

**MEMORANDUM**  
**COUNTY OF PLACER**  
**DEPARTMENT OF ADMINISTRATIVE SERVICES**  
**PROCUREMENT SERVICES DIVISION**

TO: Honorable Board of Supervisors

FROM: Jim Boggan, Purchasing Manager *JB*

DATE: May 27, 2008

SUBJECT: Approve the Award of Competitive Bid No. 9808 to EDX Information Systems, Inc. for the Acquisition of Hewlett Packard Network Hardware in the Amount of \$52,126.41

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**ACTION REQUESTED**

Approve the award of competitive Bid No. 9808 to EDX Information Systems, Inc. of Fremont, CA for the acquisition of Hewlett Packard network hardware in the amount of \$52,126.41, and authorize the Purchasing Manager to sign the resulting purchase order.

**BACKGROUND**

The Administrative Service Department's Network Infrastructure Services Group is responsible for the day to day operation of the County's Enterprise Data Network. The network is comprised of various Cisco and Hewlett Packard brand hardware. The Department needs to purchase additional Hewlett Packard network hardware to extend the County's Enterprise Data Network into the new Bill Santucci Justice Center - Building B Facility. Building B is a 60,000 square foot facility being built in Roseville, CA to support the Probation, Revenue Services, Assessor and District Attorney Departments.

The Procurement Services Division prepared Bid No. 9808 to obtain the necessary network hardware. Bid announcements were mailed to six firms and posted on the Procurement website. Twenty-six bidders responded. EDX Information Systems, Inc. submitted the lowest responsive bid. The bid evaluation is submitted as Attachment A.

**FISCAL IMPACT**

The purchase order with EDX Information Systems, Inc. resulting from this recommendation will total \$52,126.41 and is budgeted within the Administrative Services Department's Telecommunications Division FY07/08 budget. The Telecommunications Division's Fiscal Impact Statement is attached.

cc: Sandy Hammock, Senior Administrative Services Officer  
Jerry Gamez, Information Technology Division Manager

**ATTACHMENTS**

Attachment A: Evaluation Summary  
Attachment B: Administrative Services Fiscal Impact Statement

Vendor number			Bidder		Address		Invoice Terms		Delivery		EDX		Tech Depot		Modal Networks		Southern Computer		Command Computer			
			Fremont, CA		Trumbell, CT		Sacramento, CA		Marietta, GA		Loomis, CA		Net 30		Net 30		Net 30		2% 10			
			15-20 Days		3-5 Days		14 Days		4 Days		29 Days		LVP Certified? no		LVP Certified? no		LVP Certified? no		LVP Certified? Yes			
Item #	Item Description	Qty	Terms Discount*	0.00%	Bid	Extension	Terms Discount*	0.00%	Bid	Extension	Terms Discount*	0.00%	Bid	Extension	Terms Discount*	0.00%	Bid	Extension	Terms Discount*	2.00%	Bid	Extension
1	J8697A	4	1,236.77		4,947.08		1,262.72		5,050.88		1,275.95		5,103.80		1,312.04		5,248.16		1,808.31		7,233.24	
2	J8712A	4	429.70		1,718.80		526.64		2,106.56		443.45		1,773.80		454.37		1,817.48		632.58		2,530.32	
3	J8705A	15	1,880.80		28,212.00		1,921.82		28,827.30		1,941.95		29,129.25		1,984.81		29,772.15		2,743.28		41,149.20	
4	J8693A	3	3,873.73		11,621.19		3,954.06		11,862.18		3,995.45		11,986.35		4,085.70		12,257.10		5,574.91		16,724.73	
5	J4858C	9	225.45		2,029.05		230.13		2,071.17		232.55		2,092.95		239.49		2,155.41		310.63		2,795.67	
Subtotal			\$48,528.12		Subtotal	\$49,918.09		Subtotal	\$50,086.15		Subtotal	\$51,250.30		Subtotal	\$54,965.95		Subtotal	\$70,433.16		Subtotal	\$76,982.56	
7.25% sales tax			3,518.29		7.25% sales tax	3,619.06		7.25% sales tax	3,631.25		7.25% sales tax	3,715.65		7.25% sales tax	3,715.65		7.25% sales tax	5,106.40		7.25% sales tax	5,106.40	
Freight Charge			80.00		Freight Charge	0.00		Freight Charge	0.00		Freight Charge	0.00		Freight Charge	0.00		Freight Charge	1,443.00		Freight Charge	1,443.00	
Total			\$52,126.41		Total	\$53,537.15		Total	\$53,717.40		Total	\$54,965.95		Total	\$54,965.95		Total	\$76,982.56		Total	\$76,982.56	
LVP			0.00		LVP	0.00		LVP	0.00		LVP	0.00		LVP	0.00		LVP	3,849.13		LVP	3,849.13	
Invoice Terms			0.00		Invoice Terms	0.00		Invoice Terms	0.00		Invoice Terms	0.00		Invoice Terms	0.00		Invoice Terms	1,539.65		Invoice Terms	1,539.65	
Ref. Price			\$52,126.41		Ref. Price	\$53,537.15		Ref. Price	\$53,717.40		Ref. Price	\$54,965.95		Ref. Price	\$54,965.95		Ref. Price	\$71,593.78		Ref. Price	\$71,593.78	

LOW BID

\* Discount not used in evaluation if less than 10 days per Purchasing Policy Manual Section 3.12(b).

206

Vendor number		Bidder		New Tech Solutions		American Wordata		Angus Hamer		TIG		
		Address		Fremont, CA		Mililani, HI		Citrus Heights		Dublin, Ca		
		Invoice Terms		Net 30		Net 30		Net 30		Net 30		
		Delivery		15 Days		10 Days		10 Days		3-5 Days		
		LVP Certified?		no		LVP Certified?		no		LVP Certified?		
Item #	Item Description	Qty	Terms Discount* Bid	0.00% Extension	Terms Discount* Bid	0.00% Extension	Terms Discount* Bid	0.00% Extension	Terms Discount* Bid	0.00% Extension		
1	J8697A	4	1,515.00	6,060.00	1,405.00	5,620.00	1,471.00	5,884.00	1,471.00	5,884.00		
2	J8712A	4	529.00	2,116.00	475.00	1,900.00	511.00	2,044.00	511.00	2,044.00		
3	J8705A	15	2,299.00	34,485.00	2,125.00	31,875.00	2,239.00	33,585.00	2,239.00	33,585.00		
4	J8693A	3	4,748.00	14,244.00	2,895.00	8,685.00	4,607.00	13,821.00	4,607.00	13,821.00		
5	J4858C	9	277.00	2,493.00	269.50	2,425.50	268.00	2,412.00	268.00	2,412.00		
Subtotal			\$59,398.00		Subtotal	\$50,505.50		Subtotal	\$57,746.00		Subtotal	\$57,746.00
7.25% sales tax			4,306.36		7.25% sales tax	3,661.65		7.25% sales tax	4,186.59		7.25% sales tax	4,186.59
Freight Charge			0.00		Freight Charge	0.00		Freight Charge	0.00		Freight Charge	150.00
Total			\$63,704.36		Total	\$54,167.15		Total	\$61,932.59		Total	\$62,082.59
LVP			0.00		LVP	0.00		LVP	0.00		LVP	0.00
Invoice Terms			0.00		Invoice Terms	0.00		Invoice Terms	0.00		Invoice Terms	0.00
<b>Ref. Price</b>			<b>\$63,704.36</b>		<b>Ref. Price</b>	<b>\$54,167.15</b>		<b>Ref. Price</b>	<b>\$61,932.59</b>		<b>Ref. Price</b>	<b>\$62,082.59</b>

\* Discount not used in evaluation if less than 10 days per Purchasing Policy Manual Section 3.12(b).

207

Vendor number			M&A Technolgy		Apex Computer		CDWG		Advantel		Network Equipment	
Bidder			Carrollton, TX		Cerritos, CA		Vernon Hills, IL		San Jose, CA		Beltsville, MD	
Address			Net 30		Net 30		Net 30		Net 30		Net 30	
Invoice Terms			10 Days		10 Days		10 Days		10 Days		10 Days	
Delivery			LVP Certified? no		LVP Certified? no		LVP Certified? no		LVP Certified? no		LVP Certified? no	
Item #	Item Description	Qty	Terms Discount* 0.00%	0.00%	Terms Discount* 0.00%	0.00%	Terms Discount* 0.00%	0.00%	Terms Discount* 0.00%	0.00%	Terms Discount* 0.00%	0.00%
			Bid	Extension	Bid	Extension	Bid	Extension	Bid	Extension	Bid	Extension
1	J8697A	4	1,564.27	6,257.08	1,552.50	6,210.00	1,399.00	5,596.00	1,365.00	5,460.00	1,728.00	6,912.00
2	J8712A	4	536.84	2,147.36	519.75	2,079.00	509.00	2,036.00	474.38	1,897.52	600.00	2,400.00
3	J8705A	15	2,311.83	34,677.45	2,386.80	35,802.00	2,100.00	31,500.00	2,077.00	31,155.00	2,617.00	39,255.00
4	J8693A	3	4,700.00	14,100.00	4,962.83	14,888.49	4,300.00	12,900.00	4,274.21	12,822.63	5,410.00	16,230.00
5	J4858C	9	279.57	2,516.13	283.25	2,549.25	259.00	2,331.00	248.77	2,238.93	313.00	2,817.00
Subtotal			\$59,698.02		Subtotal	\$61,528.74	Subtotal	\$54,363.00	Subtotal	\$53,574.08	Subtotal	\$67,614.00
7.25% sales tax			4,328.11		7.25% sales tax	4,460.83	7.25% sales tax	3,941.32	7.25% sales tax	3,884.12	7.25% sales tax	4,902.02
Freight Charge			0.00		Freight Charge	0.00	Freight Charge	0.00	Freight Charge	100.00	Freight Charge	0.00
Total			\$64,026.13		Total	\$65,989.57	Total	\$58,304.32	Total	\$57,558.20	Total	\$72,516.02
LVP			0.00		LVP	0.00	LVP	0.00	LVP	0.00	LVP	0.00
Invoice Terms			0.00		Invoice Terms	0.00						
Ref. Price			\$64,026.13		Ref. Price	\$65,989.57	Ref. Price	\$58,304.32	Ref. Price	\$57,558.20	Ref. Price	\$72,516.02

\* Discount not used in evaluation if less than 10 days per Purchasing Policy Manual Section 3.12(b).

208

Vendor number			Allied Network		Business Services		The Comp LTD		Polany Technologies	
Bidder			Roseville, CA		San Diego, CA		Inglewood, CA		Foster City, CA	
Address			Net 30		2% 10 Days		Net 30		Net 30	
Invoice Terms			10 Days		15-20 Days		10 Days		20 Days	
Delivery			LVP Certified? Yes		LVP Certified? no		LVP Certified? no		LVP Certified? no	
Item #	Item Description	Qty	Terms Discount* Bid	0.00% Extension	Terms Discount* Bid	2.00% Extension	Terms Discount* Bid	0.00% Extension	Terms Discount* Bid	0.00% Extension
1	J8697A	4	1,471.00	5,884.00	1,649.99	6,599.96	1,575.00	6,300.00	1,344.68	5,378.72
2	J8712A	4	511.00	2,044.00	539.99	2,159.96	555.00	2,220.00	505.32	2,021.28
3	J8705A	15	2,239.00	33,585.00	2,299.99	34,499.85	2,369.00	35,535.00	2,127.66	31,914.90
4	J8693A	3	4,607.00	13,821.00	4,369.99	13,109.97	4,999.00	14,997.00	3,989.36	11,968.08
5	J4858C	9	268.00	2,412.00	329.99	2,969.91	289.00	2,601.00	239.36	2,154.24
Subtotal			\$57,746.00		Subtotal	\$59,339.65	Subtotal	\$61,653.00	Subtotal	\$53,437.22
7.25% sales tax			4,186.59		7.25% sales tax	4,302.12	7.25% sales tax	4,469.84	7.25% sales tax	3,874.20
Freight Charge			0.00		Freight Charge	0.00	Freight Charge	200.00	Freight Charge	0.00
Total			\$61,932.59		Total	\$63,641.77	Total	\$66,322.84	Total	\$57,311.42
LVP			3,096.63		LVP	0.00	LVP	0.00	LVP	0.00
Invoice Terms			0.00		Invoice Terms	1,272.84	Invoice Terms	0.00	Invoice Terms	0.00
Ref. Price			\$58,835.96		Ref. Price	\$62,368.93	Ref. Price	\$66,322.84	Ref. Price	\$57,311.42

\* Discount not used in evaluation if less than 10 days per Purchasing Policy Manual Section 3.12(b).

608

Vendor number										
	Bidder	<b>DecoTech Systems</b>		<b>Howard</b>		<b>Sehi Computer</b>		<b>Computerland</b>		
	Address	Concord, CA		Laurel, MS		San Clemente, CA		San Jose, CA		
	Invoice Terms	Net 30		Net 30		Net 30		Net 30		
	Delivery	10 Days		10-14 Days		3-7 Days		10 Days		
		LVP Certified?	no	LVP Certified?	no	LVP Certified?	no	LVP Certified?	no	
Item	Item	Terms Discount*	0.00%	Terms Discount*	0.00%	Terms Discount*	0.00%	Terms Discount*	0.00%	
#	Description	Qty	Bid	Extension	Bid	Extension	Bid	Extension	Bid	Extension
1	J8697A	4	1,277.00	5,108.00	1,621.00	6,484.00	1,277.00	5,108.00	1,327.00	5,308.00
2	J8712A	4	444.00	1,776.00	561.00	2,244.00	445.00	1,780.00	465.00	1,860.00
3	J8705A	15	1,943.00	29,145.00	2,444.00	36,660.00	1,940.00	29,100.00	2,020.00	30,300.00
4	J8693A	3	3,999.00	11,997.00	5,102.00	15,306.00	4,000.00	12,000.00	4,075.00	12,225.00
5	J4858C	9	232.00	2,088.00	296.00	2,664.00	235.00	2,115.00	244.00	2,196.00
			Subtotal	\$50,114.00	Subtotal	\$63,358.00	Subtotal	\$50,103.00	Subtotal	\$51,889.00
			7.25% sales tax	3,633.27	7.25% sales tax	4,593.46	7.25% sales tax	3,632.47	7.25% sales tax	3,761.95
			Freight Charge	0.00	Freight Charge	0.00	Freight Charge	0.00	Freight Charge	0.00
			Total	\$53,747.27	Total	\$67,951.46	Total	\$53,735.47	Total	\$55,650.95
			LVP	0.00	LVP	0.00	LVP	0.00	LVP	0.00
			Invoice Terms	0.00	Invoice Terms	0.00	Invoice Terms	0.00	Invoice Terms	0.00
			Ref. Price	\$53,747.27	Ref. Price	\$67,951.46	Ref. Price	\$53,735.47	Ref. Price	\$55,650.95
* Discount not used in evaluation if less than 10 days										
per Purchasing Policy Manual Section 3.12(b).										

210

Vendor number		Enovativegear		EnPointe Technolgies		Corporate Express		CompuCom		
Bidder		Sanford, FL		Gardena, CA		Gold River, CA		Dallas, TX		
Address		Net 30		Net 30		Net 30		Net 30		
Invoice Terms		20 Days		7-10 Days		10 Days		14 Days		
Delivery		LVP Certified?	no	VP Certified?	no	VP Certified?	no	LVP Certified?	no	
Item	Item	Terms Discount*	0.00%	Terms Discount*	0.00%	Terms Discount*	0.00%	Terms Discount*	0.00%	
#	Description	Qty	Bid	Extension	Bid	Extension	Bid	Extension	Bid	Extension
1	J8697A	4	1,639.00	6,556.00	1,583.93	6,335.72	1,440.00	5,760.00	1,621.40	6,485.60
2	J8712A	4	575.00	2,300.00	550.49	2,201.96	525.00	2,100.00	563.51	2,254.04
3	J8705A	15	2,495.00	37,425.00	2,410.69	36,160.35	2,277.00	34,155.00	2,467.72	37,015.80
4	J8693A	3	5,030.00	15,090.00	4,959.88	14,879.64	4,555.00	13,665.00	5,077.19	15,231.57
5	J4858C	9	285.00	2,565.00	288.68	2,598.12	330.00	2,970.00	295.51	2,659.59
			Subtotal	\$63,936.00	Subtotal	\$62,175.79	Subtotal	\$58,650.00	Subtotal	\$63,646.60
			7.25% sales tax	4,635.36	25% sales tax	4,507.74	25% sales tax	4,252.13	25% sales tax	4,614.38
			Freight Charge	0.00	Freight Charge	0.00	Freight Charge	0.00	Freight Charge	0.00
			Total	\$68,571.36	Total	\$66,683.53	Total	\$62,902.13	Total	\$68,260.98
			LVP	0.00	LVP	0.00	LVP	0.00	LVP	0.00
			Invoice Terms	0.00	Invoice Terms	0.00	Invoice Terms	0.00	Invoice Terms	0.00
			<b>Ref. Price</b>	<b>\$68,571.36</b>	<b>Ref. Price</b>	<b>\$66,683.53</b>	<b>Ref. Price</b>	<b>\$62,902.13</b>	<b>Ref. Price</b>	<b>\$68,260.98</b>
* Discount not used in evaluation if less than 10 days per Purchasing Policy Manual Section 3.12(b).										

118

## FISCAL IMPACT STATEMENT

TO: Honorable Board of Supervisors

FROM: Clark L. Moots, Director of Administrative Services

DATE: May 27, 2008

SUBJECT: **Fiscal Impact Statement**  
Approve the Award of Competitive Bid No. 9808 to EDX Information Systems, Inc. for the Acquisition of HP ProCurve Equipment in the Amount of \$52,126.41.

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The Administrative Services Department's Telecommunications Division has budgeted appropriately for this Request and funding is available in the Telecommunications Division's FY 2007-08 Budget Unit(02100).

The Hewlett Packard Network Hardware being purchased is included in the Administrative Services Department's FY2007 – 2008 Master Fixed Asset List.