



Network Vendor Hardware, Software and Services

REQUEST FOR PROPOSAL

Project No. ITS-011-25

INFORMATION TECHNOLOGY SERVICES

March 7, 2025

INTRODUCTION

The Boston Public Health Commission (BPHC) is accepting proposals from qualified suppliers for Information Technology Hardware, Software, Subscription Services, Licenses and Managed Services in accordance with the included specifications, terms, and conditions shown in this Request for Proposals (RFP). The vendor must be Supplier Diversity Office (SDO) approved and Certified Businesses.

Background

BPHC is looking for a Vendor to help with its IT Hardware, Software, Services and Subscriptions. These needs will cover all ITS Service Departments, Technical Services, Enterprise Applications, Data Modernization, Security and Informatics.

| Request for Proposal (RFP) Schedule | |
|-------------------------------------|---|
| Friday, March 7, 2025 | RFP to be published in The Boston Globe. RFP available at 2:00 PM ET at www.boston.gov/bid-listings . |
| Friday March 14, 2025 | Vendor questions due by 5:00 PM ET via email to RFR@bphc.org . Each vendor should consolidate questions into a single, emailed submission with the email subject being "Network Vendor RFP" BPHC will not respond directly to Vendor emails. |
| Friday, March 21, 2025 | BPHC responses to Vendor questions posted by 5:00 PM ET at www.boston.gov/bid-listings . |
| Friday, March 28, 2025 | Vendor RFP submissions due by 5:00 PM ET via email to RFR@bphc.org with the email subject being "Cube Network Vendor RFP Response." BPHC will not respond directly to Vendor emails. |

NOTE: This is the anticipated schedule. While it is BPHC's intention to follow this schedule and conduct activities in a timely manner, unforeseen circumstances may arise that can affect it. If the BPHC needs to make schedule changes, it will release that updated schedule as an amendment to this RFP at www.boston.gov/bid-listings.

Certified Underrepresented Businesses Enterprise Participation

As part of BPHC's efforts to have an equitable procurement process, BPHC encourages the participation of Supplier Diversity Office of Commonwealth of Massachusetts Certified Underrepresented Businesses Enterprise (CUBE) businesses, which includes: Minority- owned Business Enterprises (MBE), Women-owned Business Enterprises (WBE), Veteran-owned Business Enterprises (VBE), Disability-owned Business Enterprise (DOBE), Lesbian Gay Bisexual Transgender Business Enterprises (LGBTBE), Minority Non-Profit(MNPO), Women Non-Profit (WNPO), Minority Women Non-Profit (MWNPO) and local businesses.

Public Records Laws

Certain records and documents created or received in connection with this RFI may be subject to public disclosure under applicable Public Records Laws, including but not limited to M.G. L. c. 4, § 7(26) and 950 CMR 32.00. Therefore, BPHC may be required to disclose records pursuant to Public Records Law, and as such, BPHC will use reasonable efforts to identify and label any information they believe to be proprietary or confidential prior to disclosure.

Update the below document with cost and ability to resell

| Hardware/Software | Vendor List | % Cost below list price | Can resell Y/N |
|-------------------|------------------|-------------------------|----------------|
| | Cisco | | |
| | Abnormal | | |
| | CrowdStrike | | |
| | SentinelOne | | |
| | Arctic Wolf | | |
| | Rapid7 | | |
| | Silversky | | |
| | Palo Alto | | |
| | Proofpoint | | |
| | Juniper Networks | | |
| | HPE | | |
| | DELL | | |
| | Trellix | | |
| | Skyhigh | | |
| | Nutanics | | |
| | RedHat | | |
| | Solar winds | | |
| | Drata | | |
| | Cavelo | | |
| | Qualys | | |
| | ServiceNow | | |
| | Okta | | |
| | Duo | | |
| | CyberArk | | |
| | Delinea | | |
| | BeyondTrust | | |
| | Shardsecure | | |
| | Komprise | | |
| | Tenable | | |
| | Seraphic | | |
| | Island | | |
| | Cofense | | |
| | Threat Locker | | |

| | | | |
|------------------------|--|--------------------|--|
| | Fortinet | | |
| | Zscaler | | |
| | Sophos | | |
| | Trend micro | | |
| | Checkpoint | | |
| | FORTINET | | |
| | Tanium | | |
| | Netskope | | |
| | Forcepoint | | |
| | Cloud flare | | |
| | Varonis | | |
| | Application Control | | |
| | Okta | | |
| | Auth0 | | |
| | Microsoft | | |
| | RSA | | |
| | Sailpoint | | |
| | Broadcom | | |
| Wiring Hardware | | Pricing | |
| | Cable Cost Multi Mode Fiber per foot | | |
| | Cable Cost Single Mode Fiber per foot | | |
| | Cable cost Cat 6a per foot | | |
| | Conduit Cost per foot | | |
| | | | |
| Wiring Services | | Hourly Rate | |
| | New Cable Installation | | |
| | Re-termination of Cable ends | | |
| | Patch Panel Install Services | | |
| | Conduit run Services | | |
| | | | |
| | | | |
| | | | |
| | | | |

| Services | | | Documentation Added Y/N |
|----------|---|------------------------------|----------------------------|
| | Microsoft Services | Add Document with Pricing | |
| | Network Services | Add Document with Pricing | |
| | Security Services | Add Document with Pricing | |
| | Maintenance Services | Add Document with Pricing | |
| | Application Security Cloud Security Services | Add Document with Pricing | |
| | Project Management Services | Add Document with Pricing | |
| | Staffing/Contractor Services | Add Document with Pricing | |

Questions

Vendor questions are due by March 14, 5:00 PM ET via email to RFR@bphc.org.

Each vendor should consolidate questions into a single, emailed submission with the email subject being "Network Vendor RFP" BPHC will not respond directly to Vendor emails.

Proposal Process & Timeline

Proposal Submission and Opening: Proposals must be received no later than 5:00pm EST on Friday, March 28, 2025

1. Late submissions after the deadline or proposals delivered via fax will not be accepted.
Vendor RFP submissions due by 5:00 PM ET via email to RFR@bphc.org with the email subject being "Network Vendor RFP Response." BPHC will not respond directly to Vendor emails.
2. **Proposal Review:** The BPHC will evaluate each proposal submitted. It is anticipated that the review process will be completed by April 3, 2025.
3. **Notification:** The BPHC anticipates sending written notification to all bidders regarding the outcome of the review and contract award process by April 4, 2025.

Scoring

1. Qualifications & Experience _____ 20 PTS
 - Describe, in detail, the history of the firm submitting the proposal, including length of time in business; business history including patterns of growth, mergers or acquisitions; number of staff; number of customers; market/vertical specializations; office locations; length of time offering services similar to those proposed; etc.
2. Number of Supported Vendors _____ 20 PTS
 - Please update the attached Addendum and supply all services with pricing. This will be reviewed.
3. Pricing _____ 60 PTS

Minimum Qualifications

To be considered for selection, proposed suppliers must have at least the following qualifications:

- Authorized by the manufacturer to supply the makes and models offered.
- Agree to assign experienced and dedicated staff committed and capable of servicing the equipment.
- Provide products which meets the Energy Star specifications for energy efficiency.
- Submit Certificate of Insurance in amounts specified by the BPHC.
- Have an established office within a 100-mile radius to the BPHC.

Format of Proposals and Scope of Services

To facilitate a fair and efficient review of all proposals, please structure your proposal in the following format, utilizing the same numbering system as found in the Request for Proposal. Responses that do not follow this format will be scored accordingly and are subject to rejection.

Font should be size 11, at a minimum, with margins of no less than one inch. Your answers should be direct and to the point, providing enough detail, but without excess marketing jargon. Page limits below are guidelines, not mandatory.

Tab 1: Title Page/Cover

One printed page maximum. It should include the name, address, FAX number, email address and phone number of the supplier's authorized negotiator. Vendor's authorized negotiator shall be empowered to make binding commitments for the supplier's firm.

Tab 2: Vendor Profile

Five printed pages, maximum. Respond to the following sections:

a. Overview

Provide a corporate overview of your company.

b. Experience

Describe the company's experience in providing services to the public sector. Include exclusive resources dedicated to the public sector.

c. References

Provide three comparable references in the following format:

| | |
|-------------------------|--|
| Name of organization: | |
| Contact Name: | |
| Phone Number: | |
| Length of Relationship: | |
| Services in Use: | |

d. Contract Management

Describe the service team that will be assigned to the BPHC. Describe individual roles, responsibilities and briefly detail related experience.

e. Compliance and Exceptions

Include statements to confirm your company's compliance with the minimum qualifications. Also list any exceptions to required product and services.

Final Comments

The BPHC reserves the right to reject any and all proposals, cancel all or part of this RFP, waive any minor irregularities, and to request additional information from proposing suppliers. By requesting proposals, the BPHC is in no way obligated to award a contract or pay expenses of the proposing companies in connection with the preparation or submission of a proposal. The decision to award a contract will be based on many factors including, but not limited to, service, cost, financial strength, and innovation. No single factor, such as cost, will determine the final decision to award. The BPHC appreciates the efforts of all the companies and their respective staff in responding to the Request for Proposals.
