

**CITY OF EL PASO, TEXAS  
AGENDA ITEM  
DEPARTMENT HEAD'S SUMMARY FORM**

**DEPARTMENT:** Information Technology

**AGENDA DATE:** February 11, 2013

**CONTACT PERSON/PHONE:** Miguel Gamino – Director, Information Technology (915)541-4746  
Bruce D. Collins – Purchasing Manager (915) 541-4308

**DISTRICT(S) AFFECTED:** All

**SUBJECT:**

Award Solicitation 2013-024R VOIP Services to Nexus IS, Inc., and Sigma Technology Solutions, Inc. for On-Call Services in an amount not exceed \$380,000. The City utilized a Request for Proposal (RFP) procurement process in which, the two vendors identified provided the highest scores for Voice over IP (VoIP) Services based on (7) seven evaluation criteria.

**BACKGROUND / DISCUSSION:**

This Solicitation, Number 2013-024R was advertised on September 18, 2012 with a closing date of October 24, 2012. The detailed RFP provided a listing of Cisco VoIP Services integration tasks. A total of (6) six vendors submitted bid packages.

The IT Department has taken the direction to upgrade and standardize with VoIP Telephony and Network Infrastructure on a Cisco based platform. This direction allows for the following benefits:

- Standardization of City telephony hardware configurations will minimize existing multi-vendor maintenance costs
- Installation and utilization of Cisco Presence, Cisco Unified Contact Center, Cisco Emergency Responder, end-user training, and a Cloud Fax Solution

Nexus IS, Inc, and Sigma Technologies, Inc. were the two highest ranked proposals based on cost, experience and qualifications, quality and presentation, responses to references, and past relationships.

Task Orders will be issued for projects as they are identified and will be based on the labor rates submitted in each bidder's proposal.

**SELECTION SUMMARY:**

This solicitation was advertised on September 18, 2012 and September 25, 2012, and opened on October 24, 2012. On September 18, 2012, postcards were mailed out, the solicitation was posted on the City's website on and the email (Purmail) notification was sent out. Seventeen (17) local bidders were solicited and no local bidders responded.

**PRIOR COUNCIL ACTION:**

Yes. October 30, 2012, Agenda Item 6B, Council approves and authorizes to issue a purchase order for Cisco VoIP and Network Infrastructure.

Yes. February 28, 2012 Agenda Item 7E, Council approves and authorizes to issue a purchase order for CISCO VoIP and Network equipment and licenses for the Police and Fire departments.

On January 10, 2012 Agenda Item 5A, Council approves and authorizes to issue a purchase order for maintenance, technical support and firmware upgrades for CISCO equipment and software, including Unified Communication software.

On April 26, 2011 Agenda Items 7D and 14C, Council approves and authorizes to issue a purchase order for CISCO Wireless Controller and related hardware and licenses and a purchase order for CISCO network hardware, software and implementation services within the POD and to connect the POD network with MDR disaster recovery data center.

On October 12, 2010 Agenda Items 5D and 5E, Council approves and authorizes to issue a purchase order for a CISCO VoIP system for the 10<sup>th</sup> Floor at City Hall and a purchase order for CISCO network infrastructure equipment.

**AMOUNT AND SOURCE OF FUNDING:**

Department: Information Technology  
Amount: \$380,000  
Fund Source: FY 2012 Certificate of Obligation Bonds

**BOARD / COMMISSION ACTION:**

N/A

---

\*\*\*\*\*AUTHORIZATION\*\*\*\*\*

**DEPARTMENT HEAD:**

---

**Miguel A. Gamiño, Information Technology Director**

**COUNCIL PROJECT FORM  
(RFP)**

\*\*\*\*\***POSTING LANGUAGE BELOW**\*\*\*\*\*

Please place the following item on the CONSENT agenda under RFP's for the Council Meeting of **FEBRUARY 11, 2013.**

Award of Solicitation No. 2013-024R (VOIP Services) for a two-year On-Call Services contract to Nexus IS, Inc., and Sigma Technology Solutions, INC., based on the labor rates established in the solicitation for a total contract amount not to exceed \$380,000.00.

Department:	Information Technology
Award to Vendor #1:	Nexus IS, Inc, Valencia, CA
Item(s):	All
Award to Vendor #2:	Sigma Technology Solutions, Inc. San Antonio, TX
Item(s):	All
Initial Term:	2 Years
Option:	1 Year
Payment Terms:	Net 30
Initial Term Estimated Award:	\$380,000 (2 Years)
Total Estimated Award:	\$570,000 (3 Years)
Funding Source:	FY 2012 Certificate of Obligation Bonds
District(s):	All

This is a RFP, service contract.

The Financial Services - Purchasing Division and Information Technology recommend award as indicated to Nexus IS, Inc. and Sigma Technology Solutions, Inc., the highest ranked proposers based on evaluation factors established for this procurement.

\*\*\*\*\***ADDITIONAL INFO BELOW**\*\*\*\*\*

# COMMITTEE SCORE SHEET

RFP NO.: 2013-024R

RFP TITLE: VOIP SERVICES  
INFORMATION TECHNOLOGY

	Nexus IS, Inc. Valencia, CA	Nexus IS, Inc. Valencia, CA	Sigma Technology Solutions, Inc. San Antonio, TX			
<b>Proposal Cost</b> <b>40 pts</b>	<b>\$195,283.00</b> 40.00	<b>\$360,458.00</b> 18.96	<b>\$253,750.00</b> 30.78			
<b>Experience and Qualifications</b>						
A) Qualifications in performing specific job requirements stated <b>15 pts</b>	9.67	10.00	11.33			
B) Experience with projects of similar size and scope <b>15 pts</b>	10.00	9.67	11.00			
<b>Quality of Response and Presentation</b>						
A) Completeness of Software Specification Requirements <b>5 pts</b>	3.67	4.00	3.33			
B) Adherence to reponse format requirements <b>5 pts</b>	4.33	4.00	2.67			
<b>Response to References</b>						
Results of 3 references for which continuous services were provided for at least 2 years- <b>15 pts</b>	9.17	9.17	10.00			
<b>Past Relationship</b>						
<b>5 Pts</b>	5.00	5.00	5.00			
<b>GRAND TOTAL</b> <b>100 PTS</b> (100 points/percent max)	<b>81.84</b>	<b>60.80</b>	<b>74.12</b>			

# COMMITTEE SCORE SHEET

**RFP NO.:** 2013-024R  
**RFP TITLE:** VOIP SERVICES  
 INFORMATION TECHNOLOGY

	<b>Blurbrick, LLC</b> Katy, TX	<b>Faneuil, Inc.</b> Hampton, VA	<b>INX, LLC, a Presidio Co.</b> El Paso, TX	<b>NetSync Network Solutions</b> Houston, TX		
<b>Proposal Cost</b> <b>40 pts</b>	<b>\$1,081,600.00</b> 7.22	<b>\$409,414.50</b> 19.08	<b>\$496,160.00</b> 15.74	<b>\$758,000.00</b> 10.31		
<b>Experience and Qualifications</b>						
A) Qualifications in performing specific job requirements stated <b>15 pts</b>	10.33	5.33	9.00	11.67		
B) Experience with projects of similar size and scope <b>15 pts</b>	7.67	3.33	8.33	10.00		
<b>Quality of Response and Presentation</b>						
A) Completeness of Software Specification Requirements <b>5 pts</b>	4.00	3.00	3.00	3.50		
B) Adherence to reponse format requirements <b>5 pts</b>	4.00	3.50	4.00	2.00		
<b>Response to References</b>						
Results of 3 references for which continuous services were provided for at least 2 years- <b>15 pts</b>	14.33	0.00	9.17	15.00		
<b>Past Relationship</b>						
<b>5 Pts</b>	5.00	5.00	5.00	5.00		
<b>GRAND TOTAL</b> <b>100 PTS</b> (100 points/percent max)	<b>52.55</b>	<b>39.25</b>	<b>54.25</b>	<b>57.47</b>		



# CITY OF EL PASO REQUEST FOR PROPOSAL TABULATION FORM



Bid Opening Date: October 24, 2012  
Project Name: VOIP SERVICES

Solicitation #: 2013-024R  
Department: INFORMATION TECHNOLOGY

BLURBRICK LLC	KATY, TX
FANEIUL	HAMPTON, VA
INX LLC A PRESIDIO COMPANY	DALLAS, TX
NETSYNC NETWORK SOLUTIONS	HOUSTON, TX
NEXSUS IS INC	VALENCIA, CA
SIGMA SOLUTIONS	SAN ANTONIO, TX
RFPs SOLICITED: 34	RFPs RECEIVED: 6
	RFPs LOCAL: 0
	NO RFPs: 0

NOTE: The information contained in this rfp tabulation is for information only and does not constitute actual award/execution of contract.

APPROVED:

DATE: 11-5-2012

DECISION TREE INC  
DBA DECISION TREE TECHNOLOGIES  
ATTN: WENDEL HOLDER  
306 THUNDERBIRD DR  
EL PASO

CHECKPOINT SERVICES INC  
ATTN: ROBERT MARTINEZ AND JIM  
CARLISLE  
1790 COMMERCE PARK STE A-1  
EL PASO, TX 79912

INX INC  
ATTN: JAMES COVEY  
1955 LAKEWAY DR STE 220  
LEWISVILLE, TX 75056

CONSULTANT TECHNOLOGIES  
ATTN: VANESSA VOCE STRACKBEIN  
11941 PASEO REAL  
EL PASO, TX 79936

SIGMA SOLUTIONS INC  
ATTN: ED LOVELESS  
PO BOX 792766  
SAN ANTONIO, TX 78279-2766

MEXUS GROUP, L.P.  
ATTN: RALPH ADAME  
1012 N CAMPBELL ST  
EL PASO, TX 79902

SYNETRA  
ATTN: TARA WILLIAMS AND DALE  
WESLEY  
8180 LAKEVIEW CENTER  
ODESSA, TX 79765

COMPTEC  
ATTN: JOHN SKIDMORE II  
613 LAFAYETTE DR  
EL PASO, TX 79915

BUSINESS SERVICES EL PASO  
ATTN: RUDY VAZQUEZ  
6044 GATEWAY BLVD E  
SUITE 618  
EL PASO, TX 79905

DLH COMPUTING INC  
ATTN: LISA SKLAR AND DWAYNE HUDSON  
11132 NORTHFIELD AVE  
EL PASO, TX 79936-1832

PAINE AND ASSOCIATES  
ATTN: TIM STOVALL  
P. O. BOX 971396  
EL PASO, TX 79997

HY-DENSITY IMAGING  
ATTN: STEVE MADRID  
1850 HUNTER STE 108  
EL PASO, TX 79915

COMNET SYSTEMS INC  
ATTN: ROBERT TIBUNI  
10950 PELLICANO DRIVE, BLDG B-1  
EL PASO, TX 79935

MIRATEK CORPORATION  
ATTN: JOE DIAZ  
8201 LOCKHEED DR STE 218  
EL PASO, TX 79925

TRANS AMERICAN COMMUNICATIONS INC  
ATTN: YOLANDA CLOUD  
9200 MAYFLOWER AVE  
EL PASO, TX 79925

DESERT COMMUNICATIONS INC  
ATTN: CHARLES MOSELY  
7100 WESTWIND DR SUITE 300  
EL PASO, TX 79912-1786

M&S TECHNOLOGIES INC  
ATTN: SONJA YOUNG  
2727 LBJ FREEWAY STE 810  
DALLAD, TX 75234

DATAVOX, INC  
2000 W. SAM HOUSTON PARKWAY S. 9TH  
FLOOR  
HOUSTON, TEXAS 77042

CALENCE, LLC DBA INSIGHT NETWORKING  
1560 W. FOUNTAINHEAD PARKWAY, 2ND  
FLOOR  
TEMPE, ARIZONA 85282

NWN CORPORATION  
10661 ROCKLEY ROAD  
HOUSTON, TEXAS 77099

CDW GOVERNMENT LLC  
230 NORTH MILWAUKEE AVENUE  
VERNON HILLS, ILLINOIS 60061

EC AMERICA, INC., DBA IMMIXGROUP, INC.  
8444 WESTPARK DRIVE, SUITE 200  
MCLEAN, VIRGINIA 22102

AT&T CORP.  
ONE AT&T PLAZA  
DALLAS, TEXAS 75202

UNITED TELESERVICES, INC. DBA  
CENTURYLINK  
400 WEST 15TH STREET, ST. 315  
AUSTIN, TEXAS 78701

QWEST COMMUNICATIONS COMPANY, LLC  
1801 CALIFORNIA STREET  
DENVER, COLORADO 80202

CROSS TELECOM CORPORATION  
10900 NESBITT AVENUE SOUTH,  
BLOOMINGTON, MINNESOTA 55437

dcVAST  
1319 BUTTERFIELD RD.  
SUITE 504  
DOWNERS GROVE, IL 60515

DATALINK  
10050 CROSSTOWN CIRCLE, SUITE 500  
EDEN PRAIRIE, MN 55344

STRATECH CORPORATE HEADQUARTERS  
301 GREGSON DRIVE  
CARY, NORTH CAROLINA 27511

GARCOM, INC.  
1008 DIESEL DR  
EL PASO, TX 79907

RESIDENT TECHNOLOGY  
3028 TRAWOOD DR  
STE C  
EL PASO, TX 79936

TRANS-AMERICAN COMMUNICATIONS, INC.  
PO BOX 12723  
EL PASO, TX 79913

WELLSPRING TECHNOLOGY GROUP, LLC  
955 N RESLER - 104 #159  
EL PASO, TX 79912

INTERACT  
ATTN: BRAD THOMPSON  
102 WEST THIRD STREET, SUITE 750  
WINSTON SALEM, NC 27101