



Agenda Report

December 12, 2011

TO: Honorable Mayor and City Council

FROM: DEPARTMENT OF INFORMATION TECHNOLOGY

SUBJECT: **CONTRACT AWARD TO AGILE360 (A DIVISION OF ENTISYS SOLUTIONS, INC.) FOR THE DESKTOP REPLACEMENT PROGRAM (VDI)**

RECOMMENDATION:

It is recommended that the City Council:

1. Find that the awarding of a contract for the Virtual Desktop Infrastructure component of the Desktop Replacement Program is exempt from the California Environmental Quality Act (CEQA) per Section 15061(b)(3);
2. Accept the proposal dated October 31, 2011, submitted by Agile360 (a division of Entisys Solutions, Inc.) in response to the Request for Proposals for the Desktop Replacement Program;
3. Reject all other proposals received; and
4. Authorize the City Manager to enter into a contract with Agile360 (a division of Entisys Solutions, Inc.) for the purchase and implementation of Virtual Desktop Infrastructure in an amount not to exceed \$435,881; which includes \$396,255 for the base scope of services and \$39,626 (10%) for contingency. Competitive bidding is not required pursuant to City Charter Section 1002(F), professional or unique services.

BACKGROUND:

The City of Pasadena recently completed a comprehensive Information Technology Strategic Plan (ITSP) which was focused on meeting the following objectives:

- Increase and enhance public access to information and services.
- Develop a technology investment strategy to enhance and replace aging systems.
- Develop a strategic plan with an enterprise focus, integrating existing and new systems.
- Maintain the flexibility to incorporate emerging technologies as they become available.

The ITSP also contains a five-year implementation roadmap, which addresses the successful deployment of strategic business technologies required to meet the stated objectives. Following this roadmap, the Department of Information Technology is undertaking an initiative during the first year to address the Virtual Desktop Infrastructure (VDI) component of the Desktop Replacement Program. A recent study undertaken by the Department of Information Technology revealed that more than 50% of the existing desktop computers in the City are more than five years old and are unable to support new technologies like Windows 7. In order to minimize the impact of these older computers the Department of Information Technology has elected to leverage the many benefits of VDI technology.

VDI is a new way to deliver desktops to end-users. Unlike conventional PCs, a virtual desktop is hosted from the City's data center using powerful servers supporting the computing needs of multiple users simultaneously. Individual users access the hosted desktop environment using low-cost Thin Client devices which have a significantly longer useful lifecycle. Virtual desktops provide end-users with lower cost equipment, flexibility, efficiency, security, and energy savings, while enabling DoIT administrators to manage desktops and applications from a central location. User data integrity is assured as data is moved from the users local workstation to a server based environment where it is managed and backed up on a regular basis.

In compliance with the Competitive Selection process outlined in the Competitive Bidding and Purchasing Ordinance, staff prepared and distributed a Request for Proposals (RFP) in September, 2011. The RFP requested the services of qualified contractors to design and install a system for VDI. Proposed solutions included all of the applicable hardware, software, licensing, warranties, connectivity components and other materials associated with providing these systems as well as any labor costs for designing and implementing the solutions.

The City received seven responses to the RFP for VDI. A panel consisting of staff members from the Department of Information Technology reviewed the proposals. After each panel member scored the proposals, ratings were averaged to arrive at the final score for each proposal. It was the panel's decision to select Agile360 (a division of Entisys Solutions, Inc.) as the firm best able to meet the City's needs.

VDI proposals were scored within five categories: 1) Technical Merit and Completeness of Proposed Solution, 2) Recent Experience with Projects of Similar Size and Scope, 3) Cost Proposal (Price), 4) qualification for Pasadena Business and 5) qualification for Small or Micro-Business. The proposers and their scores appear below (details of the assigned ratings are provided in Attachment A):

Proposer	City	Total Score (out of 100)
Agile360 (A Division of Entisys Solutions, Inc.)	Pasadena, CA	85.0
Dell, Inc.	Round Rock, TX	68.0
Wipro, Inc.	Atlanta, GA	57.0
Nth Generation Computing, Inc.	San Diego, CA	55.0
Golden Star Technology, Inc.	Cerritos, CA	55.0
Alliance Integrated Technology	Pasadena, CA	50.0
AgreeYa Solutions, Inc.	Folsom, CA	40.0

The proposed contract is in the amount of \$435,881, which includes \$396,255 for the base scope of services and \$39,626 (10%) for contingency.

COUNCIL POLICY CONSIDERATION:

This project is consistent with the City Council's Strategic Planning Goals for 2009 – 2012. Specifically, it advances the objectives established to “Improve, Maintain and Enhance Public Facilities and Infrastructure”. The proposed solution addresses a key enterprise initiative defined in the Information Technology Strategic Plan – Installation of a Virtual Desktop Infrastructure. Implementation of this solution will reduce the cost of operations and service delivery and improve the quality of services delivered to customers through IT.

ENVIRONMENTAL ANALYSIS:

The action proposed herein is exempt from the California Environmental Quality Act (CEQA), pursuant to State CEQA Guidelines Section 15061(b)(3). The activity is covered by the general rule that CEQA applies only to projects which have the potential for causing a significant effect on the environment. Where it can be seen with certainty that there is no possibility that the activity in question may have a significant effect on the environment, the activity is not subject to CEQA.

The proposed action is the awarding of a contract for the Virtual Desktop Infrastructure component of the Desktop Replacement Program related to the five-year implementation of the ITSP. No construction is proposed. The upgrading of information technology is not an action that would have a significant effect on the environment.

FISCAL IMPACT:

The cost of this contract will be \$435,881, and the total cost of this action is \$458,881. Funding for this action will be addressed by the utilization of existing budgeted appropriations in Capital Improvement Program (CIP) budget account number 71211, Virtual Desktop Infrastructure (VDI), and CIP budget account number 71127, Department of Information Technology (DoIT) Equipment. It is anticipated that all of this cost will be spent during the current fiscal year.

The following table presents a summary of the sources of funds that will be used:

DoIT - Virtual Desktop Infrastructure (CIP 71211)	\$300,000
DoIT - Equipment (CIP 71127)	\$158,881
Total Sources	\$458,881

The following table presents a contract summary:

Contract Amount	\$396,255
Contingency	\$ 39,626
Contract Admin/Program Management	\$ 23,000
Total Fiscal Impact	\$458,881

No impact to other operational programs or capital projects is anticipated as a result of this action.

Respectfully submitted,



DIANA NEFF
Interim Chief Information Officer
Department of Information Technology

Prepared by:



Randall E. Hendon
Program Management Office
Department of Information Technology

Approved by:



For MICHAEL J. BECK
City Manager

Attachments:

Attachment A – DESKTOP REPLACEMENT (VDI) PROPOSAL SCORES

ATTACHEMENT A

**DESKTOP REPLACEMENT (VDI) – PROPOSAL SCORES
(AVERAGE OF INDIVIDUAL PANELIST RATINGS)**

Proposer	Technical Merit and Completeness of Proposed Solution (40 points possible)	Recent Experience with Projects of Similar Size and Scope (25 points possible)	Price (25 points possible)	Local Pasadena Business (5 points possible)	Small or Micro-Business (5 points possible)	Total Score
Agile360 (A Division of Entisys Solutions, Inc.)	35.0	25.0	20.0	5.0	0.0	85.0
Dell, Inc.	30.0	20.0	18.0	0.0	0.0	68.0
Wipro, Inc.	32.0	25.0	0.0	0.0	0.0	57.0
Nth Generation Computing, Inc.	25.0	20.0	10.0	0.0	0.0	55.0
Golden Star Technology, Inc.	20.0	20.0	10.0	0.0	5.0	55.0
Alliance Integrated Technology	10.0	20.0	10.0	5.0	5.0	50.0
AgreeYa Solutions, Inc.	25.0	15.0	0.0	0.0	0.0	40.0

EXHIBIT "I"
Disclosure Pursuant to the
City of Pasadena Taxpayer Protection Amendment
Pasadena City Charter, Article XVII

Contractor/Organization hereby discloses its trustees, directors, partners, officers, and those with more than 10% equity, participation, or revenue interest in Contractor/Organization, as follows:

(If printing, please print legibly. Use additional sheets as necessary.)

1. Contractor/Organization Name:
 AGILEGO, A DIVISION OF ENTISYS SOLUTIONS INC.

2. Type of Entity:
 Non-Government Nonprofit 501(c)(3), (4), or (6)

3. Name(s) of trustees, directors, partners, officers of Contractor/Organization:

MICHAEL STROHL
MATTHEW GENERAL
ELIZABETH STROHL

4. Names of those with more than a 10% equity, participation or revenue interest in Contractor/Organization:

MICHAEL STROHL
MATTHEW GENERAL
ELIZABETH STROHL

Prepared by: ABELA MEVIA LAZARO
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 Phone: 949-419-8948
 Date: 10/6/2011

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