other renewals that are not listed on the Exhibit A list but come due for renewal.

2. REQUIREMENTS

- 2.1. All line items shall be bid on to be considered for award.
- 2.2. Bidder must be an Authorized Dealer/Reseller for the brand(s) they are bidding and provide documentation with bid.
- 2.3. All items must be as specified or approved equal.
- 2.4. Bidders shall respond to both Sections of this bid. Bidders cannot respond to just Section 2.
- 2.5. Bids received just for Section 2 will be determined to be non-responsive and shall be rejected.
- 2.6. Bids containing restrictions will not be acceptable unless the Rockland County Purchasing Department deems the restrictions conform to the County of Rockland requirements.

3. QUANTITIES

- 3.1. The Section 1 quantities provided are for evaluation purposes. The County reserves the right to order quantities above or below those specified at the prices bid.
- 3.2. The Section 2 - Percent Discount lines on the Bid Cost Pages shall be used for renewals not individually listed on the Bid Cost Pages.

4. BRAND NAME

- 4.1. The use of a brand name is for the purpose of describing the standard of quality, performance, and characteristics desired and are not intended to limit or restrict competition.

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5. APPROVED EQUALS

- 5.1. If the bidder is bidding an approved equal, he must first provide references showing locations the County of Rockland can visit of the exact make and model intended to be supplied. If bidding an alternate or approved equal, two copies of brochures, specifications, and any other pertinent information must be sent with bid.
- 5.2. In the event that an alternate is bid, the County of Rockland reserves the right to request a demonstration of the specific model bid. Failure to furnish the demonstration will render the bid, for that item, as non-responsive.
- 5.3. Any units not conforming to these specifications may be rejected, and it will be the responsibility of the manufacturer to conform to the requirements unless exceptions have been specifically cited by the bidder and acceptance made on the basis of the exceptions. Each bidder is required to respond to every requirement in this specification with the appropriate explanation of equipment when specified and supply all requested information with bids.
- 5.4. The County of Rockland will make the final determination on whether the equipment is considered an approved equal.

6. CONTRACT PRICE ADJUSTMENTS UPON RENEWAL

- 6.1. The bid rates shall remain firm through the first contract period with no adjustments allowed. If the County exercises any of the option years of the award, Contractor may submit a request for adjustment on the yearly anniversary date of the contract. Any request for price adjustment(s) shall be submitted thirty (30) days in advance in writing to the Director of Purchasing. Any and all price adjustments will be limited to the percentage increase in the CPI Index – All Urban Consumers for the preceding 12 months. The County reserves the right to reject any request for price increase deemed excessive.
- 6.2. CPI-Index - Consumer Price Index for All Urban Consumers as published by the Bureau of Labor Statistics of the United States Department of Labor or a successor or substitute index, appropriately adjusted.
- 6.3. Vendors shall submit a letter to the Director of Purchasing, during the term of this bid, addressing any **unscheduled price increases** from the manufacturers. This letter must include on the manufacturer's letterhead all information to support any unscheduled increase. Any increase authorized is at the sole discretion of the Director of Purchasing and shall be in writing.

7. PRICELISTS/DISCOUNTS

- 7.1. Section 2 - A copy of the current Manufacturers' Price list or approved equal items shall be provided within five business days of request or a national website must be provided. Once awarded a contract, the percentage discount offered to authorized users may, at the contractor's option, be increased based on individual orders. Discounts may be greater, but in no instance, shall they be lower than the awarded discount. If contractor is offering a single discount structure, the same discount is applied to all purchases made from the contractor's pricelist. If bidding "0" percent discount, please indicate on cost pages.

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8. PRICELIST UPDATES

8.1. Upon approval of the contract by the Purchasing Director, contractors may update their contract product line to reflect manufacturer's addition of new products as established by the manufacturer in their normal course of business and new product pricing. Contractors will be allowed to update their product line semi-annually. All product list updates must first be approved in writing by the Purchasing Director before they become effective. All percentage discounts bid shall remain firm (unchanged) for the duration of the resulting contract. Contractor shall provide requesting authorized users with copies of approved pricelist(s) upon request

9. REFERENCES

9.1. All bidders must submit a list of at least five accounts with contact persons where similar system has been supplied in the last year. The Certificate of Experience must be completed and is included with the proposal form.

10. PROPOSAL PAGE

10.1. For each item being bid, all columns of the item line must be filled in with the appropriate information. Unit price columns must have the cost per unit filled in.

11. AWARD

11.1. The bid will be awarded in its entirety to the lowest responsive, responsible bidder as indicated for Sections 1 and 2 - line 19 of the Bid Cost Pages.

11.2. The County of Rockland reserves the right to bid out separately any future projects instead of ordering under Section 2.

12. F.O.B. Destination

12.1. Ownership passes to the County when the carrier delivers the product to the delivery point specified by the Purchase Order. (Vendor owns product in transit) The County is not billed. Vendor pays freight charges.