

COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #022719
Entitled

UNIFIED COMMUNICATIONS, CONTACT CENTER, AND RELATED SERVICES, EQUIPMENT, AND APPLICATIONS

The following advertisement was placed in Utah's *The Salt Lake Tribune*, in *USA Today*, South Carolina's *The State* and on the Sourcewell website www.sourcewell-mn.gov, Biddingo, Merx, The New York State Contract Reporter website www.nyscr.ny.gov, Onvia website www.onvia.com, and PublicPurchase.com on January 10, 2019, and in Oregon's *Daily Journal of Commerce* on January 11, 2019:

Sourcewell, formerly the National Joint Powers Alliance® (NJPA), on behalf of Sourcewell and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #022719 UNIFIED COMMUNICATIONS, CONTACT CENTER, AND RELATED SERVICES, EQUIPMENT, AND APPLICATIONS. Details of this RFP are available beginning January 10, 2019. Details may be obtained by letter of request to Chris Robinson, Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@sourcewell-mn.gov. Proposals will be received until February 27, 2019 at 4:30 p.m. Central Time at the above address and opened February 28, 2019 at 8:30 a.m. Central Time.

RFPs were requested by and distributed to:

Advanced Network Services Group Inc.	Mitel Business Systems
All Stream	Mola Group Corporation
Altura Communication Solutions LLC	Mutualink, Inc.
AMRC	National Wireless, LLC
Aspect Software Inc	NEC Corporation of America
ATI Systems Inc.	NEC Display Solutions
Avaya	NerdsThatCare
Aviva Services, Inc.	Newcastle Communications
AWS	Newsletter Contacts
BearCom	Normeltech
Call One, Inc.	Nor-Son, Inc.
Carousel Industries	North End Teleservices
CBV Collection Services Ltd.	Northrop Grumman Corporation
CDWG	Now Micro Inc
Central Power Systems and Services	Partners Technology LLC
CenturyLink, Inc.	PCMG, Inc.
Cisco Systems, Inc.	Pegnet Computers
Citera Networks Inc	Pierson Computing Connection Inc.
CJIS Group Inc	Pointel Solution

CMS Communications	Prime Vendor Inc.
Combat Netowrks	Pro-Vision Video Systems
Communications Products, Inc.	Ringcentral, Inc.
ComputerTalk	Ronco Communications Inc
Comsource, Inc.	Sagenet
COMTEL	Sands Business Equipment & Supplies
Conduent	Sasktel
Continuant	SevenOutsource.com
Converged Technology Group	Smart IMS
ConvergeOne	Smart IP Inc.
CPI Solutions	SmartBoard Guys
CY Future	SmartProcure
Cywest Communications	SOFTEL Communications
D And S Communications Inc	Solutionz
Daxyl Solutions	Sonetics Corp.
Digitcom	Sourcewell
DiRAD Technologies, Inc.	Southwest Solutions Group, Inc.
DJJ Technology	Spacaz
e.comm	Spok Inc
e.Republic	Spruce Technology Inc
Electronauts	Star Telecom
Equature	StarLeaf
ESNS	State of New York Office of General Services
ETI	State of Ohio
Federal Contracts Corporation	SubSpace Communications Inc
FirstLight Fiber	Synergy Telecom Inc.
Florida Department of Management Services	SYNNEX Corporation
Genesys	Tech Mahindra
Genesys Conferencing Inc	The Blue Book Building & Construction Network
GoSignMeUp	ThunderCat Technology LLC
Humeratech	THWilson Bonds, LLC
InTouch Connections	TouchLogic Corporation
i-Sourcing Technology Pvt. Ltd.	TPX Communications
Jive Communications, Inc.	Unity Connected Solutions
Komplement	Upstate Communications and Security
Konica Minolta Business Solutions U.S.A., Inc.	Vantage Point Corporation
Konica Minolta State Government Bid Team	Ventraq Corporation
Kotra	Virtual Business Management
Malor Company	Vocal IP
Matrix Communications	W Gohman Construction Co
Maureen Data Systems	Walker Manufacturing Co
Memory Systems Inc	Westbury National
Meridian IT	Windstream Enterprise

MidWest Communications	Wipro Limited
Mindslab CA	

Proposals were opened on February 28, 2019, at Sourcewell, formerly the National Joint Powers Alliance (NJPA) offices located at 202 12th Street Northeast in Staples, Minnesota 56479, from the following:

Atlas Smart IMS
 ComSource, Inc.
 Gioia P. Ambrette, Inc. dba Newcastle Communications
 InTouch Connections
 Jive Communications, Inc.
 Konica Minolta Business Solutions U.S.A., Inc.
 Mitel Business Systems, Inc.
 PCMG, Inc.
 RingCentral, Inc.
 SOFTEL Communications Inc.
 Solutionz, Inc.
 Sonetics Corporation
 SYNEX Corporation
 TPx Communications

Proposals were reviewed by the Proposal Evaluation Committee:

Chris Robinson, JD, CPSM, Sourcewell Procurement Manager
 James Voelker, CPCM, CFCM, Sourcewell Procurement Lead Analyst
 Brandon Town, CPSM, CPSD, Sourcewell Procurement Analyst III
 Michael Munoz, Sourcewell Procurement Analyst III
 Stephanie Haataja, CPIM, Sourcewell Procurement Analyst II

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee used the Sourcewell RFP evaluation criteria and determined that all proposal responses met Level-One and Level-Two responsiveness and were evaluated.

Gioia P. Ambrette, Inc. dba Newcastle Communications, is a woman owned business enterprise (WBE), holding numerous federal, state and municipal WBE certificates, and is an authorized distributor of NEC products and equipment in North America. Newcastle Communications provides a complete selection of NEC unified communication and contact center product and equipment solutions available for on-premise, cloud or cloud hybrid applications for Members across the US and Canada. Their pricing reflects a significant discount from MSRP, with flexible payment terms and lease financing available.

Konica Minolta Business Solutions U.S.A., Inc., is a value-added reseller of Cisco/Broadsoft cloud-based unified communications and contact center solutions, as well as Polycom and Yealink technology. They will handle Members' sales and service needs through over 400 direct branch and dealer sales locations and more than



600 service professionals. Konica Minolta’s pricing discount off MSRP represents a solid value to Members, and a variety of financing options are available to meet Member needs.

Mitel Business Systems, Inc., is the manufacturer of onsite and cloud unified communications solutions, with sales and service offered through approximately 1,500 US-based and nearly 200 Canada-based channel partners. Their capabilities include mobility functionality, unified messaging, plug-and-work remote options, and a variety of additional professional and managed services to provide for Members’ unique communication needs. Mitel’s pricing structure offers a considerable discount from list pricing, with additional volume discounts available.

PCMG, Inc., is the provider of a broad range of unified communication solutions from Cisco and Microsoft, available in premises, cloud, and hybrid configurations. They employ over 3,000 professionals in the US and Canada to provide sales and service support to Members. PCMG delivers significant product-category discounts off retail pricing, with standard shipping/delivery included for Members in the continental US.

For these reasons, the Sourcewell Proposal Review Committee recommends award of Sourcewell Contract #022719 to:

- Gioia P. Ambrette, Inc. dba Newcastle Communications #022719-NEW
- Konica Minolta Business Solutions U.S.A., Inc. #022719-KON
- Mitel Business Systems, Inc. #022719-MBS
- PCMG, Inc. #022719-PCM

The preceding recommendations were approved on April 8, 2019.

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