



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 # 67-16-12619, Network Packet Aggregation - Fluke Truview

Total Purchase Price: \$1,032,389.96

The evaluation team received proposals from two (2) vendors:

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

Based on the evaluation of Negotiated Bid # 67-16-12619, Anixter is recommended for award. Terms of this recommendation are included in this letter.

The bids were 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 each bidder to ensure specifications were met.

Purchasing Preferences Claimed

- No purchasing preferences factored in the award outcome.

The bidders were 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 bids to determine the viability of the proposed business solution to meet the needs of the State. IDOA evaluated the bids 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 67-16-12619

Appendix A

							ANIXTER			
Product SKU	Description	Qty.	List Price	% Discount Off List Price	Unit Purchase Price	Extended Purchase Price				
TVC-ENTERPRISE	TVC-ENTERPRISE,TRUVIEW CENTRAL APPLIANCE - EXTENDED CAPACITY MODEL	1	\$84,995.00	48.67%	\$43,627.93	\$43,627.93				
TVC-ENTERPRISE SUPP-MSTC	Mastercare Support TVC-ENTERPRISE	3	\$15,299.00	29.97%	\$10,713.89	\$32,141.67				
ESA-24TB-XT	ESA-24TB-XT,24TB ESA FOR TRUVIEW 6200 APPLIANCE MODEL	5	\$61,152.00	48.67%	\$31,389.32	\$156,946.61				
ESA-24TB-XT SUPP-MSTC	Mastercare Support ESA-24TB-XT	15	\$11,007.00	29.95%	\$7,710.40	\$115,656.05				
FLOWVIEW MODULE	FLOWVIEW MODULE,FLOW ANALYTICS MODULE FOR TRUVIEW APPLIANCE	1	\$14,450.00	48.67%	\$7,417.19	\$7,417.19				
FLOWVIEW MODULE SUPP-MSTC	Mastercare Support FLOWVIEW MODULE	3	\$2,601.00	29.97%	\$1,821.48	\$5,464.44				
TRUVIEW-6200	TRUVIEW-6200,TRUVIEW APPLIANCE, 2X10GBPS MONITOR, 24TB STORAGE	1	\$144,547.00	48.67%	\$74,195.98	\$74,195.98				
TRUVIEW-6200 SUPP-MSTC	Mastercare Support TRUVIEW-6200	3	\$26,018.00	29.97%	\$18,220.41	\$54,661.22				
VOIPVIEW MODULE	VOIPVIEW MODULE,VOIP ANALYTICS MODULE FOR TRUVIEW APPLIANCES	1	\$14,450.00	48.67%	\$7,417.19	\$7,417.19				
VOIPVIEW MODULE SUPP-MSTC	Mastercare Support VOIPVIEW MODULE	3	\$2,601.00	29.97%	\$1,821.48	\$5,464.44				
TRUVIEW-P-6200	TRUVIEW-P-6200,TRUVIEW PACKET APPLIANCE, 2X10GBPS, 24TB	4	\$144,548.00	48.67%	\$74,196.49	\$296,785.95				
TRUVIEW-P-6200 SUPP-MSTC	Mastercare Support TRUVIEW-P-6200	12	\$26,019.00	29.98%	\$18,218.50	\$218,622.05				
DS01-DELIVERY	DELIVERY SERVICE-1 DAY (Instillation)	5	\$2,127.65	0.00%	\$2,127.65	\$10,638.25				
TRN-VIRTUAL-2	Two-day Virtual Classroom Training (class conducted over 4 half days)	3	\$1,117.00	0.00%	\$1,117.00	\$3,351.00				
						TOTAL EXTENDED PRICE		\$1,032,389.96		

							GRAYBAR			
Product SKU	Description	Qty.	List Price	% Discount Off List Price	Unit Purchase Price	Extended Purchase Price				
TVC-ENTERPRISE	TVC-ENTERPRISE,TRUVIEW CENTRAL APPLIANCE - EXTENDED CAPACITY MODEL	1	\$84,995.00	45.50%	\$46,322.28	\$46,322.28				
TVC-ENTERPRISE SUPP-MSTC	Mastercare Support TVC-ENTERPRISE	3	\$15,299.00	27.10%	\$11,152.97	\$33,458.91				
ESA-24TB-XT	ESA-24TB-XT,24TB ESA FOR TRUVIEW 6200 APPLIANCE MODEL	5	\$61,152.00	45.50%	\$33,327.84	\$166,639.20				
ESA-24TB-XT SUPP-MSTC	Mastercare Support ESA-24TB-XT	15	\$11,007.00	26.90%	\$8,046.12	\$120,691.76				
FLOWVIEW MODULE	FLOWVIEW MODULE,FLOW ANALYTICS MODULE FOR TRUVIEW APPLIANCE	1	\$14,450.00	45.50%	\$7,875.25	\$7,875.25				
FLOWVIEW MODULE SUPP-MSTC	Mastercare Support FLOWVIEW MODULE	3	\$2,601.00	26.90%	\$1,901.33	\$5,703.99				
TRUVIEW-6200	TRUVIEW-6200,TRUVIEW APPLIANCE, 2X10GBPS MONITOR, 24TB STORAGE	1	\$144,547.00	45.50%	\$78,778.12	\$78,778.12				
TRUVIEW-6200 SUPP-MSTC	Mastercare Support TRUVIEW-6200	3	\$26,018.00	26.80%	\$19,045.18	\$57,135.53				
VOIPVIEW MODULE	VOIPVIEW MODULE,VOIP ANALYTICS MODULE FOR TRUVIEW APPLIANCES	1	\$14,450.00	45.50%	\$7,875.25	\$7,875.25				
VOIPVIEW MODULE SUPP-MSTC	Mastercare Support VOIPVIEW MODULE	3	\$2,601.00	27.00%	\$1,898.73	\$5,696.19				
TRUVIEW-P-6200	TRUVIEW-P-6200,TRUVIEW PACKET APPLIANCE, 2X10GBPS, 24TB	4	\$144,548.00	45.50%	\$78,778.66	\$315,114.64				
TRUVIEW-P-6200 SUPP-MSTC	Mastercare Support TRUVIEW-P-6200	12	\$26,019.00	26.91%	\$19,017.29	\$228,207.45				
DS01-DELIVERY	DELIVERY SERVICE-1 DAY (Instillation)	5	\$2,000.00	0.00%	\$2,000.00	\$10,000.00				
TRN-VIRTUAL-2	Two-day Virtual Classroom Training (class conducted over 4 half days)	3	\$1,050.00	0.00%	\$1,050.00	\$3,150.00				
						TOTAL EXTENDED PRICE		\$1,086,648.55		