

COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #081419
Entitled

Technology Catalog Solutions

The following advertisement was placed June 27, 2019 in Utah's *The Salt Lake Tribune*, in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter www.nyscr.ny.gov, PublicPurchase.com, and June 28, 2019 in Oregon's *Daily Journal of Commerce*:

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Technology Catalog Solutions to result in a national contracting solution for use by its members. Sourcewell members include thousands of governmental, higher education, K-12 education, not-for-profit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [https://proportal.sourcewell-mn.gov]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than August 14, 2019, at 4:30 p.m. Central Time, and late proposals will not be considered.

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

| | |
|-------------------------------------------------|-----------------------------------------|
| Amazon Web Services, Inc. | littleBits Electronics, Inc. |
| B & H Foto & Electronics Corp. | Microsoft Corporation |
| BS&A Software | Newegg Business, Inc. |
| 7917805 Canada, Inc./Ederick Associates, Inc. | Now Micro, Inc. |
| CCI Worldwide | Optimum Technology |
| CDI Computer Dealers, Inc. dba CDI Technologies | PC University Distributor's, Inc. |
| CDW CANADA CORP. | PCMG, INC. |
| CDW Government, LLC | Pearson K12 Learning LLC |
| CenturyLink Communications | People Tech Group, Inc. |
| CIPPlanner, Inc. | periscope holdings |
| DakTech, Inc. | Presidio Networked Solutions Group, LLC |
| Dale Marie Evans | Productive Online Corporation |
| eRepublic, Inc. | Qualmar Technology Group |
| Ernst & Young LLP | Quartet Service, Inc. |
| FireFly Computers, LLC | Sencommunications, Inc. |
| GovConnection Inc. | SHI International |
| INET Tech and Holding, LLC | Smart Energy System |
| Infocorp Computer Solutions Ltd. | SMART IT PROS, INC. |
| Intergen | SPCAZ |
| ITsavvy, LLC. | Steel Toe Systems LLC |
| Ivalua, Inc. | SYNNEX Corporation |

| | |
|---------------------------------------------|--------------------|
| JSK Company, Inc., DBA IK Network Solutions | Vivacity Tech PBC |
| KAVAYAH SOLUTIONS, INC. | VSB Software, Inc. |

Proposals were opened on August 14, 2019, on the Sourcewell Procurement Portal from the following:

B & H Foto & Electronics Corp.
 7917805 Canada Inc/Ederick Associates, Inc.
 CDW Government, LLC
 GovConnection, Inc.
 ITsavvy, LLC
 JSK Company, Inc., DBA IK Network Solutions
 Microsoft Corporation
 Newegg Business, Inc.
 PC University Distributor's, Inc.
 PCMG, INC.
 Presidio Networked Solutions Group, LLC
 SHI International
 SMART IT PROS, INC.
 SYNEX Corporation
 Vivacity Tech PBC

Proposals were reviewed by the Proposal Evaluation Committee:

Chris Robinson, CPSM, Sourcewell Procurement Manager
 Carol Jackson, Sourcewell Procurement Analyst III
 Brandon Town, CPSM, CPSD, Sourcewell Procurement Analyst III
 Craig West, 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.

CDW Government, LLC, is a technology reseller and service provider with a broad and deep offering in its catalog solution, and alternatives solutions available for customer product staging, planned roll-outs, and white glove services, as needed. Their sales and service teams are organized by customer segment and geographical region to serve members across the US and Canada. CDW-G offers a solid discount from its nationally advertised price and a variety of shipping and delivery options to cost-effectively meet member needs.

GovConnection, Inc., delivers IT products, professional services, and custom configuration as a value-added reseller in the US, with a catalog containing over 300,000 products and over 1,600 brands. Their web portal is capable of integration with members' e-procurement systems to offer a dynamic catalog experience. GovConnection has a pricing model that provides a range of significant discounts from advertised web catalog pricing.

SHI International is a certified, woman-owned, value-added reseller with a comprehensive catalog of IT products and services for members across the US and Canada. They offer an across-the-board discount off advertised list pricing that is simple and easily applied. SHI has over 4,200 employees worldwide and 13 major distribution centers in the United States and Canada ready to serve members.

For these reasons, the Sourcewell Proposal Review Committee recommends award of Sourcewell Contract #081419 to:

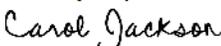
| | |
|---------------------|------------|
| CDW Government, LLC | 081419-CDW |
| GovConnection, Inc. | 081419-GVC |
| SHI International | 081419-SHI |

The preceding recommendations were approved on October 24, 2019.

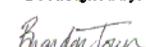
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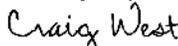
 Chris Robinson, CPSM, Sourcewell Procurement Manager

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 Carol Jackson, Sourcewell Procurement Analyst

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 Brandon Town, CPSM, CPSD, Sourcewell Procurement Analyst

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 Craig West, Sourcewell Procurement Analyst

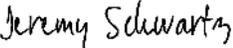
STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #081419** for **Technology Catalog Solutions**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

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Jeremy Schwartz, ASQ CSSBB
Chief Procurement Officer