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**AGENDA ITEM  
ST. JOHNS COUNTY BOARD OF COUNTY COMMISSIONERS**

*Deadline for Submission - Wednesday 9 a.m. – Thirteen Days Prior to BCC Meeting*

**7/20/2021**

**BCC MEETING DATE**

**TO:** Hunter S. Conrad, County Administrator **DATE:** June 25, 2021

**FROM:** Jaime Locklear, Asst. Director Purchasing **PHONE:** 904 209-0158

**SUBJECT OR TITLE:** Bid No. 21-94; Cisco Call Manager Flex License Subscription

**AGENDA TYPE:** Consent Agenda, Contract, Resolution

**BACKGROUND INFORMATION:**

This scope of service requires a five (5) year flex license subscription, to begin on September 1, 2021, for St. Johns County’s existing Cisco Call Manger services to be paid annually. This is necessary due to the licensing model for St. Johns County’s existing Cisco Call Manager service recently changing from a perpetual license to an annual subscription license. This service shall be administered by SJC MIS Dept and all funding shall be provided by multiple County departments. The Bid was advertised in accordance with the County Purchasing Policy. Two (2) Bids were received, with the lowest, responsive, responsible bid being from Presidio Networked Solutions at a Total Price of \$420,250.00 for all five (5) years which is broken down as \$86,050.00 for year one(1) and \$83,550.00 for years two (2) through five (5). Staff recommends awarding to Presidio Networked Solutions LLC and executing a license agreement for the services as specified in Bid 21-94.

**1. IS FUNDING REQUIRED?** Yes **2. IF YES, INDICATE IF BUDGETED.** Yes  
**IF FUNDING IS REQUIRED, MANDATORY OMB REVIEW IS REQUIRED:**  
**INDICATE FUNDING SOURCE:** 0012-53120 \$73,531.00 1258-53120 \$5,313.00 0108-53120 \$4,085.00  
4409-53120 \$6,732.00

**SUGGESTED MOTION/RECOMMENDATION/ACTION:**

Motion to adopt Resolution 2021-\_\_\_\_\_, authorizing the County Administrator, or his designee, to award Bid No: 21-94, Cisco Call Manager Flex License Subscription to Presidio Networked Solutions, as the lowest, responsive, responsible bidder, and execute a license agreement in substantially the same form and format as the attached draft for the required services at total price of \$420,250.00.

**For Administration Use Only:**  
**Legal:** RDR 6/30/2021 **OMB:** JDD 6/30/2021 **Admin:** Brad Bradley 7/1/2021

**RESOLUTION NO. 2021 - \_\_\_\_**

**A RESOLUTION BY THE BOARD OF COUNTY COMMISSIONERS OF ST. JOHNS COUNTY, FLORIDA, AUTHORIZING THE COUNTY ADMINISTRATOR, OR DESIGNEE, TO AWARD BID NO: 21-94; CISCO CALL MANAGER FLEX LICENSE SUBSCRIPTION TO PRESIDIO NETWORKED SOLUTIONS LLC AS THE LOWEST RESPONSIVE, RESPONSIBLE BIDDER, AND EXECUTE AN AGREEMENT FOR THE REQUIRED SERVICES.**

**RECITALS**

**WHEREAS**, the scope of services is to provide the Cisco Call Manager service under a five (5) year flex license subscription, to begin on September 1, 2021, for St. Johns County's existing Cisco Call Manger services to be paid annually in accordance with the bid requirements and specifications; and

**WHEREAS**, through the County's formal Bid process Presidio Networked Solutions LLC, was determined to be the lowest, responsive, responsible bidder; and

**WHEREAS**, the County has reviewed the terms, provisions, conditions and requirements of the proposed contract (attached hereto, an incorporated herein) and finds that entering into contracts to complete the work services serves a public purpose; and

**WHEREAS**, the service will be administered through Management Information Systems and is to be funded by multiple County departments.

**NOW, THEREFORE BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF ST. JOHNS COUNTY, FLORIDA**, as follows:

Section 1. The above Recitals are incorporated by reference into the body of this Resolution and such Recitals are adopted as finds of fact.

Section 2. Upon Board approval, the County Administrator, or designee, is hereby authorized to award Bid No. 21-94; Cisco Call Manager Flex License Subscription to Presidio Networked Solutions LLC, as the lowest, responsive, responsible bidder.

Section 3. Upon Board approval, the County Administrator, or designee, is further authorized to execute an agreement in substantially the same form and format as the attached draft on behalf of the County to perform the services as specifically provided in Bid No. 21-94.

Section 4. To the extent that there are typographical and/or administrative errors that do not change the tone, tenor, or concept of this Resolution, then this Resolution may be revised without subsequent approval by the Board of County Commissioners.

**PASSED AND ADOPTED** by the Board of County Commissioners of St. Johns County, Florida, this \_\_\_\_ day of \_\_\_\_\_, 2021.

**BOARD OF COUNTY COMMISSIONERS OF  
ST. JOHNS COUNTY, FLORIDA**

By: \_\_\_\_\_  
Jeremiah R. Blocker, Chair

**ATTEST:** Brandon J. Patty, Clerk of the Circuit  
Court & Comptroller

\_\_\_\_\_  
Deputy Clerk



**CONTRACT AGREEMENT**  
**Bid No. 21-94; Cisco Call Manager Flex License Subscription**  
**Master Contract #: \_\_\_\_\_**

This Contract Agreement, (“Agreement”) is made as of this \_\_\_\_\_ day of \_\_\_\_\_, 2021, (“Effective Date”) by and between **St. Johns County, FL** (“County”), a political subdivision of the State of Florida, with principal offices located at 500 San Sebastian View, St. Augustine, FL 32084, and **Presidio Networked Solutions LLC** (“Contractor”), authorized to do business in the State of Florida, with offices located at 8647 Baypine Road, Suite 100 Building 1, Jacksonville, FL 32256; Phone: (904) 236-5503; and Email: [rwatkins@presidio.com](mailto:rwatkins@presidio.com).

In consideration of the mutual promises contained herein, the County and Contractor agree as follows:

**ARTICLE 1 – DURATION and EXTENSION**

This Agreement shall become effective on September 1, 2021 and shall be in effect for a period of five (5) calendar years, and may be extended by the County in order to complete the required services, provided the Contractor has satisfactorily performed all services to date, and the County determines that extension is in the best interest of the County. While this Agreement may be extended as stated in this Article, it is expressly noted that the County is under no obligation to extend this Agreement. It is further expressly understood that the option of extension is exercisable only by the County, and only upon the County’s determination that the Contractor satisfactorily performed the Services noted in the Contract Documents.

**ARTICLE 2 - ENUMERATION OF CONTRACT DOCUMENTS**

The term “Contract Documents” includes the following:

- This Agreement, including any amendment executed as provided in Article 32;
- St. Johns County Bid No. 21-94 (Exhibit A);
- Contractors Bid Submittal (Exhibit B);
- Pricing Breakdown (Exhibit C)
- Any Certificate of Insurance required pursuant to Article 15 of this Agreement.

Any document not identified above is not a Contract Document and does not form part of this Agreement. In interpreting the Contract and resolving any inconsistencies or ambiguities, the main body of this Agreement takes precedence over any of the Exhibits provided above.

**ARTICLE 3 - SERVICES**

The Contractor’s responsibility is to provide any and all labor, materials and equipment necessary for the Cisco Call Manager Flex License Subscription throughout the five (5) year term.

Services provided by the Contractor shall be under the general direction of St. Johns County Purchasing Division or other authorized County designee, who shall act as the County’s representative throughout the duration of this Agreement.

**ARTICLE 4 – SCHEDULE**

The Contractor shall perform the required Services according to the schedule submitted and approved by the County. No changes to said schedule shall be made without prior written authorization from the County’s representative.

**ARTICLE 5 – COMPENSATION/BILLING/INVOICES**

The County shall pay to the Contractor a total price of **four hundred twenty thousand two hundred fifty dollars (\$420,250.00)** which shall be broken down into five (5) annual payments as provided herein on Exhibit “C” – Pricing Breakdown, which shall include any and all direct and indirect costs, and reimbursable expenses. The maximum amount available as compensation to Contractor under this Agreement shall not exceed the amount budgeted by the County each year, without the County’s express written approval, and amendment to this Agreement.

The Contractor shall submit payment, less all commission fees, to the County each month for all items sold. Payment must be received by the County by or before the 15<sup>th</sup> of each month for the previous month’s sales. Payment shall be submitted in the form of a check, made payable to St. Johns County along with all required documentation as specified in the Bid Documents (Exhibit A) attached here to.

It is strictly understood that Contractor is not entitled to the above-referenced amount of compensation. Rather, Contractor's compensation is based upon Contractor's adhering to the Scope of Work, detailed in this Agreement. As such, the Contractor's compensation is dependent upon satisfactory completion and delivery of all work product and deliverables noted in the Scope of Work, and detailed in this Agreement.

The Contractor shall bill the County for services satisfactorily performed, and materials satisfactorily delivered at the end of each month. The signature of the Contractor's authorized representative on the submitted invoice shall constitute the Contractor's certification to the County that:

1. The Contractor has billed the County for all services rendered by it and any of its Contractors or sub-contractors through the date of the invoice;
2. As of the date of the invoice, no other outstanding amounts are due from the County to the Contractor for services rendered;
3. The reimbursable expenses, if any, have been reasonably incurred; and
4. The amount requested is currently due and owing.

Though there is no billing form or format pre-approved by either the County, or the Contractor, bills/invoices submitted by the Contractor shall include a detailed written report of the Work accomplished in connection with the Scope of Work, and must be submitted with a Request for Payment Form 1550, as provided by the County. The County may return a bill/invoice from the Contractor, and request additional documentation/information. Under such circumstances, the timeframe for payment will be extended by the time necessary to receive a verified bill/invoice.

The Contractor's acceptance of the County's payment of an invoiced amount shall release the County from any claim by the Contractor, or by the Contractor's sub-contractors, for work performed but not invoiced during the time period indicated on the invoice for which payment was issued.

Unless otherwise notified, bills/invoices should be delivered to:

St. Johns County Management Information Systems  
**Attn: Katrina Carroll, Buyer**  
4455 Avenue A, Suite 103  
St. Augustine, FL 32095

**FINAL INVOICE:** In order for the County and the Contractor to reconcile/close their books and records, the Contractor shall clearly indicate "Final Invoice" on the Contractor's final bill/invoice to the County. Such indication establishes that all services have been satisfactorily performed and that all charges and costs have been invoiced to the County and that there is no further Work to be performed under this Agreement.

#### **ARTICLE 6 – TRUTH-IN-NEGOTIATION CERTIFICATE**

The signing of this Agreement by the Contractor shall act as the execution of a truth-in-negotiation certificate certifying that wage rates and other factual unit costs supporting the compensation are accurate, complete, and current as of the date of this Agreement.

The original contract price and any additions thereto shall be adjusted to exclude any significant sums by which the County determines the contract price was increased due to inaccurate, incomplete, or noncurrent wage rates and other factual unit costs. All such contract adjustments shall be made within one (1) year following the end of the Agreement.

#### **ARTICLE 7 – ARREARS**

The Contractor shall not pledge the County's credit or make it a guarantor of payment or surety for any contract, debt, obligation, judgement, lien, or any form of indebtedness. The Contractor further warrants and represents that it has no obligation or indebtedness that would impair its ability to fulfill the terms of this Agreement.

#### **ARTICLE 8 – TERMINATION**

This Agreement may be terminated by the County without cause upon at least thirty (30) calendar days advance written notice to the Contractor of such termination without cause.

This Agreement may be terminated by the County with cause upon at least fourteen (14) calendar days advance written notice of such termination with cause. Such written notice shall indicate the exact cause for termination.

## **ARTICLE 9 – NOTICE OF DEFAULT/RIGHT TO CURE**

Should the County fail to perform (default) under the terms of this Agreement, then the Contractor shall provide written notice to the County, which such notice shall include a timeframe of no fewer than fifteen (15) business days in which to cure the default. Failure to cure the default within the timeframe provided in the notice of default (or any such amount of time as mutually agreed to by the parties in writing), shall constitute cause for termination of this Agreement.

Should the Contractor fail to perform (default) under the terms of this Agreement, then the County shall provide written notice to the Contractor, which such notice shall include a timeframe of no fewer than five (5) calendar days in which to cure the default. Failure to cure the default within the timeframe provided in the notice of default (or any such amount of time as mutually agreed to by the parties in writing), shall constitute cause for termination of this Agreement.

Consistent with other provisions in this Agreement, Contractor shall be paid for services authorized and satisfactorily performed under this Contract up to the effective date of termination.

Upon receipt of a notice of termination, except as otherwise directed by the County in writing, the Contractor shall:

1. Stop work on the date to the extent specified.
2. Terminate and settle all orders and subcontracts relating to the performance of the terminated work.
3. Transfer all work in process, completed work, and other material related to the terminated work to the County.
4. Continue and complete all parts of the work that have not been terminated.

## **ARTICLE 10 – PERSONNEL**

The Contractor represents that it has, or shall secure at its own expense, all necessary personnel required to perform the Work as provided in the Contract Documents. It is expressly understood that such personnel shall not be employees of, or have any contractual relationship with the County.

All Work required hereunder shall be performed by the Contractor, or under its supervision. All personnel engaged in performing the Work shall be fully qualified and, if required, authorized or permitted under federal, state and local law to perform such Work.

Any changes or substitutions in the Contractor's key personnel must be made known to the County's representative and written approval granted by the County before said change or substitution can become effective.

The Contractor warrants that all Work shall be performed by skilled and competent personnel to the highest professional standards in the field. The Contractor is responsible for the professional quality, technical accuracy, and timely completion of all work performed hereunder, and shall correct or revise any errors or deficiencies in the Work, without additional compensation.

## **ARTICLE 11 – SUBCONTRACTING**

The County reserves the right to approve the use of any sub-contractor, or to reject the selection of a particular sub-contractor, and to inspect all facilities of any sub-contractor in order to make a determination as to the capability of the sub-contractors to perform the Work described in the Contract Documents. The Contractor is encouraged to seek minority and women business enterprises for participation in subcontracting opportunities.

If a sub-contractor fails to satisfactorily perform in accordance with the Contract Documents, and it is necessary to replace the sub-contractor to complete the Work in a timely fashion, the Contractor shall promptly do so, subject to approval by the County.

The County reserves the right to disqualify any sub-contractor, vendor, or material supplier based upon prior unsatisfactory performance.

## **ARTICLE 12 – E-VERIFY**

The Contractor shall utilize the U.S. Department of Homeland Security's E-Verify System to verify employment eligibility of any and all personnel hired to perform work under this Agreement. Additionally, the Contractor shall explicitly require any and all sub-contractors and sub-contractors to utilize the U.S. Department of Homeland Security's E-Verify System to verify employment eligibility of all personnel hired to perform work under this Agreement.

## **ARTICLE 13 – FEDERAL AND STATE TAX**

In accordance with Local, State, and Federal law, the County is exempt from the payment of Sales and Use Taxes. The

County shall provide a tax exemption certificate to the Contractor upon request. The Contractor shall not be exempt from the payment of all applicable taxes in its performance under this Agreement. It is expressly understood by the County and by the Contractor that the Contractor shall not be authorized to use the County's Tax Exemption status in any manner.

The Contractor shall be solely responsible for the payment and accounting of any and all applicable taxes and/or withholdings including but not limited to Social Security payroll taxes (FICA), associated with or stemming from Contractor's performance under this Agreement.

#### **ARTICLE 14 – AVAILABILITY OF FUNDS**

The County's obligations under this Agreement are contingent upon the lawful appropriation of sufficient funds, for that purpose, by the St. Johns County Board of County Commissioners. Pursuant to the requirements of Section 129.07, Florida Statutes, payment made under this Agreement shall not exceed the amount appropriate in the County's budget for such purpose in that fiscal year. Nothing in this Agreement shall create any obligation on the part of the Board of County Commissioners to appropriate such funds for the payment of services provided under this Agreement during any given County fiscal year. Moreover, it is expressly noted that the Contractor cannot demand that the County provide any such funds in any given County Fiscal Year.

#### **ARTICLE 15 - INSURANCE**

The Contractor shall not commence work under this Agreement until he/she has obtained all insurance required under this section and such insurance has been approved by the County. All insurance policies shall be issued by companies authorized to do business under the laws of the State of Florida. The Contractor shall furnish proof of Insurance to the County prior to the commencement of operations. The Certificate(s) shall clearly indicate the Contractor has obtained insurance of the type, amount, and classification as required by contract and that no material change or cancellation of the insurance shall be effective without thirty (30) days prior written notice to the County. Certificates shall specifically include the County as Additional Insured for all lines of coverage except Workers' Compensation and Professional Liability. A copy of the endorsement must accompany the certificate. Compliance with the foregoing requirements shall not relieve the Contractor of its liability and obligations under this Agreement.

Certificate Holder Address:     St. Johns County, a political subdivision of the State of Florida  
   500 San Sebastian View  
   St. Augustine, FL 32084

The Contractor shall maintain throughout the duration of this Agreement, Comprehensive General Liability Insurance with minimum limits of \$1,000,000 per occurrence, \$2,000,000 aggregate, to protect the Contractor from claims for damages for bodily injury, including wrongful death, as well as from claims of property damages which may arise from any operations under this contract, whether such operations be by the Contractor or by anyone directly employed by or contracting with the Contractor.

The Contractor shall maintain during the life of this Contract, Comprehensive Automobile Liability Insurance with minimum limits of \$300,000 combined single limit for bodily injury and property damage liability to protect the Contractor from claims for damages for bodily injury, including the ownership, use, or maintenance of owned and non-owned automobiles, including rented/hired automobiles whether such operations be by the Contractor or by anyone directly or indirectly employed by a Contractor.

The Contractor shall maintain during the life of this Contract, adequate Workers' Compensation Insurance in at least such amounts as are required by the law for all of its employees per Florida Statute 440.02.

In the event of unusual circumstances, the County Administrator or his designee may adjust these insurance requirements.

#### **ARTICLE 16 - INDEMNIFICATION**

The Contractor shall indemnify and hold harmless the County, and its officers, and employees, from liabilities, damages, losses, and costs, including, but not limited to, reasonable attorneys' fees, to the extent caused by the negligence, recklessness, intentional/unintentional conduct or omission of the Contractor and other persons employed or utilized by the Contractor.

#### **ARTICLE 17 – SUCCESSORS AND ASSIGNS**

The County and the Contractor each binds itself and its partners, successors, executors, administrators and assigns to the other party of this Agreement and to the partners, successors, executors, administrators and assigns of such other party, in

respect to all covenants of this Agreement. Except as above, neither the County nor the Contractor shall assign, sublet, convey or transfer its interest in this Agreement without the written consent of the other. Nothing herein shall be construed as creating any personal liability on the part of any officer or agent of the County, which may be a party hereto, nor shall it be construed as giving any rights or benefits hereunder to anyone other than the County and the Contractor.

#### **ARTICLE 18 – NO THIRD PARTY BENEFICIARIES**

It is expressly understood by the County, and the Contractor, and this Agreement explicitly states that no third party beneficiary status or interest is conferred to, or inferred to, any other person or entity.

#### **ARTICLE 19 – REMEDIES**

No remedy herein conferred upon any party is intended to be exclusive, or any other remedy, and each and every such remedy shall be cumulative and shall be in addition to every other remedy given hereunder or nor or hereafter existing at law or in equity or by statute or otherwise. No single or partial exercise by any party or any right, power, or remedy hereunder shall preclude any other or further exercise thereof.

In any action brought by either party for the enforcement of the obligations of the other party, the prevailing party shall be entitled to recover reasonable attorney's fees.

#### **ARTICLE 20 – CONFLICT OF INTEREST**

The Contractor represents that it presently has no interest and shall acquire no interest, either directly or indirectly, which would conflict in any manner with the performance of services required hereunder. The Contractor further represents that no person having any interest shall be employed for said performance.

The Contractor shall promptly notify the County, in writing, by certified mail, of all potential conflicts of interest for any prospective business association, interest or other circumstance, which may influence or appear to influence the Contractor's judgment or quality of services being provided hereunder. Such written notification shall identify the prospective business association, interest or circumstance, the nature of work that the Contractor may undertake and request an opinion of the County, whether such association, interest, or circumstance constitutes a conflict of interest if entered into by the Contractor.

The County agrees to notify the Contractor of its opinion by certified mail within thirty (30) days of receipt of notification by the Contractor. If, in the opinion of the County, the prospective business association, interest or circumstance would not constitute a conflict of interest by the Contractor, the County shall so state in the notification and the Contractor shall, at his/her option enter into said association, interest or circumstance and it shall be deemed not in conflict of interest with respect to services provided to the County by the Contractor under the terms of this Agreement.

#### **ARTICLE 21 – EXCUSABLE DELAYS**

The Contractor shall not be considered in default by reason of any delay in performance if such delay arises out of causes reasonably beyond the Contractor's control and without its fault or negligence. Such cases may include, but are not limited to: acts of God; the County's ommissive and commissive failures; natural or public health emergencies; freight embargoes; and severe weather conditions.

If delay is caused by the failure of the Contractor's sub-contractor(s) to perform or make progress, and if such delay arises out of causes reasonably beyond the control of the Contractor and its sub-contractor(s) and is without the fault or negligence of either of them, the Contractor shall not be deemed to be in default.

Upon the Contractor's request, the County shall consider the facts and extent of any delay in performing the work and, if the Contractor's failure to perform was without its fault or negligence, the Contract Schedule and/or any other affected provision of this Agreement shall be revised accordingly; subject to the County's right to change, terminate, or stop any or all of the Work at any time.

#### **ARTICLE 22 – DISCLOSURE AND OWNERSHIP OF DOCUMENTS**

The Contractor shall deliver to the County for approval and acceptance, and before being eligible for final payment of any amounts due, all documents and materials prepared by and for the County under this Agreement.

All written and oral information not in the public domain, or not previously known, and all information and data obtained, developed, or supplied by the County, or at its expense, shall be kept confidential by the Contractor and shall not be disclosed to any other party, directly or indirectly, without the County's prior written consent, unless required by a lawful order. All drawings, maps, sketches, and other data developed, or purchased under this Agreement, or at the County's

expense, shall be and remains the County's property and may be reproduced and reused at the discretion of the County.

The County and the Contractor shall comply with the provisions of Chapter 119, Florida Statutes (Public Records Law).

All covenants, agreements, representations and warranties made herein, or otherwise made in writing by any party pursuant hereto, including but not limited to, any representations made herein relating to disclosure or ownership of documents, shall survive the execution and delivery of this Agreement and the consummation of the transactions contemplated hereby.

#### **ARTICLE 23 – INDEPENDENT CONTRACTOR RELATIONSHIP**

The Contractor is, and shall be, in the performance of all work services and activities under this Agreement, an independent Contractor, and not an employee, agent, or servant of the County. All persons engaged in any of the work or services performed pursuant to this Agreement shall at all times and in all places be subject to the Contractor's sole direction, supervision, and control.

The Contractor shall exercise control over the means and manner in which it and its employees perform the work, and in all respects the Contractor's relationship and the relationship of its employees to the County shall be that of an independent Contractor and not as employees or agents of the County. The Contractor does not have the power or authority to bind the County in any promise, agreement or representation other than specifically provided for in this Agreement.

#### **ARTICLE 24 – CONTINGENT FEES**

Pursuant to Section 287.055(6), Florida Statutes, the Contractor warrants that it has not employed or retained any company or person, other than a bona fide employee working solely for the Contractor to solicit or secure this Agreement and that it has not paid or agreed to pay any person, company, corporation, individual, or firm, other than a bona fide employee working solely for the Contractor, any fee, commission, percentage, gift, or any other consideration contingent upon or resulting from the award or making of this Agreement.

Violation of this section shall be grounds for termination of this Agreement. If this Agreement is terminated for violation of this section, the County may deduct from the contract price, or otherwise recover, the full amount of such fee, commission, percentage, gift, or other consideration.

#### **ARTICLE 25 – ACCESS AND AUDITS**

The Contractor shall maintain adequate records to justify all charges, expenses, and costs incurred in performing the work for at least three (3) years after completion of this Agreement. The County shall have access to such books, records, and documents as required in this section for the purpose of inspection or audit during normal business hours, at the County's cost, upon five (5) days written notice.

#### **ARTICLE 26 – NONDISCRIMINATION**

The Contractor warrants and represents that all of its employees are treated equally during employment without regard to race, color, religion, physical handicap, sex, age or national origin.

#### **ARTICLE 27 – ENTIRETY OF CONTRACTUAL AGREEMENT**

The County and the Contractor agree that this Agreement, signed by both parties sets forth the entire agreement between the parties, and that there are no promises or understandings other than those stated herein, or are incorporated by reference into this Agreement. None of the provisions, terms, conditions, requirements, or responsibilities noted in this Agreement may be amended, revised, deleted, altered, or otherwise changed, modified, or superseded, except by written instrument, duly executed by authorized representatives of both the County, and the Contractor.

#### **ARTICLE 28 – ENFORCEMENT COSTS**

If any legal action or other proceeding is brought for the enforcement of this Agreement, or because of an alleged dispute, breach, default or misrepresentation in connection with any provisions of this Agreement, the successful or prevailing party or parties shall be entitled to recover reasonable attorney's fees, court costs and all reasonable expenses even if not taxable as court costs (including, without limitation, all such reasonable fees, costs and expenses incident to appeals), incurred in that action or proceedings, in addition to any other relief to which such party or parties may be entitled.

#### **ARTICLE 29 – COMPLIANCE WITH APPLICABLE LAWS**

Both the County and the Contractor shall comply with any and all applicable laws, rules, regulations, orders, and policies

of the County, State, and Federal Governments.

### **ARTICLE 30 – AUTHORITY TO PRACTICE**

The Contractor hereby represents and warrants that it has and shall continue to maintain all licenses and approvals required to conduct its business, and that it shall at all times, conduct its business activities in a reputable manner.

### **ARTICLE 31 – SEVERABILITY**

If any term or provision of this Agreement, or the application thereof to any person or circumstances shall, to any extent, be held invalid or unenforceable, the remainder of this Agreement, or the application of such items or provision, to persons or circumstances other than those as to which it is held invalid or unenforceable, shall not be affected and every other term and provision of this Agreement shall be deemed valid and enforceable to the extent permitted by law.

### **ARTICLE 32 - AMENDMENTS AND MODIFICATIONS**

No amendments or modifications of this Agreement shall be valid unless in writing and signed by each of the parties.

The County reserves the right to make changes in the work, including alterations, reductions therein or additions thereto. Upon receipt by the Contractor of the County's notification of a contemplated change, the Contractor shall: (1) if requested by the County, provide an estimate for the increase or decrease in cost due to the contemplated change; (2) notify the County of any estimated change in the completion date; and (3) advise the County in writing if the contemplated change shall effect the Contractor's ability to meet the completion dates or schedules of this Agreement. If the County instructs in writing, the Contractor shall suspend work on that portion of the project, pending the County's decision to proceed with the change. If the County elects to make the change, the County shall issue a Change Order for changes, or a contract change order, if the original contract is to be changed or amended the Contractor shall not commence work on any such change until such written change order has been issued and signed by each of the parties.

### **ARTICLE 33 – FLORIDA LAW & VENUE**

This Agreement shall be governed by the laws of the State of Florida. Any and all legal action necessary to enforce this Agreement shall be held in St. Johns County, Florida.

### **ARTICLE 34 – ARBITRATION**

The County shall not be obligated to arbitrate or permit any arbitration binding on the County under any of the Contract Documents or in connection with the project in any manner whatsoever.

### **ARTICLE 35 - NOTICES**

All notices required in this Agreement shall be sent by certified mail, return receipt requested, and if sent to the County shall be mailed to:

St. Johns County Purchasing Department  
**Attn: Purchasing Manager**  
500 San Sebastian View  
St. Augustine, FL 32084

and if sent to the Contractor shall be mailed to:

Presidio Networked Solutions LLC  
**Attn: Ray Watkins, Account Manager**  
8647 Baypine Road, Suite 100  
Jacksonville, FL 32256

### **ARTICLE 36 - HEADINGS**

The heading preceding the articles and sections herein are solely for convenience of reference and shall not constitute a part of this Agreement, or affect its meaning, construction or effect.

### **ARTICLE 37 –PUBLIC RECORDS**

The cost of reproduction, access to, disclosure, non-disclosure, or exemption of records, data, documents, and/or materials, associated with this Agreement shall be subject to the applicable provisions of the Florida Public Records Law (Chapter 119, Florida Statutes), and other applicable State and Federal provisions. Access to such public records, may not be blocked, thwarted, and/or hindered by placing the public records in the possession of a third party, or an unaffiliated party.

In accordance with Florida law, to the extent that Contractor's performance under this Contract constitutes an act on behalf of the County, Contractor shall comply with all requirements of Florida's public records law. Specifically, if Contractor is expressly authorized, and acts on behalf of the County under this Agreement, Contractor shall:

- (1) Keep and maintain public records that ordinarily and necessarily would be required by the County in order to perform the Services;
- (2) Upon request from the County's custodian of public records, provide the County with a copy of the requested records or allow the records to be inspected or copied within a reasonable time at a cost that does not exceed the cost as provided in Chapter 119, Florida Statutes, or as otherwise provided by law;
- (3) Ensure that public records related to this Agreement that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by applicable law for the duration of this Agreement and following completion of this Agreement if the Contractor does not transfer the records to the County; and
- (4) Upon completion of this Agreement, transfer, at no cost, to the County all public records in possession of the Contractor or keep and maintain public records required by the County to perform the Services.

If the Contractor transfers all public records to the County upon completion of this Agreement, the Contractor shall destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. If the Contractor keeps and maintains public records upon completion of this Agreement, the Contractor shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to the County, upon request from the County's custodian of public records, in a format that is compatible with the County's information technology systems.

Failure by the Contractor to comply with the requirements of this section shall be grounds for immediate, unilateral termination of this Agreement by the County.

**IF THE CONTRACTOR HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO ITS DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS AGREEMENT, CONTACT THE CUSTODIAN OF PUBLIC RECORDS AT: 500 San Sebastian View, St. Augustine, FL 32084, (904) 209-0805, [publicrecords@sjcfl.us](mailto:publicrecords@sjcfl.us)**

**ARTICLE 38 – USE OF COUNTY LOGO**

Pursuant to, and consistent with, County Ordinance 92-2 and County Administrative Policy 101.3, the Contractor may not manufacture, use, display, or otherwise use any facsimile or reproduction of the County Seal/Logo without express written approval St. Johns County, Florida.

**ARTICLE 39 – SURVIVAL**

It is explicitly noted that the following provisions of this Agreement, to the extent necessary, shall survive any suspension, termination, cancellation, revocation, and/or non-renewal of this Agreement, and therefore shall be both applicable and enforceable beyond any suspension, termination, cancellation, revocation, and/or non-renewal: (1) Truth-in-Negotiation; (2) Federal and State Taxes; (3) Insurance; (4) Indemnification; (5) Access and Audits; (6) Enforcement Costs; and (7) Access to Records.

**ARTICLE 40 – AUTHORITY TO EXECUTE**

Each party represents that it has the lawful authority to enter into this Agreement and has authorized the execution of this Agreement by the party's authorized representative shown below.

-----  
**Bid No. 21-94; Cisco Call Manager Flex License Subscription**  
**Master Contract #: \_\_\_\_\_**

IN WITNESS WHEREOF, authorized representatives of the County and Contractor have executed this Agreement on the day and year below noted.

**COUNTY:**

St. Johns County, FL

Full Legal Name

By: \_\_\_\_\_

Signature County Representative

Leigh A. Daniels, CPPB

Printed Name – County Representative

Purchasing Manager

Printed Title – County Representative

\_\_\_\_\_  
Date of Execution

**CONTRACTOR:**

Presidio Networked Solutions LLC

Full Legal Company Name

By: \_\_\_\_\_

Signature of Contractor Representative

\_\_\_\_\_  
Printed Name & Title

\_\_\_\_\_  
Date of Execution

**ATTEST:**

**ST. JOHNS COUNTY, FL**

**CLERK OF THE CIRCUIT COURT & COMPTROLLER**

\_\_\_\_\_  
Deputy Clerk

\_\_\_\_\_  
Date of Execution

**LEGALLY SUFFICIENT**

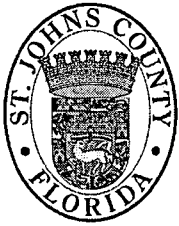
\_\_\_\_\_  
Deputy County Attorney

\_\_\_\_\_  
Date of Execution

**Bid No. 21-94; Cisco Call Manager Flex License Subscription**  
**Master Contract #: \_\_\_\_\_**

**EXHIBIT C**  
**PRICING BREAKDOWN**

| <u>Year</u> | <u>Annual Price</u>           |
|-------------|-------------------------------|
| 1           | 86,050.00 \$                  |
| 2           | 83,550.00 \$                  |
| 3           | 83,550.00 \$                  |
| 4           | 83,550.00 \$                  |
| 5           | 83,550.00 \$                  |
|             | Total Price \$ <b>420,250</b> |



## St. Johns County Board of County Commissioners

Purchasing Division

### NOTICE OF INTENT TO AWARD

June 28, 2021

**RE:** Bid No: 21-94; Cisco Call Manager Flex License Subscription

Please be advised that the St. Johns County Purchasing Division is issuing this Notice of Intent to Award a contract to Presidio Networked Solutions LLC, as the lowest responsive, responsible bidders for Bid No: 21-94; Cisco Call Manager Flex License Subscription. This notice will remain posted until 9:00 AM, Thursday, July 1, 2021.

Any person (including any bidder or proposer) who is, or claims to be, adversely affected by the County's decision or proposed decision shall file a written Notice of Protest with the Purchasing Department of St. Johns County within 72 hours after the posting of the notice of decision or proposed decision. Failure to file a Notice of Protest within the time prescribed in Section 304.10 of the St. Johns County Purchasing Manual (the Bid Protest Procedure), or failure to post the bond or other security required by the County within the time allowed for filing a bond, shall constitute a waiver of proceedings and a waiver of the right to protest. The protest procedures may be obtained from the Purchasing Department and are included in the County's Purchasing Manual. All of the terms and conditions of the County Purchasing Manual are incorporated herein by reference and are fully binding.

Should the Purchasing Division receive no protests in response to this notice, an agenda item will be submitted to the St. Johns County Board of County Commissioners for their consideration and subsequent approval to award contracts.

Please forward all correspondence, requests or inquiries directly to April Bacon, Purchasing Buyer at [abacon@sjcfl.us](mailto:abacon@sjcfl.us).

Sincerely,  
**St. Johns County**  
**Board of County Commissioners**

  
County Representative Signature

Date: 6/28/21

Leigh A. Daniels, CPPB  
Purchasing Manager  
(904) 209-0154 – Direct  
(904) 209-0155 – Fax  
[ldaniels@sjcfl.us](mailto:ldaniels@sjcfl.us)



ST. JOHNS COUNTY  
 PURCHASING DEPARTMENT  
 500 San Sebastian View  
 St. Augustine, Florida 32084

I N T E R O F F I C E M E M O R A N D U M

**TO:** Wylie Thibault, Director of Information Systems  
**FROM:** April Bacon, Purchasing Buyer  
**SUBJECT:** Bid No. 21-94; Cisco Call Manager Flex License Subscription  
**DATE:** June 16, 2021

Attached are copies of the bid proposals received for the above mentioned bid along with a copy of the Bid Tabulation Sheet.

Please review, evaluate and make a written recommendation for this project. Also, indicate the budgeted amount for this item along with the appropriate charge code and return to my attention as soon as possible.

Please let me know if I can assist your department in any other way.

Department Head Approval Wylie Thibault

Date 6-22-21

Budget Amount \$89,641

Account Funding Title Contractual Services

Funding Charge Code 0012-53120 \$73,531; 1258-53120 \$5,313; 0108-53120

Award to Presidio Networked Solutions, LLC 4409-53120 \$6,732 \$7,065

Award Amount \$467,643.05 over 5 years  
\$86,050.- 1st year

**ST. JOHNS COUNTY  
BID TABULATION**

**BID TITLE** CISCO CALL MANAGER FLEX LISCENSE SUBSCRIPTION

**BID NUMBER** 21-94

**OPENING DATE/TIME** June 16, 2021 2:00 PM

**POSTING DATE/TIME** 06/16/21 4:00 PM FROM 06/21/21 4:00 PM UNTIL

ANY BIDDER AFFECTED ADVERSELY BY AN INTENDED  
DECISION WITH RESPECT TO THE AWARD OF ANY BID,  
SHALL FILE WITH THE PURCHASING DEPARTMENT FOR  
ST. JOHNS COUNTY, A WRITTEN NOTICE OF INTENT  
FILE A PROTEST NOT LATER THAN SEVENTY-TWO (72)  
HOURS (EXCLUDING SATURDAY, SUNDAY AND LEGAL  
HOLIDAYS) AFTER THE POSTING OF THE BID TABULATION  
PROTEST PROCEDURES MAY BE OBTAINED IN THE  
PURCHASING DEPARTMENT.

**OPENED BY**  
**TABULATED BY**  
**VERIFIED BY**

APRIL BACON *AB*  
DAVID PYLE *DP*  
APRIL BACON *AB*

| BIDDERS                          | TOTAL PRICE  |  |  |  |  |  |  |
|----------------------------------|--------------|--|--|--|--|--|--|
| VEYTEC                           | \$467,643.05 |  |  |  |  |  |  |
| PRESIDIO NETWORKED SOLUTIONS LLC | \$420,250.00 |  |  |  |  |  |  |
|                                  |              |  |  |  |  |  |  |
|                                  |              |  |  |  |  |  |  |
|                                  |              |  |  |  |  |  |  |
|                                  |              |  |  |  |  |  |  |
|                                  |              |  |  |  |  |  |  |

BID AWARD DATE - \_\_\_\_\_



**COPY**

# St. Johns County Board of County Commissioners

## Cisco Call Manager Flex License Subscription

Response To: Bid No: 21-94



**April Bacon**  
**Purchasing Buyer**

500 San Sebastian View  
St. Augustine FL 32084  
Phone: 904-209-0150 E-  
mail: [abacon@sjcfl.us](mailto:abacon@sjcfl.us)



June 16, 2021

St. Johns County Board of County Commissioners  
Purchasing Department  
Attn: April Bacon, Purchasing Buyer  
500 San Sebastian View  
St. Augustine, FL 32084

***Subject: Cisco Call Manager Flex License Subscription  
Bid No: 21-94***

Dear Ms. Bacon:

Thank you for giving us the opportunity to respond to the above-referenced solicitation. The St. Johns County Board of County Commissioners (County) is seeking a five year flex license subscription for the County's existing Cisco Call Manger to be paid annually. Presidio understands that the licensing model has changed from a perpetual license to an annual subscription license. Presidio Networked Solutions LLC (Presidio) understands the terms and conditions and can provide the County with the products and services desired that will meet or exceed your expectations.

Presidio is one of the largest and most adept providers of advanced technology solutions and services. We are passionate about driving results for our clients, delivering the highest quality of products and services to help them unlock the unlimited potential of a completely connected world.

Presidio recognizes that in today's business climate, IT investments need to be strategic and practical to have immediate impact.

In 2000, Presidio was awarded a Premier partnership with Cisco, which was upgraded to Gold Partner status in 2001. In 2021, Cisco changed its partner program designations and Presidio is now a Cisco Gold Integrator. The Gold Integrator Partner designation offers the highest level of branding, economic incentives, and differentiation as a reward for loyalty to Cisco, for capabilities in providing value-added services, and for a commitment to customer success.

Presidio's designated Account Manager for St. Johns County BOCC is Ray Watkins. He is the primary point of contact concerning our proposal content. His direct contact information is:

**Presidio Networked Solutions LLC**

Ray Watkins, Account Manager

Phone: 904-236-5503 | Cell: 904-200-0221 | E-mail: [rwatkins@presidio.com](mailto:rwatkins@presidio.com)

# PRESIDIO®

If you have any questions or concerns regarding our proposal submission, please contact Ray Watkins via the phone number or email address provided above.

Sincerely,



Keith Strohmman  
Senior Director

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## TABLE OF EXHIBITS

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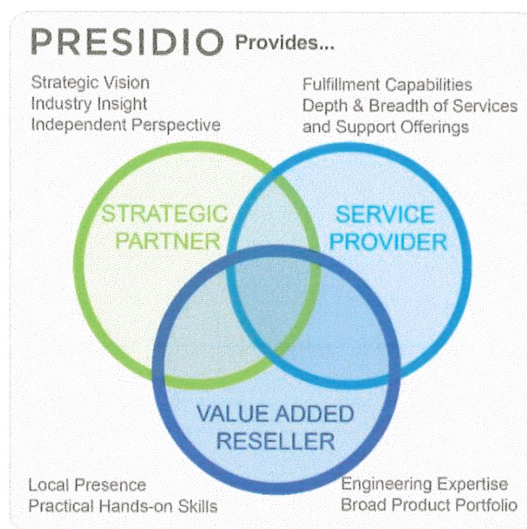
## 1 COMPANY OVERVIEW

Presidio is one of the largest and most adept providers of advanced technology solutions and services. We are passionate about driving results for our clients, delivering the highest quality of products and services to help them unlock the unlimited potential of a completely connected world.

Presidio recognizes that in today's business climate, IT investments need to be strategic and practical to have immediate impact. Our holistic approach blends experience and expertise with proven processes and technologies to satisfy our clients' technical business objectives, providing significant value differentiation.

As one of the largest solution providers in the U.S., Presidio combines experience and stability with regional expertise and service, so St. Johns BOCC can rest assured we will be there to help you locally with the ability to cover your global business needs.

Presidio collaborates with technology vendors who drive innovation and are indisputable leaders of the IT industry. Our significant investment with select strategic partners allows us to achieve broad and deep sets of technical capabilities. Presidio has more than 3,000 IT professionals, 1,600+ of whom are highly certified consulting engineers, based conveniently in offices throughout the U.S. Our 95 percent client retention rate and annual growth rates demonstrate our passion for driving client results.



We are not just trusted partners; we enable new thinking that can benefit St. Johns BOCC now and in the future.

## PRESIDIO'S VALUE ADD

Presidio's superior expertise is our core strength. Our clients view Presidio as an extension of their organization proactively working with them to identify opportunities and apply solutions that improve technology challenges and satisfy business objectives. By taking the time to understand how our clients define success, Presidio designs enduring solutions that meet your immediate needs, and prepare you for tomorrow.

One of Presidio's main competitive advantages is our ability to integrate complex, multi-technology environments. We have the technical expertise to navigate and assess unique IT challenges, interpret requirements, and transform the latest technology innovations into meaningful enhancements to our clients' existing infrastructure. We combine the strategic vision, planning skills, and business acumen typically found in only the largest consulting companies, with the actionable, results-oriented approach of systems integrators. We provide the right levels of support using the most cost-effective programs available. In summary, Presidio offers the following:

|                  |  |
|------------------|--|
| <b>INSIGHT</b>   | <ul style="list-style-type: none"> <li>• Collaborative and Consultative Approach to Solving for IT and Business Challenges</li> <li>• Strategic Engagement Framework for complex integration projects</li> <li>• Experience and Depth with top Innovators in Market</li> </ul> |
| <b>INTEGRITY</b> | <ul style="list-style-type: none"> <li>• Architect Solutions we Know will work</li> <li>• Focused on Business impact from the start</li> <li>• Design for short term/long term problem solving</li> </ul>  |
| <b>ASSURANCE</b> | <ul style="list-style-type: none"> <li>• Able to help you support any solution and environment</li> <li>• Financial strength to help find right procurement and financing models</li> <li>• Customer satisfaction and Client Experience focused delivery model</li> </ul>      |

## PRESIDIO HELPS TRANSFORM YOUR BUSINESS

Presidio designs and implements innovative solutions that create value and allow organizations to increase responsiveness, manage decreasing resources, and increase collaboration.

Organizations across all industries are challenging their IT teams to transform their businesses by implementing advanced technologies to better connect employees, business partners, and customers in an increasingly global marketplace. At the same time, organizations are looking to technology to enable innovation, IT teams are asked to reduce capital investments, deliver IT as a Service (ITaaS), and meet increasingly complex regulatory and compliance requirements.

Presidio can help. We design and implement innovative solutions that create value, and allow organizations to increase responsiveness, manage decreasing resources, and increase interagency collaboration.

*Our knowledge of advanced technologies paired with our broad portfolio of solutions and services offerings will help St. Johns BOCC:*

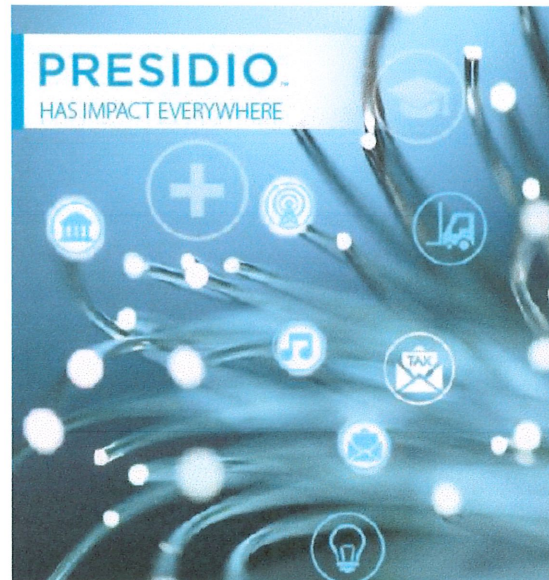
- ✓ Accelerate technology adoption
- ✓ Reduce operational costs
- ✓ Improve risk management and security
- ✓ Focus IT team on strategic priorities

### 1.1 HISTORY AND LINES OF BUSINESS

Presidio is an IT infrastructure solutions provider that services approximately 8,500 clients across a broad range of industries in the United States and abroad. Our nearly 1,600+ engineers assist our clients in designing, procuring, implementing, and managing IT infrastructures. We provide services to our predominantly middle-market client base covering cloud, modernizing infrastructure, workforce transformation, and security, including networking, data centers, mobility, security, collaboration, and contact centers. Our developed solutions incorporate technologies from over 500 leading OEMs, and we have over 3,000 employees in worldwide offices available to help our clients locally.

We believe that we are positioned uniquely to take advantage of the markets in which we operate because of our expertise and specialization. We focus on the middle-market segment of the IT services market. Since most large-scale IT service providers focus on larger enterprises and because smaller regional competitors are unable typically to provide end-to-end solutions, we believe the middle market is under-penetrated and under-served.

In February 2015, we were acquired by funds affiliated with Apollo Global Management. On March 10, 2017, Presidio became a publicly traded company on the NASDAQ exchange. On December 19, 2019, we were acquired by funds affiliated with BC Partners and continue to operate as Presidio. Presidio's common stock was delisted from the NASDAQ.



Some of our business units date back to 1985, and since inception, we have grown from a regional, network-focused provider to a leading U.S. solutions provider to a global solutions provider that offers a comprehensive suite of IT infrastructure solutions. Our early focus was on expanding our regional presence and skill set expertise through both organic and acquisitive growth. By 2010, we had completed six acquisitions that complemented our core services businesses, which also expanded our presence to 33 offices in 18 states. Since 2010, we have completed several additional acquisitions, creating one of the largest IT services providers in the nation with offices throughout the United States and abroad.

On August 5, 2020, Presidio announced the acquisition of Coda Global, based in Dallas, TX, to strengthen Presidio's stance as a leading provider of secure, hybrid-cloud infrastructures. Coda Global's expertise, combined with Presidio's existing Cloud Group and our market-leading Infrastructure and Security Teams, enables Presidio to provide comprehensive hybrid cloud solutions that are unmatched in the industry. With this acquisition, Presidio's cloud-native consulting expertise guides organizations through every stage of the cloud journey, offering technology solutions to meet current business needs while providing the ability to scale as the business grows. From migrating legacy applications to the cloud to modernizing existing applications to delivering custom application development, Presidio positions its clients for secure, agile innovation.

On January 5, 2021, Presidio announced the completion of its acquisition of Arkphire, headquartered in Dublin, Ireland. Arkphire is a leading IT product procurement and services company serving customers internationally across more than 90 countries. The combined capabilities of Presidio and Arkphire create a new global IT solutions business with an ability to serve customers in all major markets. The combined entity creates a full services lifecycle business with global managed services capabilities for customers and stronger solution offerings and services capabilities for customers at scale.

Presidio operates primarily through two wholly-owned subsidiaries:

- Presidio Networked Solutions, a leading provider of life-cycle based IT infrastructure solutions and services for the enterprise, commercial and government markets; and,
- Presidio Technology Capital, an IT infrastructure leasing company.

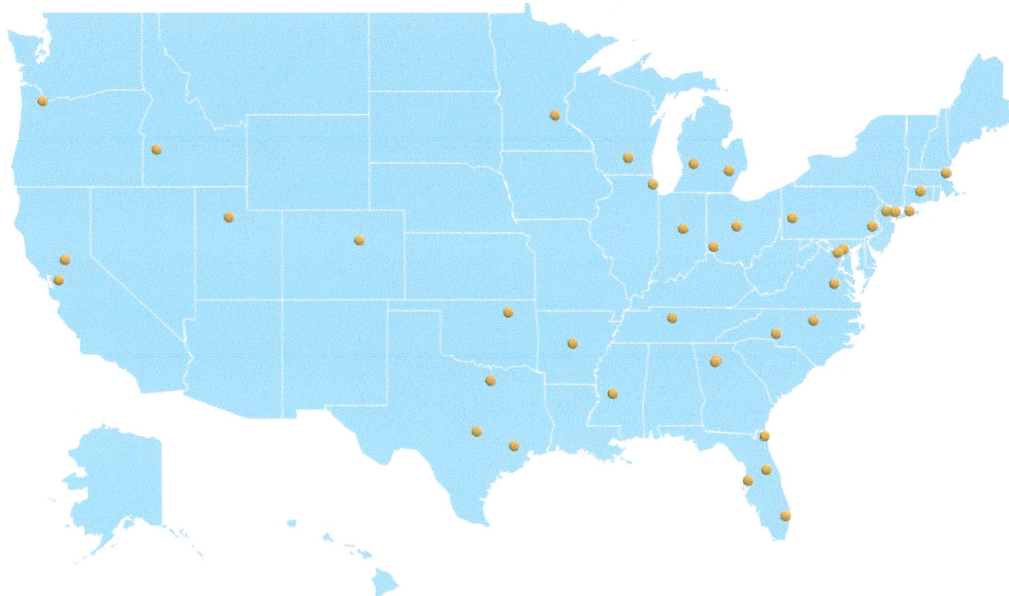
These subsidiaries broaden Presidio’s portfolio and enhance our technical capabilities to satisfy the diverse technology requirements and business objectives of growing and established companies. The result is a comprehensive portfolio of solutions and services that includes:

| PRESIDIO NETWORKED SOLUTIONS               |  |
|--|--|
| <b>PROFESSIONAL SOLUTIONS AND SERVICES</b> | <p>Design and deployment of the following solution areas:</p> <ul style="list-style-type: none"> <li>• Core Network and Wireless Infrastructure</li> <li>• Unified Communications and Collaboration</li> <li>• TelePresence/Video Conferencing</li> <li>• Data Center and Storage</li> <li>• Cloud Solutions/Capacity on Demand</li> <li>• Cyber Security</li> <li>• Mobility</li> <li>• Contact Center</li> </ul> <p>Comprehensive services and support:</p> <ul style="list-style-type: none"> <li>• <b>Consulting Services:</b> Proven expertise across both business processes and leading technologies, following industry best practices to help clients develop successful strategic IT plans.</li> <li>• <b>Solution Deployment and Integration:</b> Credentialed experts with real-world experience design and deploy solutions that leverage existing systems and integrate with emerging technologies.</li> <li>• <b>Collaborative Maintenance Services:</b> Support and management of manufacturer provided maintenance contracts.</li> <li>• <b>Presidio Field Services:</b> Flexible and scalable planning, coordination, and rollout of technologies to meet diverse requirements.</li> <li>• <b>Supplemental Engineering Services:</b> Provision of the “right resource at the right cost at the right time.”</li> </ul> |
| <b>GLOBAL SERVICES</b>                     | <p>Enables multinational customers to deploy IT solutions globally with:</p> <ul style="list-style-type: none"> <li>• Global hardware procurement, logistics, and services with multi-national and cross-border quoting and invoicing capabilities.</li> <li>• Global Project Management/Logistics globally orchestrated and locally delivered.</li> <li>• Customized Cost-Effective Solutions to accommodate IT budgets, regardless of location.</li> <li>• Global Project Management/Logistics orchestrated and delivered.</li> </ul>  |
| <b>MANAGED SERVICES</b>                    | <ul style="list-style-type: none"> <li>• Network Management and Monitoring</li> <li>• Managed Security and Risk Services</li> <li>• Data Center Managed Services</li> <li>• Storage Management Services</li> </ul>   |

|                                    |  |
|------------------------------------|--|
|                                    | <ul style="list-style-type: none"> <li>• Hosted Collaboration Services</li> <li>• Video and Telepresence Management</li> <li>• Contact Center Management Service</li> <li>• Telephony and Unified Communications Management</li> <li>• Telecom Carrier Consulting and Solution</li> </ul>  |
| <b>PRESIDIO TECHNOLOGY CAPITAL</b> |  |
| <b>EQUIPMENT FINANCING</b>         | <ul style="list-style-type: none"> <li>• Traditional Master Lease Agreement</li> <li>• Technology Acquisition Leasing Lines</li> <li>• Project Finance – “As a Service” Solutions</li> <li>• Capacity on Demand</li> <li>• Qualifying Tier 1 Minority Business Enterprise (MBE) Credits</li> <li>• Payment Agreements</li> <li>• Presidio Access Support System – Asset Management System</li> </ul> |

**1.2 OUR PRESENCE**

Presidio operates nationally and globally with over 2,800 employees in offices strategically located throughout the U.S. and worldwide. We deliver services to clients outside the U.S. through our subsidiary Arkphire and an international partner network reaching more than 150 countries. Presidio is licensed to do business in all 50 States, with over 40 offices in the U.S. Presidio’s headquarters is One Penn Plaza, New York, NY 10119.



**Exhibit 1. Presidio’s Offices**

Presidio’s global offices are located in Brazil, India, Ireland, Singapore, and the United Kingdom.

For the current list of office locations, see the following page at Presidio.com:

<http://www.presidio.com/our-company/locations>

### 1.3 FINANCIAL STABILITY

Presidio is a financially secure and diversified company generating well over \$3B of revenue per year. We have an exceptionally strong balance sheet that has enabled us to sustain annual growth rates. At a time when the technology industry in particular has weathered challenging market conditions, Presidio has remained a picture of stability, growth, and excellence in leadership and management. Our financial stability and access to ample credit ensures our ability to support our customers with any resources required.

Our core solutions address a number of technology megatrends, including cloud, security, mobility, Big Data, virtualization, and collaboration. They span the entire IT infrastructure life cycle, from planning and design, to implementation and testing, to managed services and support. Presidio is positioned well to capitalize on favorable industry tailwinds and is a significant beneficiary of the increasing complexity and continued innovation in the IT marketplace.

Presidio serves clients through a unique, localized delivery model and differentiates on technical expertise and the superior breadth of our services and solutions. As the nation's leading IT infrastructure solutions provider, Presidio combines (i) the strategic vision, engineering capabilities, project management, and business acumen generally associated with the largest consulting firms, with (ii) the client service and long-term client partnership orientation of smaller system integrators. This specialized approach has helped drive consistent annual growth and a 95 percent client retention rate.

Presidio has never engaged in any bankruptcy proceedings and currently is not involved in any lawsuits.

Since Presidio is not a publicly traded company, we do not provide financial information as a standard course of business. However, we can provide St. Johns BOCC audited financial statements for our parent company on a confidential basis and only upon receipt of an executed Non-Disclosure Agreement.

#### QUICK FACTS

- Local presence in US offices & global scale – 8,500+ clients in US, Europe & Asia
- 2,800+ employees – 1,600+ are highly certified consulting engineers with 6,000 certifications
- Deep, strategic partnerships with leading innovators in the IT industry
- Multi-billion dollar company with exceptionally strong balance sheet
- Market leadership validated by annual growth rates
- Passion for driving client results – 95 percent client retention, best-in-class client satisfaction



## **2 BID FORM**

Presidio includes Bid Form on the pages that follow.

**BID NO: 21-94**

**OFFICIAL COUNTY BID FORM  
ST. JOHNS COUNTY, FLORIDA**

**PROJECT: CISCO CALL MANAGER FLEX LICENSE SUBSCRIPTION**

**TO: THE BOARD OF COUNTY COMMISSIONERS OF ST. JOHNS COUNTY, FLORIDA**

**DATE SUBMITTED: June 16, 2021**

**BID PROPOSAL OF**

Presidio Networked Solutions LLC

Full Legal Company Name

8647 Baypine Road, Suite 100 Building 1 Jacksonville FL 32256

904-236-5503

Mailing Address

Telephone Number

Fax Number

Bidders: Having become familiar with requirements of the project, and having carefully examined the Bidding Documents and Specifications entitled for Bid No: 21-94; Cisco Call Manager Flex License Subscription in St. Johns County, Florida, the undersigned proposes to furnish all materials, labor and equipment, supervision and all other requirements necessary to comply with the Contract Documents to submit the following Bid Proposal summarized as follows:

**TOTAL PRICE:** (Total of Annual Price for all Five (5) Years; as per specifications)

\$420,250.00

Total Price (Numerical)

Four Hundred Twenty Thousand Two Hundred Fifty /100 Dollars

Total Price (Amount written or typed in words)

Bidder shall insert the Total Price in numerals and in words. Any discrepancy between the submitted amounts shall be determined by the amount written in words.

The pricing submitted above shall include any and all fees, taxes, surcharges, and any other costs associated with performing the work required by this Contract. All pricing submitted above shall be the final price charged to the County for work performed.

The Annual Flex License Subscription and the Total Price for Five Years of Annual Flex License Subscriptions offered in this Bid Proposal shall remain firm for a period of ninety (90) days from the Bid opening date.

During the preparation of the Bid, the following addenda, if any, were received:

N/A

No.: \_\_\_\_\_ Date Received:

No.: \_\_\_\_\_ Date Received:

No.: \_\_\_\_\_ Date Received:

We, the undersigned, hereby declare that no person or persons, firm or corporation, other than the undersigned are interested, in this proposal, as principals, and that this proposal is made without collusion with any person, firm or corporation, and we have carefully and to our satisfaction examined the Bid Documents and Project Specifications.

We have made a full examination of the proposed work and the sources of supply for any specified materials, and we hereby agree to furnish all necessary labor, equipment and materials, fully understanding that any quantities shown therewith are approximate only, and that we will fully complete all requirements therein as prepared by the Owner, within the same time limit specified in the Bid Documents as indicated above.

If the Undersigned is notified of the acceptance of this Bid Proposal by the Board within ninety (90) calendar days for the time set for the opening of Bids, the Undersigned further agrees, to execute a contract for the above work within ten (10) days after notice that his Bid has been accepted for the above stated compensation in the form of a Contract presented by the Owner.

**BID NO: 21-94**

**CORPORATE/COMPANY**

Full Legal Company Name: Presidio Networked Solutions LLC (Seal)

By:  Keith Strohman, Senior Director  
Signature of Authorized Representative (Name & Title typed or printed)

By: \_\_\_\_\_  
Signature of Authorized Representative (Name & Title typed or printed)

Address: 8647 Baypine Road, Suite 100, Building 1, Jacksonville FL 32256

Telephone No.: (301)313-2141 Fax No.: ( )

Email Address for Authorized Company Representative: kstrohman@presidio.com

Federal I.D. Tax Number: 58-1667655 DUNS #: 15-405-0959  
(If applicable)

**INDIVIDUAL**

Name: \_\_\_\_\_  
(Signature) (Name typed or printed) (Title)

Address: \_\_\_\_\_

Telephone No.: ( ) Fax No.: \_\_\_\_\_

Email Address: \_\_\_\_\_

Federal I.D. Tax Number: \_\_\_\_\_

- Submittal Requirements:
- Official County Unit Price Bid Form
  - Attachment "A" – Pricing Breakdown
  - Attachment "B" – St Johns County Board of County Commissioners Affidavit
  - Attachment "C" – Conflict of Interest Disclosure Form
  - Attachment "D" – Drug-Free Workplace Form
  - Attachment "E" – Local Preference
  - Attachment "F" – E-Verify Affidavit
  - Fully Acknowledged Addenda Applicable to this bid

Official County Bid Form, Attachments, and a fully acknowledged copy of each Addendum applicable to this Bid and submitted with each copy of the Bid Proposal.



### **3 REQUIRED ATTACHMENT FORMS**

#### **3.1 ATTACHMENT “A” – PRICING BREAKDOWN**

Presidio includes Attachment A – Pricing Breakdown on the page that follows.

**BID NO.: 21-94; CISCO CALL MANGER FLEX LICENSE SUBSCRIPTION**

**ATTACHMENT "A"**  
**PRICING BREAKDOWN**

| <u>Year</u> | <u>Annual Price</u>           |
|-------------|-------------------------------|
| 1           | 86,050.00 \$                  |
| 2           | 83,550.00 \$                  |
| 3           | 83,550.00 \$                  |
| 4           | 83,550.00 \$                  |
| 5           | 83,550.00 \$                  |
|             | Total Price \$ <b>420,250</b> |

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### **3.2 ATTACHMENT “B” – ST. JOHNS COUNTY BOARD OF COMMISSIONERS AFFIDAVIT**

Presidio includes Attachment B – St. Johns County Board of Commissioners Affidavit on the page that follows.

**BID NO.: 21-94; CISCO CALL MANGER FLEX LICENSE SUBSCRIPTION**

**ATTACHMENT "B"**  
**ST. JOHNS COUNTY, BOARD OF COUNTY COMMISSIONERS AFFIDAVIT**

TO: ST. JOHNS COUNTY, BOARD OF COUNTY COMMISSIONERS,  
ST. JOHNS COUNTY, ST. AUGUSTINE, FLORIDA.

At the time the proposal is submitted, the Bidder shall attach to his Bid a sworn statement.

This sworn statement shall be an affidavit in the following form, executed by an officer of the firm, association, or corporation submitting the proposal, and shall be sworn to before a person who is authorized by law to administer oaths.

STATE OF FLORIDA, COUNTY OF ST. JOHNS

Before me, the Undersigned authority, personally appeared Keith Strohman who being duly sworn, deposes and says he is Senior Director (Title) of the firm of Presidio Network Solutions LLC Bidder submitting the attached proposal for the services covered by the bid documents for Bid No: 21-94; Cisco Call Manager Flex License Subscription, in St. Johns County, Florida.

The affiant further states that no more than one proposal for the above-referenced project will be submitted from the individual, his firm or corporation under the same or different name, and that such Bidder has no financial interest in the firm of another bidder for the same work. That neither he, his firm, association nor corporation has either directly or indirectly entered into any agreement, participated in any collusion, nor otherwise taken any action in restraint of free competitive bidding in connection with this firm's Bid on the above-described project. Furthermore, neither the firm nor any of its officers are barred from participating in public contract lettings in the State of Florida or any other state.

DATED this 8<sup>th</sup> day of June, 2021.

[Signature]  
Signature of Affiant

Keith Strohman, Senior Director  
Printed Name & Title of Affiant

Presidio Network Solutions LLC  
Full Legal Name of Consultant/Contractor

Sworn to (or affirmed) and subscribed before me by means of  physical presence or  online notarization, this 8 day of June, 2021, by Keith Strohman, who is personally known to me or has produced Maryland license as identification.

[Signature]  
Notary Public  
My Commission Expires: 06/19/2023



BIDDER ON ALL COUNTY PROJECTS MUST EXECUTE AND ATTACH THIS AFFADAVIT TO EACH BID.

---

### **3.3 ATTACHMENT “C” – CONFLICT OF INTEREST DISCLOSURE FORM**

Presidio includes Attachment C – Conflict of Interest Disclosure Form on the page that follows.

**BID NO.: 21-94; CISCO CALL MANAGER FLEX LICENSE SUBSCRIPTION**

**ATTACHMENT "C"**  
**CONFLICT OF INTEREST DISCLOSURE FORM**

Project (RFQ, RFP, BID) Number/Description: Bid No 21-94; Cisco Call Manger Flex License Subscription

The term "conflict of interest" refers to situations in which financial or other considerations may adversely affect, or have the appearance of adversely affecting a consultant's/contractor's professional judgment in completing work for the benefit of St. Johns County ("County"). The bias such conflicts could conceivably impart may inappropriately affect the goals, processes, methods of analysis or outcomes desired by the County.

Consultants/Contractors are expected to safeguard their ability to make objective, fair, and impartial decisions when performing work for the benefit of the County. Consultants/Contractors, therefore must there avoid situations in which financial or other considerations may adversely affect, or have the appearance of adversely affecting the consultant's/contractor's professional judgement when completing work for the benefit of the County.

The mere appearance of a conflict may be as serious and potentially damaging as an actual distortion of goals, processes, methods of analysis or outcomes. Reports of conflicts based upon appearances can undermine public trust in ways that may not be adequately restored even when the mitigating facts of a situation are brought to light. Apparent conflicts, therefore, should be disclosed and evaluated with the same vigor as actual conflicts.

It is expressly understood that failure to disclose conflicts of interest as described herein may result in immediate disqualification from evaluation or immediate termination from work for the County.

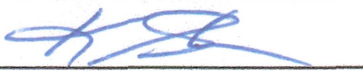
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Please check the appropriate statement:

I hereby attest that the undersigned Respondent has no actual or potential conflict of interest due to any other clients, contracts, or property interests for completing work on the above referenced project.

The undersigned Respondent, by attachment to this form, submits information which may be a potential conflict of interest due to other clients, contracts or property interests for completing work on the above referenced project.

Legal Name of Respondent: Presidio Networked Solutions LLC

Authorized Representative(s):  Keith Strohmman, Senior Director  
Signature Print Name/Title

\_\_\_\_\_  
Signature Print Name/Title

### **3.4 ATTACHMENT “D” – DRUG FREE WORKPLACE FORM**

Presidio includes Attachment D – Drug Free Workplace Form on the page that follows.

**ATTACHMENT "D"**  
**DRUG-FREE WORKPLACE FORM**

The undersigned firm, in accordance with Florida Statute 287.087 hereby certifies that

Presidio Networked Solutions LLC does:

Name of Firm

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the danger of drug abuse in the workplace, the business' policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, employee assistance programs and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the contractual services that are described in St. Johns County's request for proposals a copy of the statement specified in paragraph 1.
4. In the statement specified in paragraph 1, notify the employees that, as a condition of working on the contractual services described in paragraph 3, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Florida Statute 893, as amended, or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction or plea.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community by, any employee who is so convicted.
6. Consistent with applicable provisions with State or Federal law, rule, or regulation, make a good faith effort to continue to maintain a drug-free workplace through implementation of paragraphs 1 through 5.

As the person authorized to sign this statement, I certify that this firm complies fully with the above requirements.

 Keith Strohman

Signature

6/8/2021

Date

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### **3.5 ATTACHMENT “E” – LOCAL PREFERENCE**

Presidio includes Attachment E – Drug Free Workplace Form on the page that follows.

**BID NO: 21-94; CISCO CALL MANAGER FLEX LICENSE SUBSCRIPTION**

**ATTACHMENT "E"**  
**LOCAL PREFERENCE**

Any Respondent that meets the criteria of a Local Business, in accordance with Section 302.25 of the SJC Purchasing Procedure Manual, must complete and sign this Attachment "E" to indicate their qualification to receive local preference. All required documentation to demonstrate that the Respondent meets all qualification criteria as a local business must be included in the submitted proposal/submittal with this Attachment "E".

In order to qualify for local preference Respondent must provide sufficient documentation to demonstrate:

- A physical, brick and mortar place of business located within the geographic boundaries of St. Johns County, with a valid mailing address, in an area zoned for the conduct of such business, from which the Vendor has operated or performed business on a day-to-day basis that is substantially similar to those specified in the solicitation for a period of at least one (1) calendar year prior to the issuance of the solicitation. No PO Boxes shall be accepted.
- Local address above must be registered as the Vendor's principal place of business with the Divisions of Corporations Florida Department of State for at least one (1) calendar year prior to the issuance of this RFP.
- Submit current and valid Local Business Tax Receipt, and must have Local Business Tax Receipts issued by the St. Johns County Tax Collector from at least one (1) calendar year prior to issuance of this RFP.
- Must qualify as a local business as shown above **AND** self-perform a minimum of fifty percent (50%) of all services under the awarded Contract, or must have a minimum of fifty percent (50%) of all services performed by qualified local businesses as sub-contractors or sub-consultants.

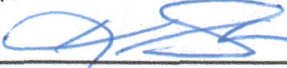
If qualifying for local preference through the use of qualified local sub-contractors or sub-consultants, Respondent must submit all required documentation to demonstrate the above requirements of all proposed sub-contractors and sub-consultants for local preference consideration with the submitted proposal.

\_\_\_\_\_ Respondent is a Local Business as defined in Section 302.25, SJC Purchasing Procedure Manual

If Respondents selects this option, by signing below, Respondent certifies that the firm qualifies as a local business in accordance with the requirements stated above, OR certifies that the submitted local business proposed as sub-contractors or sub-consultants meet the requirements for local preference AND that a minimum of fifty percent (50%) of all services shall be performed by local businesses as proposed.

X \_\_\_\_\_ Respondent is not a Local Business as defined in Section 302.25, SJC Purchasing Procedure Manual

If Respondent selects this option, Respondent is not seeking consideration for local preference, and is not required to submit the documentation provided above.

  
\_\_\_\_\_  
Signature – Authorized Respondent Representative

Keith Strohman, Senior Director

\_\_\_\_\_  
Printed Name & Title

6/8/21

\_\_\_\_\_  
Date of Signature

---

### 3.6 ATTACHMENT “F” – E-VERIFY AFFIDAVIT

Presidio includes Attachment F – Drug Free Workplace Form on the page that follows.

**BID NO: 21-94; CISCO CALL MANAGER FLEX LICENSE SUBSCRIPTION**

**ATTACHMENT "F"**  
**E-VERIFY AFFIDAVIT**

STATE OF Maryland  
COUNTY OF Howard

I, Keith Strohman (hereinafter "Affiant"), being duly authorized by and on behalf of Presidio Holdings Inc, dba Presidio Networked Solutions LLC (hereinafter "Consultant/Contractor") hereby swears or affirms as follows:

1. Consultant/Contractor understands that E-Verify, authorized by Illegal Immigration Reform and Immigrant Responsibility Act of 1996 (IIRIRA), is a web-based system provided by the United States Department of Homeland Security, through which employers electronically confirm the employment eligibility of their employees.
2. For the duration of Contract No. Bid No: 21-94 (hereinafter "Agreement"), in accordance with section 448.095, F.S., Consultant/Contractor shall utilize the U.S. Department of Homeland Security's E-Verify system to verify the employment eligibility of all new employees hired by the Consultant/Contractor and shall expressly require any subcontractors performing work or providing services pursuant to the Agreement to likewise utilize the U.S. Department of Homeland Security's E-Verify system to verify the employment eligibility of all new employees hired by the subcontractor.
3. Consultant/Contractor shall comply with all applicable provisions of section 448.095, F.S., and will incorporate in all subcontracts the obligation to comply with section 448.095, F.S.
4. Consultant/Contractor understands and agrees that its failure to comply with all applicable provisions of section 448.095, F.S. or its failure to ensure that all employees and subcontractors performing work under the Agreement are legally authorized to work in the United States and the State of Florida constitute a breach of the Agreement for which St. Johns County may immediately terminate the Agreement without notice and without penalty. The Consultant/Contractor further understands and agrees that in the event of such termination, Consultant/Contractor shall be liable to the St. Johns County for any costs incurred by the St. Johns County resulting from Consultant/Contractor's breach.

DATED this 8th day of June, 2021.

[Signature]  
Signature of Affiant

Keith Strohman, Senior Director  
Printed Name & Title of Affiant

Presidio Networked Solutions LLC  
Full Legal Name of Consultant/Contractor



Sworn to (or affirmed) and subscribed before me by means of  physical presence or  online notarization, this 8 day of June, 2021, by Tymeak R Allen, who is personally known to me or has produced Maryland license as identification.

Tymeak R Allen  
Notary Public  
My Commission Expires: 06/19/2023



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#### **4 EVIDENCE OF INSURANCE**

Presidio includes Certificate of Insurance on the pages that follow.



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

3/2/2021

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

|  |   |                                    |
|--|---|------------------------------------|
| <b>PRODUCER</b><br>McGriff Insurance Services<br>2500 Renaissance Blvd Suite100<br>King Of Prussia PA 19406-2639 | <b>CONTACT NAME:</b> Cheryl Fala          |                                    |
|  | <b>PHONE (A/C, No, Ext):</b> 610-279-8550 | <b>FAX (A/C, No):</b> 610-279-8543 |
| <b>E-MAIL ADDRESS:</b> cfala@mcgriff.com   |   |                                    |
| <b>INSURER(S) AFFORDING COVERAGE</b>   |   | <b>NAIC #</b>                      |
| <b>INSURER A:</b> Federal Insurance Company  |   | 20281                              |
| <b>INSURER B:</b> Great Northern Insurance Company   |   | 20303                              |
| <b>INSURER C:</b> Chubb Custom Insurance Company   |   | 38989                              |
| <b>INSURER D:</b> American Zurich Insurance Company  |   | 40142                              |
| <b>INSURER E:</b> Allied World Specialty Insurance Company   |   | 16624                              |
| <b>INSURER F:</b>  |   |                                    |

|   |             |
|---|-------------|
| <b>INSURED</b><br>BCEC-Port Holdings (Delaware) LP<br>Presidio Inc.<br>12100 Sunset Hills Road - Suite 300<br>Reston VA 20190 | 150PRESIINC |
|---|-------------|

**COVERAGES**

CERTIFICATE NUMBER: 1118661233

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

| INSR LTR | TYPE OF INSURANCE   | ADDL INSD | SUBR WVD | POLICY NUMBER         | POLICY EFF (MM/DD/YYYY) | POLICY EXP (MM/DD/YYYY) | LIMITS  |
|----------|---|-----------|----------|-----------------------|-------------------------|-------------------------|---|
| B        | <input checked="" type="checkbox"/> <b>COMMERCIAL GENERAL LIABILITY</b><br><input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR<br><input checked="" type="checkbox"/> Contractual Liab<br>GEN'L AGGREGATE LIMIT APPLIES PER:<br><input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJECT <input type="checkbox"/> LOC<br>OTHER:                         |           |          | 35852422              | 10/1/2020               | 10/1/2021               | EACH OCCURRENCE \$ 1,000,000<br>DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000<br>MED EXP (Any one person) \$ 10,000<br>PERSONAL & ADV INJURY \$ 1,000,000<br>GENERAL AGGREGATE \$ 2,000,000<br>PRODUCTS - COMP/OP AGG \$ 2,000,000<br>\$ |
|          | <input checked="" type="checkbox"/> <b>AUTOMOBILE LIABILITY</b><br><input checked="" type="checkbox"/> ANY AUTO<br><input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS<br><input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY<br><input checked="" type="checkbox"/> Comp \$1,000 <input checked="" type="checkbox"/> Coll \$1,000 |           |          | 73543321              | 10/1/2020               | 10/1/2021               | COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000<br>BODILY INJURY (Per person) \$<br>BODILY INJURY (Per accident) \$<br>PROPERTY DAMAGE (Per accident) \$<br>\$   |
| A        | <input checked="" type="checkbox"/> <b>UMBRELLA LIAB</b> <input checked="" type="checkbox"/> OCCUR<br><input type="checkbox"/> <b>EXCESS LIAB</b> <input type="checkbox"/> CLAIMS-MADE<br><input type="checkbox"/> DED <input checked="" type="checkbox"/> RETENTION \$ 0   |           |          | 79857023              | 10/1/2020               | 10/1/2021               | EACH OCCURRENCE \$ 25,000,000<br>AGGREGATE \$ 25,000,000<br>\$  |
| D        | <input checked="" type="checkbox"/> <b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b><br>ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)<br>If yes, describe under DESCRIPTION OF OPERATIONS below   | Y/N       | N/A      | WC980925907           | 3/1/2021                | 3/1/2022                | <input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER<br>E.L. EACH ACCIDENT \$ 1,000,000<br>E.L. DISEASE - EA EMPLOYEE \$ 1,000,000<br>E.L. DISEASE - POLICY LIMIT \$ 1,000,000   |
| C<br>E   | Prof, E&O, Cyber<br>Excess Prof, E&O, Cyber   |           |          | D95452796<br>03125449 | 10/1/2020<br>10/1/2020  | 10/1/2021<br>10/1/2021  | Per claim/Agg \$10,000,000<br>Per claim/Agg \$10,000,000  |

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Named Insureds:  
 BCEC-Port Holdings (Delaware) LP  
 Port Holdo Inc.  
 Port Midco, LLC  
 Presidio, Inc.  
 Presidio Holdings Inc.  
 Presidio IS LLC  
 Presidio LLC  
 See Attached...

**CERTIFICATE HOLDER****CANCELLATION**

BCEC-Port Holdings (Delaware), LP, Presidio Inc.  
 12100 Sunset Hills Road - Suite 212  
 Reston VA 20190

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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**ADDITIONAL REMARKS SCHEDULE**

|                                      |           |  |  |
|--------------------------------------|-----------|--|--|
| AGENCY<br>McGriff Insurance Services |           | NAMED INSURED<br>BCEC-Port Holdings (Delaware) LP<br>Presidio Inc.<br>12100 Sunset Hills Road - Suite 300<br>Reston VA 20190 |  |
| POLICY NUMBER                        |           | EFFECTIVE DATE:  |  |
| CARRIER                              | NAIC CODE |  |  |

**ADDITIONAL REMARKS**

**THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,**  
**FORM NUMBER:** 25 **FORM TITLE:** CERTIFICATE OF LIABILITY INSURANCE

Presidio Capital Funding LLC  
 Presidio Networked Solutions LLC  
 Presidio Technology Capital, LLC  
 Presidio Government Solutions LLC  
 Presidio Networked Solutions Group, LLC  
 3rd Ave. Creative Marketing & Branding LLC

Evidence of coverage





**ST. JOHNS COUNTY  
BOARD OF COUNTY COMMISSIONERS**

**BID NO: 21-94**

**CISCO CALL MANAGER FLEX  
LICENSE SUBSCRIPTION**

**St. Johns County Purchasing Department  
500 San Sebastian View  
St. Augustine FL 32084  
(904) 209-0150**

**[www.sjcfi.us/Purchasing/index.aspx](http://www.sjcfi.us/Purchasing/index.aspx)**

**BID NO: 21-94; CISCO CALL MANAGER FLEX LICENSE SUBSCRIPTION**

**TABLE OF CONTENTS**

**FRONT END BID DOCUMENTS**

Notice to Bidders

Instruction to Bidders

Official County Bid Form

Attachments:

Attachment "A" – Pricing Breakdown

Attachment "B" – St Johns County Board of County Commissioners Affidavit

Attachment "C" – Conflict of Interest Disclosure Form

Attachment "D" – Drug-Free Workplace Form

Attachment "E" – Local Preference

Attachment "F" – E-Verify Affidavit

**SPECIFICATIONS**

**SEALED BID MAILING LABEL**

**END OF TABLE OF CONTENTS**

Notice is hereby given that sealed bids will be received **until 2:00 P.M. on Wednesday, June 16, 2021** by the St. Johns County Purchasing Department, located at 500 San Sebastian View, St. Augustine, Florida 32084 for **Bid No: 21-94; Cisco Call Manager Flex License Subscription**. Bids will be opened promptly after the 2:00 P.M. deadline. **Note:** Bids delivered to or received by the Purchasing Department after the 2:00 P.M. deadline shall not be given consideration and shall be returned to the sender unopened.

The licensing model for St. Johns County's existing Cisco Call Manager service has recently changed from a perpetual license to an annual subscription license. The County is seeking a Contractor to provide a five (5) year flex license subscription, to begin on September 1, 2021, for St. Johns County's existing Cisco Call Manger services to be paid annually. The Contractor shall be responsible for providing any and all labor, materials, equipment, and supervision necessary to provide the required license.

Bid Documents related to this bid may be obtained from DemandStar, Inc., at the following web address: [www.demandstar.com](http://www.demandstar.com) by requesting St. Johns County Bid Document # **21-94**. For technical assistance with this Website please contact DemandStar Supplier Services at 1-866-273-1863. A link to the DemandStar website is available through the St. Johns County Purchasing Website by clicking on the following link: <http://www.sjcfl.us/Purchasing/index.aspx> Check the County's site for download availability and any applicable fees. Bid Documents may also be requested, in writing, from the Designated Point of Contact.

The County's Designated Point of Contact for this Bid is April Bacon, Purchasing Buyer, St. Johns County Purchasing Department. Any and all questions and/or inquiries shall be directed, **in writing**, via email to [abacon@sjcfl.us](mailto:abacon@sjcfl.us). In the event the Designated Point of Contact is absent or otherwise unavailable for more than three (3) business days, firms may contact Leigh A. Daniels, CPPB, Purchasing Manager at [ldaniels@sjcfl.us](mailto:ldaniels@sjcfl.us).

**Vendors shall not contact, lobby, or otherwise communicate with any SJC employee, including any member of the Board of County Commissioners, other than the above referenced individual from the point of advertisement of the Bid until contract(s) are executed by all parties, per SJC Purchasing Code 304.6.5 "Procedures Concerning Lobbying". According to SJC policy, any such communication shall disqualify the vendor, contractor, or consultant from responding to the subject invitation to bid, request for quote, request for proposal, invitation to negotiate, or request for qualifications.**

Any and all questions related to this project shall be directed, **in writing**, to the Designated Point of Contact. Questions are due no later than five o'clock (**5:00PM**) on **Wednesday, June 2, 2021**, so that any necessary addenda may be issued in a timely manner. Any questions received after the deadline will not be answered unless previously approved by the SJC Purchasing Manager or other designated County Representative.

Any bidder, proposer or person substantially and adversely affected by an intended decision or by an term, condition, procedure or specification with respect to any bid, invitation, solicitation of proposals or requests for qualifications, shall file with the Purchasing Department for St. Johns County, a written notice of intent to protest no later than 72 hours (excluding Saturdays, Sundays and legal holidays for employees of St. Johns County) after the posting either electronically or by other means of the notice of intended action, notice of intended award, bid tabulation, publication by posting electronically or by other means of a procedure, specification, term or condition which the person intends to protest, or the right to protest such matter shall be waived. The protest procedures may be obtained from the Purchasing Department and are included in the County's Purchasing Manual.

All of the terms and conditions of the County Purchasing Manual are incorporated by reference and are fully binding.

St. Johns County reserves the right to accept or reject any or all bids/proposals, waive minor formalities, and to award the bid/proposal that best serves the interests of St. Johns County. St. Johns County also reserves the right to award the base bid and any alternate bids in any combination that best suits the needs of the County.

**BOARD OF COUNTY COMMISSIONERS  
OF ST. JOHNS COUNTY, FLORIDA  
CLERK OF THE CIRCUIT COURT & COMPTROLLER  
BRANDON J. PATTY**

BY: \_\_\_\_\_  
Deputy Clerk

**INSTRUCTION TO BIDDERS**

**OWNER:** The Board of County Commissioners of St. Johns County, Florida (“County”)

**PROJECT:** BID NO.: 21-94; Cisco Call Manager Flex License Subscription

**DEFINITIONS**

All definitions set forth in the General Conditions of the Contract or in other Contract Documents are applicable to the Bidding Documents.

Addenda are written or graphic instruments issued by the Purchasing Department prior to the time and date for receiving Bids that modify or interpret the Bidding Documents by addition, deletion, clarification, or corrections.

Base Bid is complete and properly signed proposal to do the work, or designated portion thereof, for the sums stipulated therein supported by data called for by the Bidding Documents.

Bid An offer, as a price, whether for payment or acceptance. A quotation, specifically given to a prospective purchaser upon its request, usually in competition with other vendors

Bid (Formal or Sealed) A request for firm prices by Advertised Legal Notice. Prices are submitted in sealed envelopes and in conformance with a prescribed format, all of which are opened in public on an appointed hour and date as advertised.

Bid Bond A good faith monetary commitment which a bidder or surety forfeits to the County if the bidder refuses, or is unable to enter into a contract after submitting a bid, or the bidder cannot furnish the required bonds, usually five percent (5%) of the bid proposal price.

Bidder is a firm or individual who submits a Bid to the Owner for the work described in the proposed Contract Documents.

Bid Documents include the Advertisement/Notice to Bidders, Front End Bid Documents, Contract Agreement, Specifications and Plans including any Addenda issued prior to receipt of Bids.

Contract A delivered agreement between two or more parties, legally binding and enforceable, to perform a specific act or acts or exchange goods for consideration. A purchase order becomes a contract when accepted by a vendor. A unilateral contract is one in which only one party promises performance. A bilateral contract is one in which both parties promise performance.

Contractor An individual or firm having a contract to provide goods, service or construction for a specified price

County St. Johns County, a political subdivision of the State of Florida (F.S. 217.73)

Responsible Bidder A bidder capable of performing in all respects to fulfill the contract requirements. This includes having the ability to perform, the experience, reliability, capacity, credit, facilities and equipment to meet the contractual obligation.

Responsive Bid, Responsive Proposal, or Responsive Reply A bid, proposal, or reply submitted by a responsive and responsible vendor conforming in all material respects to the solicitation.

Specifications A clear, complete and accurate statement of the physical, functional or technical requirements descriptive of an item and if applicable, the procedure to be followed to determine if the requirements are met.

Subcontractor A party who contracts with a prime contractor to perform all or any part of the prime contractor's obligations.

Unit Price is an amount stated in the Bid as a price per unit of measurement for materials or services as described in the contract documents which shall include all labor, materials, equipment and any other item/s essential to accomplish the scope of work of the Unit Price.

### **BIDDER'S REPRESENTATION**

Each Bidder, by marking his Bid, represents that he has read and understands the Bid and Contract Documents and his Bid is made in accordance herewith: he has visited the Site and has familiarized himself with the local conditions under which the Work is to be performed; and his Bid is based upon the materials, systems and equipment described in the Bid Documents without exceptions.

### **BID DOCUMENTS**

Bid Documents may be obtained from [www.demandstar.com](http://www.demandstar.com) or SJC Purchasing, in the number and for the purchase sum, if any, as stated in the Advertisement or Invitation - Notice to Bidders. Complete sets of Bid Documents shall be used in preparing the Bid Proposal. St. Johns County shall not assume any responsibility for errors or misinterpretations resulting from the use of complete or incomplete sets of Bid Documents. The Owner, in making copies of the Bid Documents available on the above terms, do so only for the purpose of obtaining bids on the Work and do not confer a license or grant for any other use.

### **INTERPRETATION OR CORRECTION OF BID DOCUMENTS**

Bidders shall promptly notify the Owner of any ambiguity, inconsistency, or error which they may discover upon examination of the Bid Documents or of the site and local conditions. Bidders requiring clarification of interpretation of the Bid Documents shall make a written request to the Owner, to reach him at least **twelve (12) days** prior to the date for receipt of Bids.

An interpretation, correction, or change of the bidding Documents will be made by Addendum. Interpretation, corrections, or changes of the Bid Documents made in any other manner will not be binding, and Bidders shall not rely upon such interpretation, corrections, and change. No change will be made to the Bid Documents by the Owner or its Representative **seven (7) days** prior to Bid receiving date, however, the Owner reserves the authority to decrease this time depending on the necessity of such change.

### **SUBSTITUTIONS**

The materials, products and equipment described in the Bid Documents establish a standard of required function, dimension, appearance and quality to be met by any proposed substitution. No substitution will be considered unless written request for approval has been submitted by the Bidder and has been received by the Owner at least **twelve (12) days** prior to the date for receipt of Bids. Each such request shall include the name of the material or equipment for which it is to be substituted and a complete description of the proposed substitute, including drawings, cuts, performance and test data any other information necessary for an evaluation. A statement setting forth any changes in other materials, equipment or work that incorporation of the substitute would require shall be included. The burden of proof of the merit of the proposed substitute is upon the proposer. The project director's approval or disapproval of a proposed substitution shall be final.

If County Staff approves any proposed substitution, such approval will be set forth in an Addendum. Bidders shall **not** rely upon approval made in any other manner.

### **DESIGNATED POINT OF CONTACT**

The County's Designated Point of Contact for this Bid is April Bacon, Purchasing Buyer, St. Johns County Purchasing Department. Any and all questions and/or inquiries shall be directed, *in writing*, via email to [abacon@sicfl.us](mailto:abacon@sicfl.us). In the event the Designated Point of Contact is absent or otherwise unavailable for more than three (3) business days, firms may contact Leigh A. Daniels, CPPB, Purchasing Manager at [ldaniels@sicfl.us](mailto:ldaniels@sicfl.us).

**Vendors shall not contact, lobby, or otherwise communicate with any SJC employee, including any member of the Board of County Commissioners, other than the above referenced individual from the point of advertisement of the Bid until contract(s) are executed by all parties, per SJC Purchasing Code 304.6.5 "Procedures Concerning Lobbying". According to SJC policy, any such communication shall disqualify the vendor, contractor, or consultant from responding to the subject invitation to bid, request for quote, request for proposal, invitation to negotiate, or request for qualifications. St. Johns County reserves the right to accept or reject any or all bids/proposals, waive minor formalities, and to award the bid/proposal that best serves the interests of St. Johns County. St. Johns County also reserves the right to award the base bid and any alternate bids in any combination that best suits the needs of the County.**

### **QUESTIONS**

Any and all questions related to this project shall be directed, *in writing*, to the Designated Point of Contact. Questions are due no later than five o'clock (5:00PM) on **Wednesday, June 2, 2021**, so that any necessary addenda may be issued in a timely manner. Any questions received after the deadline will not be answered unless previously approved by the SJC Purchasing Manager or other designated County Representative.

### **ADDENDA**

Addenda will be distributed to all who are known by the entity responsible for distribution of the complete set of Bid Documents. Copies of Addenda will be made available for inspection wherever Bid Documents are on file for that purpose.

Each Bidder shall ascertain prior to submitting a bid, that all issued addenda have been received, and each Bidder **shall** acknowledge receipt, of all issued addenda in the space provided in the Official County Bid Form, and a fully acknowledged copy of each issued addendum must be included in the submitted bid proposal. Failure to provide fully acknowledged copies of each addendum may result in a bid proposal being deemed non-responsive.

### **BID SUBMITTAL REQUIREMENTS**

Bids shall be submitted in **TRIPLICATE** (one (1) original and two (2) copies) on the required forms provided herein, by or before **Wednesday, June 16, 2021 at 2:00 PM (EDST)**. All blanks on the Bid Form shall be filled in by typewriter or manually in blue or black ink. Bidders are not required to submit a copy of this Bid Document with their bid proposals. The bidders are required to submit, at a minimum, the Bid Proposal Attachments listed in this Document.

Bid proposals must be placed in an envelope, sealed and placed in a second envelope or container, plainly marked on the outside addressed to St. Johns County Purchasing Department, with the bidder's return address in top left hand corner and recite: **"BID NO: 21-94; Cisco Call Manager Flex License Subscription"**

**See Example Below:**

ABC Company, Inc.  
123 Aviles Street  
St. Augustine, FL 32084

St. Johns County Purchasing Department  
500 San Sebastian View  
St. Augustine, FL 32084

**BID NO.: XX-XX – SEALED BID FOR SAMPLE PROJECT**

At the end of this document, a sealed Bid mailing label is provided for convenience. Bidders shall affix the provided label to the outside of the sealed envelope/container to submit their Bid.

Bidder shall assume full responsibility for timely delivery at location designated for receipts of Bids. Bids shall be deposited at the designated location prior to the time and date for receipt of Bids indicated in the Advertisement/Notice to Bidders, or any time extension thereof made by Addendum. Bids received after the time and date for receipt of Bids will be returned to the sender unopened.

Oral, telephonic, telegraphic or electronic Bids are invalid and will not receive consideration.

Where so indicated by the makeup of the Bid Form, sums shall be expressed in both words and figures, and in the case of discrepancy between the two, the amount expressed in words shall govern. Any interlineations, alteration or erasure must be initialed by the signer of the Bid, failure to do so may cause the Bidder's proposal to be considered non-responsive.

Any interlineations, alteration or erasure must be initialed by the signer of the Bid; failure to do so may cause the Bidder's proposal to be considered non-responsive.

Bidder shall make no stipulation on the Bid Form nor qualify his Bid in any manner, to do so will classify the Bid as being non-responsive.

A Delegation of Authority must be submitted for any representative signing a submitted bid proposal, who is not a principal, officer, or owner of the bidding company.

A Bid submitted by an agent shall have a current Power of Attorney attached certifying agent's authority to bind the Bidder.

Each copy of the Bid Proposal shall include the company name, address, telephone number and legal name of Bidder and a statement whether Bidder is sole proprietor, a partnership, a corporation or any other legal entity. Each copy shall be signed by the person or persons legally authorized to bind the Bidder to a contract. A Bid by a corporation shall further give the state of incorporation and have the corporation seal affixed.

**BID POSTPONEMENT/CANCELLATION**

The County may, at its sole and absolute discretion, reject any bids that are not submitted in accordance with the terms in this Bid Solicitation. The County may re-advertise this Bid; postpone or cancel, at any time, this Bid process; or waive any irregularities in this Bid or in the proposals received as a result of this Bid.

### **MODIFICATION OR WITHDRAWAL OF BID**

A Bid may not be modified, withdrawn or canceled by the Bidder during the stipulated time period following the time and date designated for the receipt of Bids, and Bidder so agrees in submitting his Bid.

Prior to time and date designated for receipt of Bids, a Bid submitted early may be modified or withdrawn only by notice to the party receiving Bids at the place and prior to the time designated for receipt of Bids.

Such notice shall be in writing over the signature of the Bidder. If by telephone, written confirmation over the signature of Bidder must be mailed and postmarked on or before the date and time set for receipt of Bids; it shall be so worded as not to reveal the amount of the original Bid.

Withdrawn Bids may be resubmitted up to the time designated for the receipt of Bids provided that they are then fully in conformance with these Instructions to Bidders.

### **COSTS INCURRED BY BIDDERS**

All expenses involved with the preparation and submission of bids to the County, or any work performed in connection therewith, shall be borne by the Bidder(s). No rights of ownership will be conferred until title of the property is transferred to the successful bidder. All fees for copying and reproduction services for items listed herein are nonrefundable.

### **CONSIDERATION OF BIDS**

**Opening of Bids:** Unless stated otherwise in an Addenda to the Advertisement/Notice to Bidders, the properly identified Bids received on time will be opened publicly as specified in the Advertisement and a tabulation of the bid amounts of the Base Bids and major Alternates, if any, will be made available to Bidders. The Bid Tabulation will be posted on the Purchasing Department bulletin board for seventy two (72) hours.

Any bidder, proposer or person substantially and adversely affected by an intended decision or by an term, condition, procedure or specification with respect to any bid, invitation, solicitation of proposals or requests for qualifications, shall file with the Purchasing Department for St. Johns County, a written notice of intent to protest no later than seventy two (72) hours (excluding Saturdays, Sundays and legal holidays for employees of St. Johns County) after the posting either electronically or by other means of the notice of intended action, not of intended award, bid tabulation, publication by posting electronically or by other means of a procedure, specification, term or condition which the person intends to protest, or the right to protest such matter shall be waived. The protest procedures may be obtained from the Purchasing Department and are included in the County's Purchasing Manual. All of the terms and conditions of the County Purchasing Manual are incorporated by reference and are fully binding.

**Rejection of Bids:** The County shall reject any material, supplies, or equipment that do not meet the specifications provided herein. The County reserves the right to reject any or all Bids and in particular to reject a Bid not accompanied by any required Bid Security or data required by the Bidding Documents or a Bid in any way incomplete or irregular.

**Acceptance of Bid (Award):** The County shall have the right to reject any or all Bids or waive any minor formality or irregularity in any Bid received.

The County shall have the right to accept alternates in any order or combination and to determine the low Bidder on the basis of the sum of the Base Bid and/or the Alternates accepted if alternate bids are requested in the Official County Bid Form. The County is under no obligation to award any Bid Alternates, unless it serves the best interest of the County to do so.

It is the intent of the County to award the lowest responsive, responsible Bidder(s), or lowest responsive, responsible Local Bidder, provided the submitted bid is responsive to the requirements of this Request for Bids. The County reserves the right to split the award between multiple low bidders, if doing so provides a cost savings, and serves the best interest of the County.

If an award is made, it will be awarded within a minimum of ninety (90) days from the date of the Bid opening, or as designated in the Bid Documents.

The County may consider award to multiple vendors, if awarding multiple contracts is more cost effective than awarding a single contract based on pricing for the County as a whole.

If only one (1) bid is received, the County reserves the right to negotiate with the responding Bidder, if the submitted bid is responsive to the requirements provided herein. The bid may also be rejected and re-advertised, in order to best serve the needs of the County.

### **LOCAL PREFERENCE**

The County shall review all submitted bids to determine whether or not there is a Local Business within ten percent (10%) of the responsive, responsible low bid. If so, County shall verify all qualification requirements to validate the Vendor as a Local Business, in accordance with Section 302.25, SJC Purchasing Procedure Manual. If the lowest bid from a Local Business is responsive and the Bidder is responsible to perform the work, and the submitted bid is within ten percent (10%) of the low bid, the Local Bidder shall have forty eight (48) hours to agree, in writing, to match the low bid amount. If the Local Bidder agrees to match the low bid amount within the timeframe provided, the Local Bidder shall be awarded the bid, provided they meet any and all other requirements of the County. If the Local Bidder refuses, or fails to agree to match the low bid, the County shall consider the non-local low bid for award.

In order to receive local preference consideration, vendor must qualify as a local business, and self-perform, or have perform by subcontractors that qualify as a local business, a minimum of fifty percent (50%) of all work. Fifty percent (50%) of all work must equal fifty percent (50%) of the contract price.

### **FORM OF AGREEMENT BETWEEN OWNER AND CONTRACTOR**

Form to be used: Unless otherwise provided in the Bid Documents, the Agreement for Work will be written on the St. Johns County Standard Agreement between Owner and Contractor where the basis of payment is a Stipulated Sum. In the event of a conflict in specifications or contract requirements the more stringent shall apply.

### **EXECUTION OF CONTRACT DOCUMENTS**

The awarded Contractor shall return signed copies of the Contract Agreement to the SJC Purchasing Department within ten (10) consecutive calendar days of receipt of Notice of Award. St. Johns County shall return a fully executed original copy of the Contract Agreement to the Contractor no later than seven (7) consecutive calendar days after the return of the signed copies from the Contractor.

### **INDEMNITY**

To the fullest extent permitted by law, the Contractor shall indemnify, defend, and hold harmless the County, its officials, and employees, from and against liability, claims, damages, losses and expenses including attorney's fees arising out of or resulting from performance of the work, provided that such liability, claims, damages, loss or expense is attributable to bodily injury, sickness, disease or death, or to injury to or destruction of tangible property (other than the work itself) including loss of use resulting therefrom, but only to the extent caused in

whole or in part, by negligent acts or omissions of the Contractor, a Subcontractor, or anyone directly or indirectly employed by them or anyone for whose acts they may be liable, regardless of whether or not such liability, claim, damage, loss or expense is caused in part by a party indemnified hereunder.

In claims against any person or entity indemnified under this paragraph by an employee of the Contractor, a Subcontractor, anyone directly or indirectly employed by them or anyone for whose acts they may be liable, the indemnification obligation under this shall not be limited by a limitation on amount or type of damages, compensation or benefits payable by or for the Contractor or a Subcontractor under workers' compensation acts, disability benefits acts or other employee benefits acts.

### **FORCE MAJEURE**

If awarded on the basis of this proposal, the undersigned pledges to provide the equipment/services as specified in the Proposal and County Specifications barring any delays due to strikes, fires, transportation difficulties or other causes beyond the control of the undersigned.

### **TERMINATION**

Failure on the part of the Contractor to comply with any portion of the duties and obligations under the Contract Agreement shall be cause for termination. If the Contractor fails to perform any aspect of the responsibilities described herein St. Johns County shall provide written notification of any and all items of non-compliance. The Contractor shall then have five (5) consecutive calendar days to correct any and all items of non-compliance, or take acceptable corrective action, as determined by the County. If the items of non-compliance are not corrected, or acceptable corrective action has not been taken, as determined by the County, within the five (5) consecutive calendar days, the Contract Agreement may be terminated by St. Johns County for cause, upon giving fourteen (14) consecutive calendar days written notice to the Contractor. In the event, the County issues more than one (1) Notice of Non-Compliance or Default during the term of the Contract Agreement, the County may terminate the Contract Agreement, for Cause.

The County may terminate the Contract Agreement at any time, without cause, upon thirty (30) days written notice to the Contractor of intention to do so.

If, at any time, the Contract Agreement with the awarded vendor is terminated by the County, whether for cause or for convenience, the County may, at its sole discretion, negotiate with the second lowest, responsible, responsive bidder, in order to enter into a contract with that vendor to complete the remaining, specified services to prevent a gap in performance of services for the County, if it serves the best interest of the County to do so.

### **TAXES**

Project is subject to Federal Excise and Florida Sales Taxes, which must be included in Bidder's proposal.

### **INSURANCE**

The Contractor shall not commence work under this Contract until he/she has obtained all insurance required under this section and such insurance has been approved by the County. All insurance policies shall be issued by companies authorized to do business under the laws of the State of Florida. The Contractor shall furnish proof of Insurance to the County prior to the commencement of operations. The Certificate(s) shall clearly indicate the Contractor has obtained insurance of the type, amount, and classification as required by contract and that no material change or cancellation of the insurance shall be effective without thirty (30) days prior written notice to the County. Certificates shall specifically include the County as Additional Insured for all lines of coverage except Workers' Compensation and Professional Liability. A copy of the endorsement must accompany the

certificate. Compliance with the foregoing requirements shall not relieve the Contractor of its liability and obligations under this Contract.

Certificate Holder Address: St. Johns County, a political subdivision of the State of Florida  
500 San Sebastian View  
St. Augustine, FL 32084

The Contractor shall maintain during the life of this Contract, Comprehensive General Liability Insurance with minimum limits of \$1,000,000 per occurrence, \$2,000,000 aggregate to protect the Contractor from claims for damages for bodily injury, including wrongful death, as well as from claims of property damages which may arise from any operations under this Contract, whether such operations be by the Contractor or by anyone directly employed by or contracting with the Contractor.

The Contractor shall maintain during the life of this Contract, Comprehensive Automobile Liability Insurance with minimum limits of \$300,000 combined single limit for bodily injury and property damage liability to protect the Contractor from claims for damages for bodily injury, including the ownership, use, or maintenance of owned and non-owned automobiles, including rented/hired automobiles whether such operations be by the Contractor or by anyone directly or indirectly employed by a Contractor.

The Contractor shall maintain Umbrella or Excess Liability Insurance covering workers compensation, commercial general liability and business auto liability with minimum limits of liability of \$1,000,000.

The Contractor shall maintain during the life of this Contract, adequate Workers' Compensation Insurance in at least such amounts as are required by the law for all of its employees per Florida Statute 440.02.

In the event of unusual circumstances, the County Administrator, or his designee, may adjust these insurance requirements.

### **GOVERNING LAWS & REGULATIONS**

The Contractor shall be responsible for being familiar and complying with any and all federal, state, and local laws, ordinances, rules and regulations that, in any manner, affect the work required under this contract. The agreement shall be governed by the laws of the State of Florida and St. Johns County both as to interpretation and performance.

For the projects awarded under this contract relating to an Emergency declaration, the Contractor will comply with the strictest provisions of Federal 2 CFR 200, State, and Local procurement Rules, Regulations and/or Ordinances, etc.

### **EMPLOYMENT ELIGIBILITY AND MANDATORY USE OF E-VERIFY**

As a condition precedent to entering into this Agreement, and in accordance with section 448.095, F.S., Contractor and its subcontractors shall register with and use the E-Verify system to verify the work authorization status of all employees hired on or after January 1, 2021.

- a. Contractor shall require each of its subcontractors to provide Contractor with an affidavit stating that the subcontractor does not employ, contract with, or subcontract with an unauthorized alien. Contractor shall maintain a copy of such affidavit for the duration of this Agreement.

- b. The County, Contractor, or any subcontractor who has a good faith belief that a person or entity with which it is contracting has knowingly violated section 448.09(1), F.S. or these provisions regarding employment eligibility shall terminate the contract with the person or entity.
- c. The County, upon good faith belief that a subcontractor knowingly violated these provisions regarding employment eligibility, but Contractor otherwise complied, shall promptly notify Contractor and Contractor shall immediately terminate the contract with the subcontractor.
- d. The County and Contractor hereby acknowledge and mutually agree that, a contract terminated pursuant to these provisions regarding employment eligibility is not a breach of contract and may not be considered as such. Any contract terminated pursuant to these provisions regarding employment eligibility may be challenged in accordance with section 448.095(2)(d), F.S.
- e. Contractor acknowledges that, in the event that the County terminates this Contract for Contractor's breach of these provisions regarding employment eligibility, then Contractor may not be awarded a public contract for at least one (1) year after such termination. Contractor further acknowledges that Contractor is liable for any additional costs incurred by the County as a result of the County's termination of this Agreement for breach of these provisions regarding employment eligibility.
- f. Contractor shall incorporate in all subcontracts made pursuant to this Agreement the provisions contained herein regarding employment eligibility.

Each Bidder must submit **Attachment "F"** – E-Verify Affidavit.

### **PUBLIC RECORDS**

- A.** The cost of reproduction, access to, disclosure, non-disclosure, or exemption of records, data, documents, and/or materials, associated with this Agreement shall be subject to the applicable provisions of the Florida Public Records Law (Chapter 119, Florida Statutes), and other applicable State and Federal provisions. Access to such public records, may not be blocked, thwarted, and/or hindered by placing the public records in the possession of a third party, or an unaffiliated party.
- B.** In accordance with Florida law, to the extent that Contractor's performance under this Contract constitutes an act on behalf of the County, Contractor shall comply with all requirements of Florida's public records law. Specifically, if Contractor is expressly authorized, and acts on behalf of the County under this Agreement, Contractor shall:
  - (1)** Keep and maintain public records that ordinarily and necessarily would be required by the County in order to perform the Services;
  - (2)** Upon request from the County's custodian of public records, provide the County with a copy of the requested records or allow the records to be inspected or copied within a reasonable time at a cost that does not exceed the cost as provided in Chapter 119, Florida Statutes, or as otherwise provided by law;
  - (3)** Ensure that public records related to this Agreement that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by applicable law for the duration of this Agreement and following completion of this Agreement if the Contractor does not transfer the records to the County; and

**(4)** Upon completion of this Agreement, transfer, at no cost, to the County all public records in possession of the Contractor or keep and maintain public records required by the County to perform the Services.

If the Contractor transfers all public records to the County upon completion of this Agreement, the Contractor shall destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. If the Contractor keeps and maintains public records upon completion of this Agreement, the Contractor shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to the County, upon request from the County's custodian of public records, in a format that is compatible with the County's information technology systems.

Failure by the Contractor to comply with the requirements of this section shall be grounds for immediate, unilateral termination of this Agreement by the County.

**IF THE CONTRACTOR HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO ITS DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS AGREEMENT, CONTACT THE CUSTODIAN OF PUBLIC RECORDS AT:**

**500 San Sebastian View  
St. Augustine, FL 32084  
(904) 209-0805  
[publicrecords@sjcfl.us](mailto:publicrecords@sjcfl.us)**

**END OF SECTION**

**OFFICIAL COUNTY BID FORM  
WITH ATTACHMENTS**

**BID NO: 21-94**

**OFFICIAL COUNTY BID FORM  
ST. JOHNS COUNTY, FLORIDA**

**PROJECT: CISCO CALL MANAGER FLEX LICENSE SUBSCRIPTION**

**TO: THE BOARD OF COUNTY COMMISSIONERS OF ST. JOHNS COUNTY, FLORIDA**

DATE SUBMITTED: \_\_\_\_\_

**BID PROPOSAL OF**

\_\_\_\_\_  
Full Legal Company Name

\_\_\_\_\_  
Mailing Address

\_\_\_\_\_  
Telephone Number

\_\_\_\_\_  
Fax Number

Bidders: Having become familiar with requirements of the project, and having carefully examined the Bidding Documents and Specifications entitled for Bid No: 21-94; Cisco Call Manager Flex License Subscription in St. Johns County, Florida, the undersigned proposes to furnish all materials, labor and equipment, supervision and all other requirements necessary to comply with the Contract Documents to submit the following Bid Proposal summarized as follows:

**TOTAL PRICE:** (Total of Annual Price for all Five (5) Years; as per specifications)

\$ \_\_\_\_\_

Total Price (Numerical)

\_\_\_\_\_/100 Dollars  
Total Price (Amount written or typed in words)

Bidder shall insert the Total Price in numerals and in words. Any discrepancy between the submitted amounts shall be determined by the amount written in words.

The pricing submitted above shall include any and all fees, taxes, surcharges, and any other costs associated with performing the work required by this Contract. All pricing submitted above shall be the final price charged to the County for work performed.

The Annual Flex License Subscription and the Total Price for Five Years of Annual Flex License Subscriptions offered in this Bid Proposal shall remain firm for a period of ninety (90) days from the Bid opening date.

During the preparation of the Bid, the following addenda, if any, were received:

No.: \_\_\_\_\_ Date Received:

No.: \_\_\_\_\_ Date Received:

No.: \_\_\_\_\_ Date Received:

We, the undersigned, hereby declare that no person or persons, firm or corporation, other than the undersigned are interested, in this proposal, as principals, and that this proposal is made without collusion with any person, firm or corporation, and we have carefully and to our satisfaction examined the Bid Documents and Project Specifications.

We have made a full examination of the proposed work and the sources of supply for any specified materials, and we hereby agree to furnish all necessary labor, equipment and materials, fully understanding that any quantities shown therewith are approximate only, and that we will fully complete all requirements therein as prepared by the Owner, within the same time limit specified in the Bid Documents as indicated above.

If the Undersigned is notified of the acceptance of this Bid Proposal by the Board within ninety (90) calendar days for the time set for the opening of Bids, the Undersigned further agrees, to execute a contract for the above work within ten (10) days after notice that his Bid has been accepted for the above stated compensation in the form of a Contract presented by the Owner.

**BID NO: 21-94**

**CORPORATE/COMPANY**

Full Legal Company Name: \_\_\_\_\_ (Seal)

By: \_\_\_\_\_  
Signature of Authorized Representative (Name & Title typed or printed)

By: \_\_\_\_\_  
Signature of Authorized Representative (Name & Title typed or printed)

Address: \_\_\_\_\_

Telephone No.: (\_\_\_\_) \_\_\_\_\_ Fax No.: (\_\_\_\_) \_\_\_\_\_

Email Address for Authorized Company Representative: \_\_\_\_\_

Federal I.D. Tax Number: \_\_\_\_\_ DUNS #: \_\_\_\_\_  
(If applicable)

**INDIVIDUAL**

Name: \_\_\_\_\_  
(Signature) (Name typed or printed) (Title)

Address: \_\_\_\_\_

Telephone No.: (\_\_\_\_) \_\_\_\_\_ Fax No.: \_\_\_\_\_

Email Address: \_\_\_\_\_

Federal I.D. Tax Number: \_\_\_\_\_

- Submittal Requirements:
- Official County Unit Price Bid Form
  - Attachment "A" – Pricing Breakdown
  - Attachment "B" – St Johns County Board of County Commissioners Affidavit
  - Attachment "C" – Conflict of Interest Disclosure Form
  - Attachment "D" – Drug-Free Workplace Form
  - Attachment "E" – Local Preference
  - Attachment "F" – E-Verify Affidavit
  - Fully Acknowledged Addenda Applicable to this bid

Official County Bid Form, Attachments, and a fully acknowledged copy of each Addendum applicable to this Bid and submitted with each copy of the Bid Proposal.

**ATTACHMENT "A"**  
**PRICING BREAKDOWN**

| <u>Year</u> | <u>Annual Price</u> |
|-------------|---------------------|
| 1           | \$                  |
| 2           | \$                  |
| 3           | \$                  |
| 4           | \$                  |
| 5           | \$                  |
|             | Total Price \$      |

**BID NO.: 21-94; CISCO CALL MANGER FLEX LICENSE SUBSCRIPTION**

**ATTACHMENT "B"**

**ST. JOHNS COUNTY, BOARD OF COUNTY COMMISSIONERS AFFIDAVIT**

TO: ST. JOHNS COUNTY, BOARD OF COUNTY COMMISSIONERS,  
ST. JOHNS COUNTY, ST. AUGUSTINE, FLORIDA.

At the time the proposal is submitted, the Bidder shall attach to his Bid a sworn statement.

This sworn statement shall be an affidavit in the following form, executed by an officer of the firm, association, or corporation submitting the proposal, and shall be sworn to before a person who is authorized by law to administer oaths.

STATE OF FLORIDA, COUNTY OF ST. JOHNS

Before me, the Undersigned authority, personally appeared \_\_\_\_\_ who being duly sworn, deposes and says he is \_\_\_\_\_ (Title) of the firm of \_\_\_\_\_ Bidder submitting the attached proposal for the services covered by the bid documents for Bid No: 21-94; Cisco Call Manager Flex License Subscription, in St. Johns County, Florida.

The affiant further states that no more than one proposal for the above-referenced project will be submitted from the individual, his firm or corporation under the same or different name, and that such Bidder has no financial interest in the firm of another bidder for the same work. That neither he, his firm, association nor corporation has either directly or indirectly entered into any agreement, participated in any collusion, nor otherwise taken any action in restraint of free competitive bidding in connection with this firm's Bid on the above-described project. Furthermore, neither the firm nor any of its officers are barred from participating in public contract lettings in the State of Florida or any other state.

DATED this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_.

\_\_\_\_\_  
Signature of Affiant

\_\_\_\_\_  
Printed Name & Title of Affiant

\_\_\_\_\_  
Full Legal Name of Consultant/Contractor

Sworn to (or affirmed) and subscribed before me by means of  physical presence or  online notarization, this \_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_, by \_\_\_\_\_, who is personally known to me or has produced \_\_\_\_\_ as identification.

\_\_\_\_\_  
Notary Public  
My Commission Expires:\_\_\_\_\_

BIDDER ON ALL COUNTY PROJECTS MUST EXECUTE AND ATTACH THIS AFFADAVIT TO EACH BID.

**BID NO.: 21-94; CISCO CALL MANAGER FLEX LICENSE SUBSCRIPTION**

**ATTACHMENT "C"**  
**CONFLICT OF INTEREST DISCLOSURE FORM**

Project (RFQ, RFP, BID) Number/Description: Bid No 21-94; Cisco Call Manger Flex License Subscription

The term "conflict of interest" refers to situations in which financial or other considerations may adversely affect, or have the appearance of adversely affecting a consultant's/contractor's professional judgment in completing work for the benefit of St. Johns County ("County"). The bias such conflicts could conceivably impart may inappropriately affect the goals, processes, methods of analysis or outcomes desired by the County.

Consultants/Contractors are expected to safeguard their ability to make objective, fair, and impartial decisions when performing work for the benefit of the County. Consultants/Contractors, therefore must there avoid situations in which financial or other considerations may adversely affect, or have the appearance of adversely affecting the consultant's/contractor's professional judgement when completing work for the benefit of the County.

The mere appearance of a conflict may be as serious and potentially damaging as an actual distortion of goals, processes, methods of analysis or outcomes. Reports of conflicts based upon appearances can undermine public trust in ways that may not be adequately restored even when the mitigating facts of a situation are brought to light. Apparent conflicts, therefore, should be disclosed and evaluated with the same vigor as actual conflicts.

It is expressly understood that failure to disclose conflicts of interest as described herein may result in immediate disqualification from evaluation or immediate termination from work for the County.

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Please check the appropriate statement:

- I hereby attest that the undersigned Respondent has no actual or potential conflict of interest due to any other clients, contracts, or property interests for completing work on the above referenced project.
  
- The undersigned Respondent, by attachment to this form, submits information which may be a potential conflict of interest due to other clients, contracts or property interests for completing work on the above referenced project.

Legal Name of Respondent: \_\_\_\_\_

|                               |           |                  |
|-------------------------------|-----------|------------------|
| Authorized Representative(s): | _____     | _____            |
|                               | Signature | Print Name/Title |
|                               | _____     | _____            |
|                               | Signature | Print Name/Title |

**ATTACHMENT "D"**  
**DRUG-FREE WORKPLACE FORM**

The undersigned firm, in accordance with Florida Statute 287.087 hereby certifies that \_\_\_\_\_ does:

Name of Firm

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the danger of drug abuse in the workplace, the business' policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, employee assistance programs and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the contractual services that are described in St. Johns County's request for proposals a copy of the statement specified in paragraph 1.
4. In the statement specified in paragraph 1, notify the employees that, as a condition of working on the contractual services described in paragraph 3, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Florida Statute 893, as amended, or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction or plea.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community by, any employee who is so convicted.
6. Consistent with applicable provisions with State or Federal law, rule, or regulation, make a good faith effort to continue to maintain a drug-free workplace through implementation of paragraphs 1 through 5.

As the person authorized to sign this statement, I certify that this firm complies fully with the above requirements.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

**BID NO: 21-94; CISCO CALL MANAGER FLEX LICENSE SUBSCRIPTION**

**ATTACHMENT “E”**  
**LOCAL PREFERENCE**

Any Respondent that meets the criteria of a Local Business, in accordance with Section 302.25 of the SJC Purchasing Procedure Manual, must complete and sign this Attachment “E” to indicate their qualification to receive local preference. All required documentation to demonstrate that the Respondent meets all qualification criteria as a local business must be included in the submitted proposal/submittal with this Attachment “E”.

In order to qualify for local preference Respondent must provide sufficient documentation to demonstrate:

- A physical, brick and mortar place of business located within the geographic boundaries of St. Johns County, with a valid mailing address, in an area zoned for the conduct of such business, from which the Vendor has operated or performed business on a day-to-day basis that is substantially similar to those specified in the solicitation for a period of at least one (1) calendar year prior to the issuance of the solicitation. No PO Boxes shall be accepted.
- Local address above must be registered as the Vendor’s principal place of business with the Divisions of Corporations Florida Department of State for at least one (1) calendar year prior to the issuance of this RFP.
- Submit current and valid Local Business Tax Receipt, and must have Local Business Tax Receipts issued by the St. Johns County Tax Collector from at least one (1) calendar year prior to issuance of this RFP.
- Must qualify as a local business as shown above **AND** self-perform a minimum of fifty percent (50%) of all services under the awarded Contract, or must have a minimum of fifty percent (50%) of all services performed by qualified local businesses as sub-contractors or sub-consultants.

If qualifying for local preference through the use of qualified local sub-contractors or sub-consultants, Respondent must submit all required documentation to demonstrate the above requirements of all proposed sub-contractors and sub-consultants for local preference consideration with the submitted proposal.

\_\_\_\_\_ Respondent **is** a Local Business as defined in Section 302.25, SJC Purchasing Procedure Manual

If Respondents selects this option, by signing below, Respondent certifies that the firm qualifies as a local business in accordance with the requirements stated above, OR certifies that the submitted local business proposed as sub-contractors or sub-consultants meet the requirements for local preference AND that a minimum of fifty percent (50%) of all services shall be performed by local businesses as proposed.

\_\_\_\_\_ Respondent is **not** a Local Business as defined in Section 302.25, SJC Purchasing Procedure Manual

If Respondent selects this option, Respondent is not seeking consideration for local preference, and is not required to submit the documentation provided above.

\_\_\_\_\_  
Signature – Authorized Respondent Representative

\_\_\_\_\_  
Printed Name & Title

\_\_\_\_\_  
Date of Signature

**BID NO: 21-94; CISCO CALL MANAGER FLEX LICENSE SUBSCRIPTION**

**ATTACHMENT "F"**  
**E-VERIFY AFFIDAVIT**

STATE OF \_\_\_\_\_

COUNTY OF \_\_\_\_\_

I, \_\_\_\_\_ (hereinafter "Affiant"), being duly authorized by and on behalf of \_\_\_\_\_ (hereinafter "Consultant/Contractor") hereby swears or affirms as follows:

1. Consultant/Contractor understands that E-Verify, authorized by Illegal Immigration Reform and Immigrant Responsibility Act of 1996 (IIRIRA), is a web-based system provided by the United States Department of Homeland Security, through which employers electronically confirm the employment eligibility of their employees.
2. For the duration of Contract No. \_\_\_\_\_ (hereinafter "Agreement"), in accordance with section 448.095, F.S., Consultant/Contractor shall utilize the U.S. Department of Homeland Security's E-Verify system to verify the employment eligibility of all new employees hired by the Consultant/Contractor and shall expressly require any subcontractors performing work or providing services pursuant to the Agreement to likewise utilize the U.S. Department of Homeland Security's E-Verify system to verify the employment eligibility of all new employees hired by the subcontractor.
3. Consultant/Contractor shall comply with all applicable provisions of section 448.095, F.S., and will incorporate in all subcontracts the obligation to comply with section 448.095, F.S.
4. Consultant/Contractor understands and agrees that its failure to comply with all applicable provisions of section 448.095, F.S. or its failure to ensure that all employees and subcontractors performing work under the Agreement are legally authorized to work in the United States and the State of Florida constitute a breach of the Agreement for which St. Johns County may immediately terminate the Agreement without notice and without penalty. The Consultant/Contractor further understands and agrees that in the event of such termination, Consultant/Contractor shall be liable to the St. Johns County for any costs incurred by the St. Johns County resulting from Consultant/Contractor's breach.

DATED this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_.

\_\_\_\_\_  
Signature of Affiant

\_\_\_\_\_  
Printed Name & Title of Affiant

\_\_\_\_\_  
Full Legal Name of Consultant/Contractor

Sworn to (or affirmed) and subscribed before me by means of  physical presence or  online notarization, this \_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_, by \_\_\_\_\_, who is personally known to me or has produced \_\_\_\_\_ as identification.

\_\_\_\_\_  
Notary Public  
My Commission Expires: \_\_\_\_\_

# **SPECIFICATIONS**

## BID NO: 21-94; CISCO CALL MANAGER FLEX LICENSE SUBSCRIPTION

### SCOPE OF WORK:

The licensing model for St. Johns County's existing Cisco Call Manager service has recently changed from a perpetual license to an annual subscription license. The County is seeking a Contractor to provide a five (5) year flex license subscription, to begin on September 1, 2021, for St. Johns County's existing Cisco Call Manger services to be paid annually. The Contractor shall be responsible for providing any and all labor, materials, equipment, and supervision necessary to provide the required license.

The Contractor shall provide the following items for a sixty (60) month period which will be paid on an annual basis and shall not auto-renew:


| <u>Quantity</u> | <u>Part Number</u> | <u>Description</u>                                       |
|-----------------|--------------------|--|
| 1               | A-FLEC-CC          | Flex Contact Center                                      |
| 1               | SVS-FLEX-SUPT-BAS  | Basic Support for Flex Plan                              |
| 3               | A-FLEX-PJXPC       | Flex CC on-Premises UCCX Premium Concurrent Agent        |
| 24              | A-FLEX-PJXSC       | Flex CC On-Premises UCCX Standard Concurrent Agent       |
| 1               | A-FLEX-J-AGT-RTU   | On-Premises PCCE & UCCE, Hosted CCE & CCX Agent RTU      |
| 1               | A-FLEX-05-12.5-K9  | On-Premises UCCX Standard & Premium Media Kit v12.5      |
| 3               | A-FLEX-PJXPAGT12.5 | On-Premises UCCX Premium Agent License v12.5             |
| 24              | A-FLEX-FJXSAGT12.5 | On-Premises UCCX Standard Agent License v12.5            |
| 1               | A-FLEX-PJX-SVR12.5 | On-Premises UCCX Standard & Premium Server v12.5         |
| 1               | A-FLEX-3           | Collaboration Flex Plan 3.0                              |
| 1               | SVS-FLEX-SUPT-BAS  | Basic Support for Flex Plan                              |
| 73              | A-FLEX-EXP-RMS     | Expressway Rich Media Session(1)                         |
| 1,450           | A-FLEX-EAPL        | EntW On-Premises Calling                                 |
| 34,800          | A-FLEX-FILESTG-ENT | File Storage Entitlement                                 |
| 1,740           | A-FLEX-CCUCS-EA    | Cloud Connected UC EA Standard ENT                       |
| 725             | A-FLEX-P-CA        | Common Area Smart License (1)                            |
| 1,740           | A-FLEX-P-EA        | On-Premises Smart License – EA (1)                       |
| 1,740           | A-FLEX-C-DEV-ENT   | Cloud Device Registration Entitlement                    |
| 1               | A-FLEX-EXP-PAK     | Expressway Product Authorization Key (1)                 |
| 1,740           | A-FLEX-SRST-E      | SRST Endpoints(1)  |
| 1,740           | A-FLEX-P-UCXN      | Unity Connection Smart License (1)                       |
| 1,740           | A-FLEX-PROPACK-ENT | Pro Pack for Cisco Control Hub Entitlement               |
| 1,740           | A-FLEX-MSG-ENT     | Messaging Entitlement                                    |
| 1               | A-FLEX-SW-12.5-K9  | On-Premises & Partner Hosted Calling SW Bundle v12.5 (1) |
| 290             | A-FLEX-P-ACC       | Access Smart License(1)                                  |
| 1               | A-FLEX-SME-S       | Session Manager (1)                                      |
| 4,350           | A-FLEX-P-ER        | Emergency Responder Smart License (1)                    |
| 1               |                    | Fixed Fee Excite Onboarding and Provisioning             |

**SEALED BID MAILING LABEL**

**BID NO: 21-94; CISCO CALL MANAGER FLEX LICENSE SUBSCRIPTION**

**Cut along the outer border and affix this label  
to your sealed bid envelope to identify it as a  
"Sealed BID"**

|                                 |   |
|---------------------------------|---|
| <b>SEALED BID • DO NOT OPEN</b> |   |
| SEALED BID NO.:                 | <b>BID NO: 21-94</b>  |
| BID TITLE:                      | <b>Cisco Call Manager Flex License Subscription</b>                                   |
| DUE DATE/TIME:                  | <b>By 2:00PM – June 16, 2021</b>  |
| SUBMITTED BY:                   | _____<br>Company Name   |
|                                 | _____<br>Company Address  |
|                                 | _____<br>Company Address  |
| DELIVER TO:                     | St. Johns County Purchasing Dept.<br>500 San Sebastian View<br>St. Augustine FL 32084 |



**END OF BID DOCUMENT**