COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #121923
Entitled

Technology Products and Services with Related Solutions

The following advertisement was placed October 31, 2023 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, PublicPurchase.com, The New York State Contract Reporter www.nyscr.ny.gov, November 1, 2023 in Oregon's *Daily Journal of Commerce*, and October 31 and November 7, 2023 in *The Oklahoman*:

> *Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Technology Products and Services with Related Solutions to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, 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 December 19, 2023, 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:

22nd Century Technologies, Inc.	KNZ Solutions, Inc.
341234 BC, Ltd.	Konica Minolta Business Solutions U.S.A., Inc.
3AM Innovations	Kyndryl, Inc.
A3 Communications, Inc.	LanceSoft, Inc.
ABTec Solutions, Ltd.	LaSai Technologies, LLC
Access 2 Networks, Inc.	Levrum, Inc.
Adorama, Inc.	M Corp
ADT Commercial, LLC	M9 Solutions, LLC
Advanced Digital Solutions, LLC	MaiaLearning
Aerial Stratagems	Makila AI
AffableBPM Corporation	Marco Technologies, LLC

AGParts Worldwide, Inc.	Matrix Video Communications
AirGate Technologies Inc.	Matrixyz, LLC
Alexander & Co., LLC	Medical Solutions, Inc.
Allied Digital Services, LLC	MGT of America Consulting, LLC
Alpha Medical Equipment	Microgrid Labs, LLC
AltaML	Minntek Solutions, Inc.
Amazon Web Services Canada, Inc.	monster candy professional, limited liability company
Amazon.com Sales, Inc.	Montel Technologies, LLC
American Computer Consultants, Inc.	MSF&W
American Government Services, LLC	MSM-NET, Inc.
American Signal Corporation	Mvation Worldwide, Inc.
Amilia Entreprises	My3Tech, Inc.
AmorServ, LLC	MYRA Systems Corp.
AngelTrack, LLC	NaphCare, Inc.
APEX SYSTEMS, LLC	Navigate Wellness, LLC
Apple, Inc.	netlogx, LLC
AppsOnTime Technologies, Ltd.	NetSource Educational Technologies, LLC
Apto Solutions, Inc.	NETWORK CRAZE TECHNOLOGIES, INC.
Aspire Technology Partners, LLC	New Tech Solutions, Inc.
Atos IT Solutions and Services, Inc.	Noctowl Technology, LLC
Axelliant, LLC	NOUVEAU CONSULTING, INC. (DBA: NVS Consulting)
Barrow Wise Consulting, LLC	Nova Networks, Inc.
Baystreet Est. 1861, Inc.	Now Micro, Inc.
Beartech Solutions, Inc.	NUTRI-LINK TECHNOLOGIES.COM
Betacom	Nuvalence, LLC
BlackBay Investigations, Inc.	OneSource Consulting, LLC
BlackHawk Data LLC	Open Text Corporation
Brezler, LLC	OpenGov, Inc.
BTek Holdings, LLC	OQPoint, LLC
ByteSpeed, LLC	Pacific Point, Inc.
Cadence Solutions, Inc.	Palantir Technologies Canada, Inc.
CAKCEK	Paramount Software Solutions, Inc.
Calian, Ltd.	Paratum Solutions, LLC
California Creative Solutions, Inc. (CCS Global Tech)	Parts-People.com, Inc.
Capital Consulting, LLC	People Tech Group Inc.
Capital Networks, Limited	Performance Health Supply, Inc.
Carahsoft Technology Corporation	Perry Weather Consulting
Cardinal Peak Technologies	PiiComm, Inc.
Career Mentor Group, LLC dba 5.15 Technologies	PowerSchool Group, LLC
Castellan Information Security Services, Inc.	Premier Wireless Business Technology Solutions
Cattan Technologies, Inc.	Presentation Solutions, Inc.
Cayuse Civil Services	Presidio Networked Solutions, LLC

CB Technologies, Inc.	Professional Computer Services
CDS Office Technologies, Inc.	Projexel, LLC
CDW Government, LLC	Prophecy Consulting, Inc.
Central Indiana Educational Service Center	Protech Solutions, Inc.
Cetrix Technologies, LLC	Proxess, LLC
Check Point	Public Consulting Group, LLC
Cinman Consulting	Pure Lighting Company
Claflin Service Company	PWXPress
Cloud-Age iT	Quality and Assurance Technology Corporation DBA QnA Tech
Clutch Solutions	Rampart Security Solutions
Communications Group (Fort McMurray), Ltd. o/a Tridon Communications	Regiment Technology Group, LLC
Compugen, Inc.	Reliant Technologies Solutions Group, Inc.
CompuNet, Inc.	Renaissance Learning, Inc.
Compunetix, Inc.	RGB SYSTEMS, INC/DBA: EXTRON ELECTRONICS
Computacenter Canada, Inc.	RICEFW Technologies, Inc.
Computer Aid, Inc.	Ricoh Canada / Tammy Klym-Wolfe
Computer Design Center, LLC	Rimini Sreet, Inc.
Comwell Systems Group	Riverside Technologies, Inc.
Converge Technology Solutions US, LLC	Roadway Asset Services, LLC
Coolsoft, LLC	Rocketdrop
Core BTS, Inc.	Rose Digital
CorGTA, Inc.	RSM US, LLP
CurbIQ	s01ve Cyber Solutions, Inc.
D & R Electronics, Ltd.	Safety Vision
Dania Consulting, Inc.	Saris and Things
Danmark Communications, LLC	Security 101 Holdings, LLC
Data Center Warehouse, LLC	SelectStar Solutions
DataHouse Consulting, Inc.	Sena Technologies, Inc.
Deloitte Consulting, LLP	Sharp Electronics Corporation
Delta Fire & Safety	SHI International Corp.
DGR Systems, LLC	Sigma Consultants Group, Inc.
DIAMOND POWER CONSULTANT GROUP, INC.	Singareddy Information Technologies, Inc.
Discount Two-Way Radio Corporation	Skydio, Inc.
Discountcell, Inc.	Skyline Technology Solutions, LLC
Diverse Tech Services, Inc.	Sled Consulting, LLC
Domo, Inc.	Softchoice Corporation
E.M. Rose Group, LLC	Software Information Resource Corp.
EASTERN BUSINESS SOLUTIONS, INC.	Spatialitics, LLC
Eceptionist, Inc.	Spruce Technology, Inc.
Emergent Health Care Solutions, LLC	Staples Contract & Commercial, LLC
Empire Electronics, Inc.	StarGarden Corporation
eRepublic, Inc.	Stateside Electronics
ESET, LLC	Station Automation, Inc.
Eva Group Think IT Efficient, Inc.	Straightforward, LLC

EW Recovery	Strata Information Group, Inc.
Expedition Communications, LLC	Strategic Communications, LLC
Extreme Networks, Inc.	Submittable Holdings, Inc.
FirstStep Pavement Management, LLC	Supreme Helpdesk, LLC
FOCUS CAMERA	TALAS Security, LLC
Follett School Solutions, LLC	Tango Networks, Inc.
Forerunner Technologies, Inc.	Team Eagle, Ltd.
Fortinet, Inc.	TELLISTIC TECHNOLOGY SERVICES
Forum Info-Tech, Inc.	Teltex, Inc.
FORVIS, LLP	TELUS Communications
Forwardslash	Tempest Technology Corporation
Frontier Precision, Inc.	Tessco Incorporated
Fusion Capital Management, LLC	The Hive for Digital Transformation and Active Learning
Ganete Solutions, Inc.	The Pearl Dream, Inc.
Gannett Peak Technical Services	THEHEMAN, LLC
GenesisTMG, LLC	Think Beyond, Inc.
Genetec, Inc.	TOCI, LLC
Gideon Taylor Consulting, LLC	Toshiba America Business Solutions, Inc.
GlassHouse Systems, Inc.	Total Support Solutions, Inc.
GLOBAL PARCEL SERVICE, LLC	Toxic Suppression, LLC
GoApron, Inc.	Trafera, LLC
GOMAIN EV, INC.	Transact Campus, Inc.
GovConnection, Inc. dba Connection - Public Sector Solutions	Transaxle
Granite Telecommunications, LLC	Trapeze Software Group, Inc.
Green Dream International	True North Consulting Group, LLC
GuideSoft, Inc. dba Knowledge Services	Twinstate/Voice.Data.Video.Inc.
H32 Design and Development, LLC	Tyler Technologies
HappierIT	U.S. TelePacific Corp.
Harty Enterprises, INC.	United Systems, Inc.
HNIT Consulting, Ltd.	Unity Connected Solutions, Inc.
Howard Industries, Inc.	USCC Services, LLC
HP, Inc.	Vastek, Inc.
iBenzer, Inc.	vCloud Tech, Inc.
Ideal Critical Facility Services	VeeMost Technologies
Ideal System Solutions, Inc.	Vehicle Service Group, LLC
Imagination Station, Inc.	Vertosoft, LLC
Imagine IT, Inc.	Virtucom, Inc.
Imagine Learning, LLC	VisualVault, LLC
Info Tech, Inc.	Vivacity Tech, PBC
innoSoul, Inc.	Vizocom ICT, LLC
Intelibs, Inc.	Vlink, Inc.
InterDev	White Rock Security Group, LLC
IPS Group, Inc.	Windstream Holdings II, LLC
Iron Bow Technologies, LLC	WLT, LLC

IT Audit Labs, LLC	World Wide Technology, LLC
iTAD Solutions dba mender	Wostmann & Associates, Inc.
JAR Systems, LLC	X10 Technologies, Inc.
JMF Solutions	Xello, Inc.
Johns Storage	xFact, Inc.
Jones Lang LaSalle	XS International, LLC
KEVEREST TECHNOLOGIES	Zebra Technologies
Khepra, Inc.	Zones, LLC

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on December 19, 2023 at 4:30 pm CT. Proposals were received from the following:

22nd Century Technologies, Inc.
A3 Communications, Inc.
Access 2 Networks, Inc.
American Signal Corporation
Apple, Inc.
Axelliant, LLC
ByteSpeed, LLC
Carahsoft Technology Corporation
Castellan Information Security Services, Inc.
CDW Government, LLC
Cetrix Technologies, LLC
Computer Aid, Inc.
Converge Technology Solutions US, LLC
Core BTS, Inc.
Data Center Warehouse, LLC
DataHouse Consulting, Inc.
DGR Systems, LLC
Diverse Tech Services, Inc.
EW Recovery
Extreme Networks, Inc.
Fortinet, Inc.
FORVIS, LLP
Genetec, Inc.
GoApron, Inc.
GOMAIN EV, INC.
GovConnection, Inc. dba Connection - Public Sector Solutions
GuideSoft, Inc. dba Knowledge Services
HP, Inc.
iBenzer, Inc.
Ideal System Solutions, Inc.
Imagine IT, Inc.
IT Audit Labs, LLC
iTAD Solutions dba mender

M9 Solutions, LLC
MaiaLearning
Marco Technologies, LLC
New Tech Solutions, Inc.
NUTRI-LINK TECHNOLOGIES.COM
Nuvalence, LLC
OpenGov, Inc.
Premier Wireless Business Technology Solutions
Presidio Networked Solutions, LLC
Quality and Assurance Technology Corporation DBA QnA Tech
Renaissance Learning, Inc.
Sena Technologies, Inc.
SHI International Corp.
Sigma Consultants Group, Inc.
Skyline Technology Solutions, LLC
Software Information Resource Corp.
Spruce Technology, Inc.
Strategic Communications, LLC
TALAS Security, LLC
Tango Networks, Inc.
The Pearl Dream, Inc.
Toxic Suppression, LLC
True North Consulting Group, LLC
U.S. TelePacific Corp.
vCloud Tech, Inc.
Vertosoft, LLC
White Rock Security Group, LLC
World Wide Technology, LLC
Xello, Inc.
xFact, Inc.
XS International, LLC
Zones, LLC

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, MBA, CPPB, NIGP-CPP, Procurement Manager
Ginger Line, MPA, CPPB, NIGP-CPP, Senior Procurement Analyst
Michael Muñoz, CPPB, Senior Procurement Analyst
Scott Dobereiner, CPPO, NIGP-CPP, Procurement Analyst
Nick Scholer, Procurement Analyst
Ashley Powers, Procurement Analyst
Craig West, Procurement Analyst
Nicole Lueth, Procurement Analyst

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

Proposers were asked to submit a proposal based on their product offerings in designated categories. Proposers could select Category 1 if they could provide at least one solution in each Category 1, 2, and 3 as defined in the

RFP, along with a complete electronic catalog system for their product offerings. Proposers seeking an award in Category 2 and/or 3, as defined in the RFP, must include at least one solution offered within the scope of the desired Category. The categories are listed below:

Category 1: Technology Products and Services with Related Solutions
Category 2: Security, Cloud, Network, and Data Services with Related Solutions
Category 3: IT Lifecycle Services

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that the products and services offered in the proposal response from iBenzer, Inc., Premier Wireless Business Technology Solutions, Renaissance Learning, Inc., Sigma Consultants Group, Inc, GOMAIN EV, Inc., MaiaLearning, Nutri-Link Technologies,.com, Toxic Suppression, LLC, and Xello, Inc. fall outside of the Requested Equipment, Products, or Services of the RFP. All other proposals met the scope and mandatory submittal requirements and were evaluated.

Category 1 Awarded Suppliers

CDW Government, LLC, offers a depth of computer software/hardware, server networking to include data storage and related IT services. From their 53 offices, they can provide products and services throughout the United States and Canada. While they are a large company they promote the use of women, minority, veteran, and small businesses. CDW-G pricing reflects solid percentage discounts, e-procurement capability, and leasing agreements.

As a certified Minority Owned Business and value-added reseller and service provider, Diverse Tech Services offers their full suite of technology products and services, Security, Cloud, Network, Data Services, and IT Lifecycle Services. These products and services are being provided by a network of locations and dealers around the United States, with over 500 skilled employees and technicians to deliver service, as well as an online E-commerce platform. Diverse Tech is providing this offering of products and services to Sourcewell at better pricing than normally offered to government agencies and Cooperative purchasing programs.

GovConnection, Inc. dba Connection - Public Sector Solutions was founded in 1982 and is a national IT solution provider and value-added reseller authorized to sell to over 460,000 IT products and services from over 1,600 manufacturers. A Fortune 1000 company, they work out of nine state office locations and employ a nationwide remote workforce. They provide a competitive fixed discount from their web catalog price list by product category and will provide volume discounts where possible.

Ideal System Solutions is a small woman and minority-owned business with a deep network of over 150 Original Equipment Manufacturers. They offer Sourcewell and our participating entities across the USA and Canada access to over 7 million products. These products are being offered via a Sourcewell-specific e-commerce site, which includes the ability to report on environmentally preferred and certified products. This deep offering of technology products and services includes Security, Cloud, Network, Data Services, and IT Lifecycle Services at deeply discounted rates.

SHI International offers a wide range of IT solutions, including software, hardware, and end-to-end data center solutions. It has distribution centers in 13 major cities across the US. SHI International offers significant discounts and a punchout platform called iPayables. Additionally, SHI International offers attractive leasing and financing terms.

Category 2 Awarded Suppliers

22nd Century Technologies, Inc. is a solutions provider for cybersecurity, physical security, cloud, network, data, and other related solutions. They have years of experience in the market along with 16 regional offices in the United States and 2 in Canada. 22nd Century Technologies, Inc. is a certified minority supplier, and they are offering a service-based pricing model.

A3 Communications, Inc. provides solutions and products for IT/networking, infrastructure, switching, access points, audio/visual, audio enhancement, physical security solutions, access control, video surveillance, and similar associated products and services. It operates out of multiple locations that will provide sales and service to all Sourcewell participating entities in the United States. A3 Communications, Inc. offers a competitive discount off its list pricing for both its products and services.

Carahsoft Technology Corporation is a distributor of over 250 technology solutions related to cybersecurity services, physical security services, cloud solutions, network solutions, data solutions, and other related solutions. Their sales team and partner network of over 4,000 government contractors will serve Sourcewell participating entities in the United States and Canada. Carahsoft offers quarterly training webinars at no additional cost. Carahsoft is offering Sourcewell participating entities solid pricing discounts.

Computer Aid, Inc. offers a range of consulting and assessment services with their Managed Detection and Response Platform that assists public entities in dealing with the threat of cyberattacks. This proposed model is consultative and will be tailored to the customer's specific needs, and the delivery is performed virtually. Their employees will provide sales and service to all Sourcewell participating entities in the United States and Canada. Computer Aid, Inc. offers a solid discount on its pricing structure.

DGR Systems, LLC, is a technology solutions integrator and reseller. Their solutions include cybersecurity, cloud, network, data, and other related services. Their sales team and dealer network are ready to serve Sourcewell participating entities in the United States. DGR Systems is certified through WBENC, the Florida Office of Supplier Diversity, and several local government entities as a Woman-Owned Small Business. They are offering Sourcewell participating entities competitive pricing discounts.

Extreme Networks, Inc., services the United States and Canada with end-to-end networking solutions for enterprise, data center, and service provider customers. With many sales and dealers throughout North America, Extreme Networks, Inc., offers excellent customer service and is also offering a competitive discount on its product line.

Headquartered in Sunnyvale, CA, Fortinet specializes in cyber threat research, cybersecurity product development, and comprehensive security solutions. Established in 2000, Fortinet and its subsidiaries have garnered significant recognition in the industry, earning numerous awards and establishing a robust presence in state and national cooperative contracts. Priced at a substantial discount to Sourcewell participating entities, Fortinet offers advanced security features tailored to meet organizations' evolving needs.

Under the name TPx, US TelePacific Corporation is a leading Managed Service Provider (MSP) dedicated to guiding businesses through the complex and ever-changing IT landscape. With a team of over 1,200 IT certifications, TPx stands out as a frontrunner in unified communications, managed IT, and managed security solutions. Sourcewell participating entities can use TPx's competitive pricing and comprehensive solutions to meet their IT needs effectively.

Category 3 Awarded Suppliers

22nd Century Technologies, Inc., is a solutions provider for cybersecurity, physical security, cloud, network, data, and related solutions. They have years of experience in the market and 16 regional offices in the United States and 2 in Canada. 22nd Century Technologies, Inc., is a certified minority supplier offering a service-based pricing model.

Computer Aid, Inc. is a global technology services and managed services provider with over 8,700 associates worldwide and a forty-year history. They are currently registered to do business in 47 states from their eight U.S. offices. Since 2013, they have focused on working with partners to provide training and career opportunities for neurodiverse individuals. Computer Aid, Inc. offers a nice discount based on volume ranges with increased discounts for multi-year contracts.

iTad Solution offers Sourcewell participating entities full value recovery options from resale to end-of-life processing. They can provide white glove service for de-racking, de-cabling, de-powering, and packaging in the US and Canada. Sales and service are available through 120 global partners. iTad offers a revenue share of 65%, along with a fee and volume discounts.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #121923 to:

22nd Century Technologies, Inc.	#121923-CEN
A3 Communications	#121923-A3C
Carahsoft Technology Corporation	#121923-CHS
CDW Government, LLC	#121923-CDW
Computer Aid, Inc.	#121923-CAI
DGR Systems, LLC	#121923-DGR
Diverse Tech Services, Inc.	#121923-DVT
Extreme Networks, Inc.	#121923-EXN
Fortinet, Inc.	#121923-FTN
GovConnection, Inc. dba Connection - Public Sector Solutions	#121923-GVC
Ideal System Solutions, Inc.	#121923-IDL
iTAD Solutions dba mender	#121923-ITD
SHI International Corp.	#121923-SHI
U.S. TelePacific Corp	#121923-UST

The preceding recommendations were approved on March 19, 2024.

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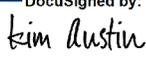
kim Austin

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Kim Austin, MBA, CPPB, NIGP-CPP, Procurement Manager

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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 #121923** for **Technology Products and Services with Related 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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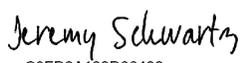
Jeremy Schwartz

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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP
Sourcewell Chief Procurement Officer