

FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS

PROCUREMENT DIVISION

320 Hospital Drive Ste. 23

Warrenton, Virginia 20186

Phone: 540.428.8714

Fax: 540.347.5753

NOTICE OF CONTRACT AWARD

Rider Of Williamsburg-James City County Public Schools

DATE: July 1, 2009

COMMODITY NAME: Computer and Network Products/Equipment & Services

CONTRACT NUMBER: 09-0209

CONTRACT PERIOD: May 15, 2009 – June 30, 2010

RENEWALS: 3 - One Year Renewals

CONTRACTOR: Electronic Systems, Inc.
VN: 641377 10406 Lake Ridge Parkway, Suite 1000
Ashland, Virginia 23005

Contact: Gilbert Taylor
Phone: 804-412-4415
Fax: 804-550-0680
Gilbert.taylor@esi.net

TERMS: Net 30

Discounts: See attached for discounts per manufacturer

FOR FURTHER INFORMATION CONTACT: Kathie Haggerty 540-428-8714
kathie.haggerty@fauquiercounty.gov

NOTICE TO ALL FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOL USING DEPARTMENTS.
This contract is the result of a competitive bid program and its use must follow the FCG&PS
Procurement Policy/Procedures for the purchase of the commodity listed herein. Please see the
reverse side of this notice for further instructions regarding this contract.

INSTRUCTIONS

1. **Orders:** All FCG&PS Using Departments must order services listed by issuing FCG&PS Purchase Orders per FCG&PS Procurement Procedures Manual. An extra copy of the Procedures Manual can be obtained by calling Procurement at (540) 428-8717 or 8720.
2. The applicable contract number, vendor number, estimated total dollar amount (can be done as a "Not to exceed" estimated figure), contact person with phone number, and billing/delivery address must be shown on each purchase order for Finance & Contractor use.
3. Inspection on delivery and approval of contractor's invoice is the responsibility of the receiving using department.
4. Any complaint as to quality of goods or services, faulty or delinquent delivery, or violation of contract provisions by contractor shall be reported to FCG&PS Procurement for handling with the Contractor. All complaints must be submitted in writing and can be forwarded to Procurement via fax or courier.
5. Pricing: Attached

Cisco Systems Pricing to Fauquier County and Fauquier County Public Schools.

Electronic Systems, a Cisco Gold partner, is pleased to offer Fauquier County and Fauquier County Public Schools the below pricing discount levels for all Cisco Products.

Contract Number: UPC-835381JC - Vascupp

ESI will adhere to the contract terms and conditions of the above contract number.

Pricing Discount: 40% off List, with a free year of Smartnet 8by5*NBD. SHIPPING INCLUDED.

Engineering Services or a CCIE hourly rate will be based on VITA contract # VA-051026-ELSY. \$ 126.00 per hour.

ESI will support Fauquier County and Fauquier County Public Schools with the below Account Team:

Major Account Rep – Public Sector, Gilbert Taylor, gilbert.taylor@esi.net 804.412.4415.

Gilbert will be responsible for overall account relationship.

Cisco Pre Sales Consultant – Chris Bock, chris.bock@esi.net 804-550-0660 or 757-217-1153

*****When requesting quotes please send email to *Gilbert Taylor***

Bidders ESI	DELL	HP
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1. Notebooks/Laptops - Brand/Model(s) Quoted: _____, % Discount	30.00%	30%-HP6735 15%-HP6730S
2. Servers - Brand/Model (s) Quoted: _____ _ % Discount	24.00%	24.00%
3. Blade Configuration Brand/Model(s) Quoted: _____ % Discount	24.00%	24.00%
4. Desktops - Brand/Model(s) Quoted: _____, % Discount	30.00%	38.00%
5. CISCO Equipment Brand/Model Quoted: _____ % Discount	39.00%	39.00%
6. Printer - Brand/Model Quoted: _____ % Discount	22.00%	21.00%
Total Percentage #1., 2., 3., 4., 5., & 6.	28.17%	28.08%
Desktop Image Installation, Each	\$17.00	\$17.00
8. Laptop Image Installation, Each	\$17.00	\$17.00
9. Notebook Image Installation, Each	\$17.00	\$17.00
Total (#7.8., & 9)	\$51.00	\$51.00
10. Desktop - On Premise Installation, Hour	\$49.00	\$49.00

11. Computer Technician On Site Service, Hour	\$55.00	\$55.00
12. Server/Network Engineer On Site, Hour	\$120.00	\$120.00
13. After Hours/weekend Server/Network Engineer On Site, Hour	\$149.00	\$149.00
Total (#10., 11., 12., & 13.)	\$373.00	\$373.00

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Replacement Parts Offering

Electronic Systems (ESI) is offering Williamsburg James City Schools (WJCC) a single source for ordering out of warranty replacement parts for servers, computer and other IT related products. ESI realizes the challenges businesses have today is acquiring parts when needed. ESI employs ten individuals that are dedicated to ordering spare parts. Our parts division orders thousands of parts daily and has the resources to search for the best price.

ESI is offering WJCC a fixed markup of 18% plus shipping for spare parts. Many of our customers have found this to be very beneficial, City Of Virginia Beach for example.

ESI has parts personnel in Virginia Beach, Hampton and the Ashland Operations center to support WJCC.