



Michael R. Pence, Governor

Indiana Government Center South
402 West Washington Street, Room W469
Indianapolis, IN 46204

Award Recommendation Letter

Date: May 4, 2016

To: Mark Hempel, Director of Account Management
Indiana Department of Administration

From: John E. Helmer IV, Senior Account Manager
Indiana Department of Administration

Subject: Negotiated Bid # 67-16-12618, Network Packet Aggregation - VSS Monitoring

Total Purchase Price: \$268,592.00

The evaluation team received proposals from one (1) vendor:

- Graybar Electric Company, Inc. ("Graybar")

Based on the evaluation of Negotiated Bid # 67-16-12618, Graybar is recommended for award. Terms of this recommendation are included in this letter.

The bid was evaluated by the Indiana Office of Technology ("IOT") and the Indiana Department of Administration ("IDOA") according to the criteria established in the bid documents. When necessary, the State clarified with the bidder to ensure specifications were met.

Purchasing Preferences Claimed

- No purchasing preferences factored in the award outcome.

The bidder was given the opportunity to lower their price during a round of target pricing. See Appendix A for a detailed cost review.

IOT elected to move forward with the original items requested.

Award Summary

During the course of evaluation, the State scrutinized the bid to determine the viability of the proposed business solution to meet the needs of the State. IDOA evaluated the bid based on the stipulated criteria outlined in the bid documents.

This award will result in a one-time purchase.

John E. Helmer IV, Senior Account Manager
Indiana Department of Administration

**Negotiated Bid 67-16-12618
Appendix A**

| | | | GRAYBAR | | | |
|-----------------------------|--|------|-------------|---------------------------|---------------------|-------------------------|
| Part Number | Description | Qty. | List Price | % Discount Off List Price | Unit Purchase Price | Extended Purchase Price |
| VF_01264 | Optimizer 2400, AC, MM SPAN Optimizer 2400 Network Packet Broker, 1U, 240G, w/ Filtering, Load-balancing, vStack+, 20 SFP+ sockets, 4x MM 50u SR/SX Span LC ports, Dual AC | 4 | \$27,000.00 | 27.30% | \$19,629.00 | \$78,516.00 |
| VF_01264 - SUPP | Support for VF_01264 | 12 | \$3,780.00 | 9.00% | \$3,439.80 | \$41,277.60 |
| VF_01265 | VB220 Base Chassis, Equipped, AC vBroker 220, 2U, 240G, Network Packet Broker, 4-slot chassis, w/ Filtering, Load-balancing, vStack+, vProtector, 8x10G SFP+ sockets, PTP, & AC power - power cord for target country is included when selected | 2 | \$40,000.00 | 33.00% | \$26,800.00 | \$53,600.00 |
| VF_01265 - SUPP | Support for VF_01265 | 6 | \$5,600.00 | 9.10% | \$5,090.40 | \$30,542.40 |
| VP_01647 | Module,VB220/120,4x10G SFP+ Chassis Module for vBroker 220/120, 2U, 4x10G SFP+ sockets | 6 | \$8,000.00 | 32.30% | \$5,416.00 | \$32,496.00 |
| VP_02068 | Adv Module,VB220/120,4x10G/1G SFP+ w/ 4 Adv Advanced Chassis Module for vBroker 220/120, 2U, 4x10G/1G SFP+ sockets with 4 Advanced ports | 2 | \$24,000.00 | 33.00% | \$16,080.00 | \$32,160.00 |
| TOTAL EXTENDED PRICE | | | | | | \$268,592.00 |