



Pinellas County

Staff Report

File #: 20-2349A, **Version:** 1

Subject:

Award of bid to Five Rivers IT, Inc. and Presidio Holdings Inc. d/b/a Presidio Networked Solutions LLC for Rubrik backup solutions: hardware, software, and services.

Recommended Action:

Approval of the award of bid to Five Rivers IT, Inc., and Presidio Holdings Inc. d/b/a Presidio Networked Solutions LLC (Presidio), as requested by the Business Technology Services Department (BTS) for Rubrik backup solutions: hardware, software, and services.

- This contract provides for requirements of Rubrik products, support, and professional services.
- BTS manages Rubrik products and services in support of backup, archive, disaster recovery, and data management platforms in support of critical County systems, Cloud Platforms, and applications.
- This contract provides business critical support to all BTS Enterprise Services such as the County's criminal justice system, Enterprise Resources Planning system, and Geographical Information Systems.
- Two responsive bids were received with award recommendation to Five Rivers IT, Inc., and Presidio by line item as the lowest responsive, responsible bids:
 - a.) Five Rivers IT, Inc. - lines 1, 2, 5 and 6 recommended for award in the amount of \$2,562,500.00 and \$238,500.00 for unspecified, totaling \$2,801,000.00.
 - b.) Presidio - lines 3 and 4 recommended for award in the amount of \$617,500.00 and \$238,500.00 for unspecified, totaling \$856,000.00.

Bid No. 21-0041-B(AJM) in the estimated average annual amount of \$731,400.00 for a five-year total of \$3,657,000.00. Authorize the Chairman to sign and Clerk of the Circuit Court to attest.

Strategic Plan:

Deliver First Class Services to the Public and Our Customers

5.2 Be responsible stewards of the public's resources

5.3 Ensure effective and efficient delivery of county services and support

5.4 Strive to exceed customer expectations

Summary:

This contract is for Rubrik backup solutions to hardware, software, services, and professional consulting. It will consist of the management and maintenance of backup, archive, disaster recovery and data management platforms in support of County Enterprise Infrastructure Services. This contract provides business critical support to all BTS Enterprise Services such as the County's criminal justice system, Enterprise Resources Planning (ERP) system, and Geographical Information Systems.

The current County data management environment has grown in order to support the demands by

the BTS enterprise systems, services and Cloud platforms, and to BTS customers. The current architecture is very complex and involves multiple suppliers. BTS continues to grow Rubrik and right size other backup and recovery products to reduce complexity.

Background Information:

On February 16, 2021 the Purchasing Division, on behalf of BTS, released an invitation to bid (ITB) with the intent to establish a contract for the purchase of Rubrik Backup Solution: Hardware, Software, and Services. Rubrik was initially procured in 2019. The original award and agreement allowed for the initial purchase only and did not include contingency to accommodate unanticipated growth. This contract is rightsized and inclusive of unanticipated purchases to support demand for needed backup and recovery.

This contract replaces Contract No. 189-0199-B(RO) Rubrik Appliances and Support.

Fiscal Impact:

Estimated expenditure over five (5) years not to exceed:	\$ 3,180,000.00
<u>Amount for Unspecified/Unanticipated Expenditures 15%</u>	<u>\$ 477,000.00</u>
*Total estimated five (5) years not to exceed:	\$ 3,657,000.00

Estimated average annual expenditure: \$ 731,400.00

**Breakout - BTS Estimated Planned Expenditures over five (5) Years:*

<i>New Hardware:</i>	<i>\$ 1,050,000.00</i>
<i>Support:</i>	<i>\$ 875,000.00</i>
<i>Software Subscription:</i>	<i>\$ 617,500.00</i>
<i>Professional Services:</i>	<i>\$ 425,000.00</i>
<i>Training:</i>	<i>\$ 212,500.00</i>
<u><i>Unspecified:</i></u>	<u><i>\$ 477,000.00</i></u>
<i>Total:</i>	<i>\$ 3,657,000.00</i>

Funding is derived from the BTS Operating Funds and Capital Improvement Program Funds in support of End-of-Life replacement and growth.

Departments are responsible for ensuring budget appropriation is available prior to use of this contract for any unanticipated/unspecified requests.

Funding for planned purchases is included in the BTS FY21 Adopted Budget, the FY21 Estimate, and the FY22 Proposed Budget.

Staff Member Responsible:

Jeff Rohrs, Chief Information Office, Business Technology Services
Merry Celeste, Division Director, Purchasing & Risk Management, Administrative Services
Joe Lauro, Director, Administrative Services

Partners:

N/A

Attachments:

Five Rivers IT, Inc. Service Agreement

Presidio Service Agreement

Bid Tabulation