

**Date:** March 22, 2017

**To:** Board of Directors

**From:** Neil McFarlane



**Subject:** RESOLUTION 17-03-24 OF THE TRI-COUNTY METROPOLITAN TRANSPORTATION DISTRICT OF OREGON (TRIMET) AUTHORIZING A CONTRACT WITH BRIDGE DATA SOLUTIONS, INC. FOR IT HARDWARE, SOFTWARE, AND RELATED SERVICES

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**1. Purpose of Item**

The purpose of this item is to request that the TriMet Board of Directors (Board) authorize the General Manager to execute a contract with Bridge Data Solutions, Inc. (Bridge Data) for information technology hardware, software, and related services (Goods and Services).

**2. Type of Agenda Item**

- Initial Contract  
 Contract Modification  
 Other \_\_\_\_\_

**3. Reason for Board Action**

Board approval is required for goods and services contracts obligating TriMet to pay in excess of \$500,000.

**4. Type of Action**

- Resolution  
 Ordinance 1<sup>st</sup> Reading  
 Ordinance 2<sup>nd</sup> Reading  
 Other \_\_\_\_\_

**5. Background**

TriMet's Information Technology (IT) Division has an ongoing need to purchase storage hardware, software, servers and related services. Past practice for acquiring these Goods and Services has been on an as needed basis, which has required individual procurements and contracts for each acquisition. This practice has not proven to be efficient or effective and has prevented TriMet from leveraging its volume and amount of purchases for these Goods and Services to secure the best pricing possible. It has also impacted the ability of IT to respond quickly to TriMet's changing needs.

To improve the acquisition strategy for these Goods and Services, staff from IT and Procurement and Contracts worked together to develop a solicitation that would leverage the volume of Goods and Services that TriMet procures to secure the best pricing possible, allow for a requirements based contract with locked in pricing for various Goods and Services, and

result in a multi-year agreement with a qualified and experienced reseller of such Goods and Services. An extensive outreach was conducted prior to the RFP being issued to notify potential firms of the opportunity. Interested firms needed to have the ability to sell TriMet various storage hardware and software, servers, peripherals, accessories and related services and be an authorized reseller for the manufacturers being solicited for, including VMWARE, Veeam, EMC, NetApp, UCS, and Dell.

**6. Procurement Process**

TriMet utilized a competitive Request for Proposals (RFP) process to select a contractor to provide the Goods and Services. TriMet received four proposals in response to the RFP. All four proposers have provided similar Goods and Services to TriMet in the past. An Evaluation Committee (EC) consisting of staff from IT was appointed to review the proposals. The EC evaluated the technical proposals based on the criteria set forth in the RFP, including qualifications, experience, references, proposed staff, and a work plan. After evaluating technical proposals, the EC determined that three of the four proposers demonstrated the technical capability to provide the Goods and Services and only opened the price proposals of those three proposers.

Due to the fact that the three remaining proposers were well known to members of the EC, it was determined that interviews were not necessary. Bridge Data’s proposal was the highest scoring and represented the overall best value to TriMet. The EC noted that Bridge Data has a strong local presence, which is beneficial for scheduling services and had excellent references from previous clients. The other two proposers offered lower pricing than Bridge Data, but their technical scores were much lower as well. The table below shows the scoring of the three proposers (technical and price):

<b>Criteria</b>	<b>Possible Points</b>	<b>Bridge Data</b>	<b>CVE Technologies Group, Inc.</b>	<b>PCM Sales, Inc.</b>
Proposer’s Qualifications, Experience, References and Proposed Staff	30	26	20	22
Work Plan	30	29	18	25
Technical Score	60	55	38	47
Total Price Score	40	33	40	36
<b>Total Score</b>	<b>100</b>	<b>88</b>	<b>78</b>	<b>83</b>

TriMet entered into discussions with Bridge Data, specifically to confirm discounts on item categories that would be provided to TriMet over the life of the contract. TriMet asked Bridge Data to submit a Best and Final Offer (BAFO) reflecting a revised price proposal.

This Resolution authorizes TriMet to contract with Bridge Data for the Goods and Services in the amount of \$782,165.67 for a base term of one year with four one-year options at TriMet’s sole

discretion. It is anticipated that TriMet will authorize both base and option work, as specified in the RFP for a total contract not-to-exceed amount of \$3,910,828.35. Price adjustments will not be allowed under the contract because TriMet was able to secure fixed discounts to be applied to Goods and Services procured throughout the life of the contract.

**7. Diversity**

Bridge Data's current workforce is comprised of 16% female and 8% minority employees. They intend to self-perform all services.

**8. Financial/Budget Impact**

The total amount of the contract will be \$3,910,828.35. The Goods and Services are included in the IT Division's budget.

**9. Impact if Not Approved**

TriMet could re-procure the contract, however, this option is not recommended because Bridge Data is well qualified to provide the Goods and Services and has offered low, discounted pricing.

**RESOLUTION 17-03-24**

**RESOLUTION OF THE TRI-COUNTY METROPOLITAN TRANSPORTATION DISTRICT OF OREGON (TRIMET) AUTHORIZING A CONTRACT WITH BRIDGE DATA SOLUTIONS, INC. FOR IT HARDWARE, SOFTWARE, AND RELATED SERVICES**

**WHEREAS**, TriMet has authority under ORS 267.200 to enter into a contract with Bridge Data Solutions, Inc. (Bridge Data) for information technology hardware, software, and related services; and

**WHEREAS**, the total amount of the Contract shall exceed \$500,000; and

**WHEREAS**, the TriMet Board of Directors (Board), by Resolution dated November 25, 2009, adopted a Statement of Policies requiring the Board to approve goods and services contracts obligating TriMet to pay in excess of \$500,000;

**NOW, THEREFORE, BE IT RESOLVED:**

1. That the Contract shall be in conformance with applicable laws.
2. That the General Manager or his designee is authorized to execute the Contract in an amount not to exceed \$3,910,828.35.

Dated: March 22, 2017

\_\_\_\_\_  
Presiding Officer

Attest:

\_\_\_\_\_  
Recording Secretary

Approved as to Legal Sufficiency:

  
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Legal Department