

RESOLUTION NO. 2020 - 305

A RESOLUTION AUTHORIZING AWARD OF A CONTRACT TO STARNET SOLUTIONS INC., FARMINGDALE, NJ, FOR CITY WIDE NETWORK BACKUP SOLUTION HARDWARE, IN THE AMOUNT OF \$359,298.00.

WHEREAS, there exists a need for City Wide Network Backup Solution Hardware; and

WHEREAS, the Director of Information Services has recommended that a contract be awarded to Starnet Solutions Inc., Farmingdale, NJ, for City Wide Network Backup Solution Hardware with three (3) year Platinum Support, in a total amount not to exceed \$359,298.00; and

WHEREAS, the availability of funds for said contract to be awarded herein have been certified by the Chief Financial Officer; and

WHEREAS, the City of Vineland has certified that this meets the statute and regulations governing the award of said contracts.

NOW THEREFORE BE IT RESOLVED, by the Council of the City of Vineland that:

1. This contract is awarded without competitive bidding in accordance with 40A:11-5(1)(dd) of the Local Public Contracts Law for the provision or performance of goods or services for the support or maintenance of proprietary computer hardware and software, except that this provision shall not be utilized to acquire or upgrade non-proprietary hardware or to acquire or update non-proprietary software.
2. The Purchasing Agent be and the same is hereby authorized to issue contract to Starnet Solutions Inc., Farmingdale, NJ, in an amount not to exceed \$359,298.00 for City Wide Network Backup Solution Hardware with three (3) year Platinum Support.
3. Notice of this action shall be printed once in the Daily Journal.

Adopted:

\_\_\_\_\_  
President of Council

ATTEST:

\_\_\_\_\_  
City Clerk

**REQUEST FOR RESOLUTION FOR CONTRACT AWARDS  
UNDER 40A:11-5 EXCEPTIONS  
(PROFESSIONAL SERVICES, EUS, SOFTWARE MAINTENANCE, ETC)**

07/08/2020

(DATE)

1. Service (detailed description): City Wide Network Backup Solution Hardware

2. Amount to be Awarded: \$ 359,298.00

- Encumber Total Award  
 Encumber by Supplemental Release

3. Amount Budgeted: \$ \_\_\_\_\_

4. Budgeted: By Ordinance No. \_\_\_\_\_  
Or Grant: Title & Year \_\_\_\_\_

5. \*\*Account Number to be Charged: C-04-00-000-1925-78001

6. Contract Period: 3 years

7. Date To Be Awarded: 7/28/2020

8. Recommended Vendor and Address: Starnet Solutions Inc.  
90 Main St., Farmingdale, NJ 07727

9. Justification for Vendor Recommendation:(attach additional information for Council review)  
Best price  
\_\_\_\_\_  
\_\_\_\_\_

- Non-Fair & Open (Pay-to-Play documents required)  
 Fair & Open: How was RFP advertised? \_\_\_\_\_

10. Evaluation Performed by: IS Division

11. Approved by:  7/8/2020

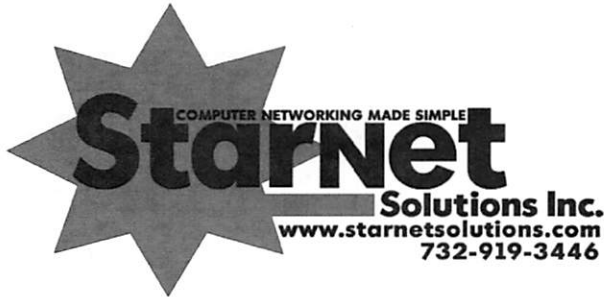
12. Attachments:

- Awarding Proposal  
 Other: Pay-To-Play Documents

- Send copies to:  
Purchasing Division  
Business Administration

\*\* If more than one account #, provide break down

ORIGINAL



**StarNet Quote**

QUOTE NUMBER:  
Q062220Ca Rev 1

DATE:  
6/22/2020

CLIENT:  
City of Vineland  
Information Systems (IS)  
Third Floor East  
640 E Wood Street  
Vineland, NJ 08360

Quantity	Item	Unit Price	Extended Price
<b>SOLUTION: Arcserve 9504DR with 3 Years Platinum Support - PROMOTIONAL OFFER</b>			
2	Arcserve Appliance 9504DR	\$ 80,153.00	\$ 160,306.00
2	Arcserve Appliance 9504DR - 3 Years Platinum Support - GOVERNMENT	\$ 47,248.00	\$ 94,496.00
2	<b>Arcserve Appliance 9504DR - PROMOTIONAL OFFER</b>	<b>\$0.00</b>	<b>\$0.00</b>
2	Arcserve Appliance 9504DR - 3 Years Platinum Support - GOVERNMENT	\$ 47,248.00	\$ 94,496.00
2000	Arcserve UDP 7.0 Premium Edition - Managed Capacity per TB over 100+ TB - License Only GOVERNMENT - PROMOTIONAL OFFER	\$0.00	\$0.00
2000	Arcserve UDP 7.0 Premium Edition - Managed Capacity per TB over 100+ TB - One Year Enterprise Maintenance - New - PROMOTIONAL OFFER	\$0.00	\$0.00
1	Premium Installation - Business Hours	\$ 10,000.00	\$ 10,000.00
<p>In order to address Customer's need for additional storage capacity beyond the Authorized Use Limitation contained in each license for the Product (in this case Arcserve's UDP Software), as set forth in the End User License Agreement ("EULA") between Arcserve and the City of Vineland ("Customer"), included on each Arcserve appliance purchased as set forth in this Order, Arcserve shall include an additional license for the Product enabling Customer to access a maximum of 500TB of additional backup capacity on Customer's storage area network ("Additional Capacity"). Such Additional Capacity can only be used once the storage capacity has been fully utilized on the four Arcserve appliances purchased by Customer per this Order. Once the Additional Capacity has been consumed, Customer will receive a quote from Arcserve to satisfy incremental needs and usage. Customer agrees that in addition to the audit rights included in the EULA, Customer will provide Arcserve with an accounting.</p>			
<b>Hardware Shipping Fees Apply</b>			
<b>TERMS:</b>			
Full payment due <b>NET 30</b> upon receipt of invoice by company check. (For your convenience, StarNet accepts credit cards. However, an additional 3.75% convenience fee will be added.)			
Unpaid balances past 30 days will be assessed finance charges of 1.25% per month. Customer is responsible for all fees if unpaid invoices are sent to Collections.			
Hardware, software, software licensing includes manufacturer's warranty and/or manufacturer's service contract only.			
The StarNet return policy is based on manufacturer's and/or distributor's return policy. Some items <b>cannot</b> be returned. Requests for returns must be in writing to StarNet within 10 days of receipt of the item. StarNet will confirm in writing if a return is allowed. "If" returns are allowed, returns are subject to a <b>restocking fee</b> . <b>Quote Expiration Date: 6/26/20</b>			
<b>THIS IS NOT A BILL</b>			
		<b>TOTAL</b>	<b>\$ 359,298.00</b>

Your signature or submitted purchase order confirms acceptance of the above listed solution and terms. Any hardware, software, software licensing will be ordered upon returning this signed quote or upon submitting a purchase order and are subject to the above return policy.

\_\_\_\_\_  
(Printed Customer Name) (Title)

\_\_\_\_\_  
(Customer Signature) (Date)

**Return Signed Quote and/or Purchase Order to: Jacki Dempsey - jackid@starnetsolutions.com**

Mailing Address:  
StarNet Solutions, Inc.  
90 Main Street  
Farmingdale, NJ 07727

**Star. Power.**  
SN Internal Use: I / LM / C / JD / S / JD



**BILLING ADDRESS:** PALMIQ  
 6 PIDGEON HILL DR  
 Sterling, VA

**ATTENTION:** Regina Chambati  
**PHONE:** 7033369700  
**FAX:**  
**EMAIL:** billing@palmiq.com

**SHIPPING ADDRESS:** PALMIQ  
 6 PIDGEON HILL DR  
 Sterling, VA

**ATTENTION:** Regina Chambati  
**PHONE:** 7033369700  
**FAX:**  
**EMAIL:** billing@palmiq.com

Palmiq Inc is pleased to provide a price Quotation for the following products/services:

#	PART	MFG	VENDOR	DESCRIPTION	QTY	MSRP	UNIT PRICE	EXT. PRICE
1	AR2ZA4101C06D	NAPR9504FLWBD 7N00G	Arcserve LLC	Arcserve Appliance 9504DR - Product Only	2	\$ 118,745.25	\$ 115,000.50	\$ 230,001.00
2	AR2ZA4101H0AD	MAPR9504MAWB DRP36G	Arcserve LLC	Arcserve Appliance 9504DR - Three Year Platinum Maintenance - New - Government	2	\$ 74,997.00	\$70,779.02	\$ 141,558.04
3	AR2ZA4101C06D	NAPR9504FLWBD 7N00G	Arcserve LLC	Arcserve Appliance 9504DR - Product Only	2	\$ 118,745.25	\$ 0.00	\$ 0.00
4	AR2ZA4101H0AD	MAPR9504MAWB DRP36G	Arcserve LLC	Arcserve Appliance 9504DR - Three Year Platinum Maintenance - New - Government	2	\$ 74,997.00	\$ 70,779.02	\$ 141,558.04
5	AR2Z19101CAJD	NUPRR070FLWT B7N00G	Arcserve LLC	Arcserve UDP 7.0 Premium Edition - Managed Capacity per TB over 100+ TB - License Only - Government	2000	\$ 4,017.39	\$ 0.00	\$ 0.00
6	AR2Z19101HA2D	MUPRR070MAWT B7E12G	Arcserve LLC	Arcserve UDP 7.0 Premium Edition - Managed Capacity per TB over 100+ TB - One Year Enterprise Maintenance - New - Government	2000	\$ 918.26	\$ 0.00	\$ 0.00

QUOTE #: LBUS-Q-1167701	DATE: 06/30/2020	EXPIRATION DATE: 06/30/2020	SUB TOTAL:	\$ 513,117.08
			S & H:	TBD
* Pricing, availability and special offers are subject to change at any time.			SALES TAX:	\$ 0.00
* Shipping and Tax may be added at the time of placing the order.			GRAND TOTAL:	(US) \$ 513,117.08

**QUOTE APPROVAL**

All purchases are subject to the full terms and conditions stated at <https://www.palmiq.com/terms>.

APPROVED BY \_\_\_\_\_ Date \_\_\_\_\_ PO# \_\_\_\_\_

Quotation LBUS-Q-1167701 - Page 1 of 1

Humberto Lepelch | Account Executive | Phone: 703-214-7137 | Email: humberto.lepelch@palmiq.com

6 Pidgeon Hill Dr. Sterling VA 20165



CHANNEL SOLUTIONS

Price Quotation LBUS-Q-1167742
Created 6/30/2020
Expired 7/10/2020

Sales Rep: Andre Assante

Bill To

Ed Dar
City of Vineland
640 E Wood St

Vineland, NJ 08360
edarr@vinelandcity.org
7329193446

Ship To

Ed Darr
City of Vinelan
640 E Wood St

Vineland, NJ 08360
edarr@vinelandcity.org
7329193446

SPECIAL NOTES:

In order to address Customer's need for additional storage capacity beyond the Authorized Use Limitation contained in each license for the Product (in this case Arcserve's UDP Software), as set forth in the End User License Agreement ("EULA") between Arcserve and the City of Vineland ("Customer"), included on each Arcserve appliance purchased as set forth in this Order, Arcserve shall include an additional license for the Product enabling Customer to access a maximum of 500TB of additional backup capacity on Customer's storage area network ("Additional Capacity"). Such Additional Capacity can only be used once the storage capacity has been fully utilized on the four Arcserve appliances purchased by Customer per this Order. Once the Additional Capacity has been consumed, Customer will receive a quote from Arcserve to satisfy incremental needs and usage. Customer agrees that in addition to the audit rights included in the EULA, Customer will provide Arcserve with an accountin

Climb Channel Solutions US is pleased to provide a price Quotation for the following products/services:

Table with 10 columns: Option #1 - Products, LINE NO, PART NO, MFG NO, VENDOR, DESCRIPTION, QTY, MSRP, UNIT PRICE, EXT PRICE. Contains 7 rows of product data including Arcserve appliances and UDP licenses.

SUB TOTAL	\$487,327.62
S & H	** TBD
SALES TAX	\$0.00
(US)Products GRAND TOTAL	\$487,327.62

\* All currency is in US Dollars

<https://www.ClimbCS.com/site/content/terms>

\* Pricing, availability and special offers are subject to change at any time.

\* Shipping and Tax may be added at the time of placing the order.

Andre Assante  
andrea@climbCS.com

Climb Channel Solutions US  
4 Industrial Way West, 3rd Floor Eatontown, NJ 07724  
1-800-847-7078