



Agenda Report Form

Open Session Item

SUBJECT: Bid Award (PUR-1715) – Cisco Meraki Hardware and Licensing

PRESENTATION DATE: December 10, 2024

PRESENTATION BY: Brandi Naugle, CPPO, Director of Purchasing Department, and Josh O’Neal, Division Director, Information Systems

RECOMMENDED MOTION: Move to award the bid for Cisco Meraki Hardware and Licensing Resolution to the responsive, responsible bidder GHA Technologies Inc., of Scottsdale, AZ, with the lowest bid price of \$832,395.97.

REPORT-IN-BRIEF: The County accepted bids on November 20, 2024. The Invitation to Bid (ITB) was advertised on the State of Maryland’s (eMMA) “*eMaryland Marketplace Advantage*” website, on the County’s website, in the local newspaper, and on the County’s new online bidding site, Ionwave. Fifty-eight (58) persons/companies registered/downloaded the bid document online. One (1) bid were received.

This procurement is for network equipment and licensing to replace obsolete network infrastructure throughout the County and provide software licensing and support for the newly purchased equipment.

DISCUSSION: N/A

FISCAL IMPACT: Funding in the amount of \$1,234,909.28 is available in the department’s Capital Improvement Plan 600600-30-11000-COM021 Information Systems Replacement Program for this procurement.

CONCURRENCES: N/A

ALTERNATIVES: N/A

ATTACHMENTS: Bid Tabulation Matrix

AUDIO/VISUAL NEEDS: N/A

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1	MERAKI MS200 Large Essentials EA 3.0 LIC & SUPPORT					
	Supplier	QTY	UOM	Price	Extended	Supplier Notes
	GHA Technologies Inc Scottsdale, AZ	50	EA	\$880.43	\$44,021.50	
2	MERAKI MS400 Large Essentials EA 3.0 LIC & SUPPORT					
	Supplier	QTY	UOM	Price	Extended	Supplier Notes
	GHA Technologies Inc Scottsdale, AZ	6	EA	\$2,152.17	\$12,913.02	
3	MERAKI MS400 Medium Essentials EA 3.0 LIC & SUPPORT					
	Supplier	QTY	UOM	Price	Extended	Supplier Notes
	GHA Technologies Inc Scottsdale, AZ	2	EA	\$1,418.47	\$2,836.94	
4	MERAKI MS100 Medium Essentials EA 3.0 LIC & SUPPORT					
	Supplier	QTY	UOM	Price	Extended	Supplier Notes
	GHA Technologies Inc Scottsdale, AZ	6	EA	\$269.02	\$1,614.12	
5	MERAKI MS100 Large Essentials EA 3.0 LIC & SUPPORT					
	Supplier	QTY	UOM	Price	Extended	Supplier Notes
	GHA Technologies Inc Scottsdale, AZ	1	EA	\$415.76	\$415.76	
6	MERAKI MT Large Essentials EA 3.0 LIC & SUPPORT					
	Supplier	QTY	UOM	Price	Extended	Supplier Notes
	GHA Technologies Inc Scottsdale, AZ	6	EA	\$195.65	\$1,173.90	
7	MERAKI MR Essentials EA 3.0 LIC & SUPPORT					
	Supplier	QTY	UOM	Price	Extended	Supplier Notes
	GHA Technologies Inc Scottsdale, AZ	166	EA	\$317.93	\$52,776.38	
8	MERAKI MS100 Small Essentials EA 3.0 LIC & SUPPORT					
	Supplier	QTY	UOM	Price	Extended	Supplier Notes
	GHA Technologies Inc Scottsdale, AZ	34	EA	\$122.28	\$4,157.52	

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9	MERAKI MG Essentials EA 3.0 LIC & SUPPORT					
	Supplier	QTY	UOM	Price	Extended	Supplier Notes
	GHA Technologies Inc	70	EA	\$929.34	\$65,053.80	
	Scottsdale, AZ					
10	MERAKI MS200 Medium Essentials EA 3.0 LIC & SUPPORT					
	Supplier	QTY	UOM	Price	Extended	Supplier Notes
	GHA Technologies Inc	16	EA	\$586.95	\$9,391.20	
	Scottsdale, AZ					
11	MERAKI MX Small Essentials EA 3.0 LIC & SUPPORT					
	Supplier	QTY	UOM	Price	Extended	Supplier Notes
	GHA Technologies Inc	54	EA	\$978.26	\$52,826.04	
	Scottsdale, AZ					
12	MERAKI MX Large Essentials EA 3.0 LIC & SUPPORT					
	Supplier	QTY	UOM	Price	Extended	Supplier Notes
	GHA Technologies Inc	5	EA	\$7,459.23	\$37,296.15	
	Scottsdale, AZ					
13	MERAKI MX X-Large Essentials EA 3.0 LIC & SUPPORT					
	Supplier	QTY	UOM	Price	Extended	Supplier Notes
	GHA Technologies Inc	2	EA	\$15,896.73	\$31,793.46	
	Scottsdale, AZ					
14	MERAKI C9300 24-PORT UPOE					
	Supplier	QTY	UOM	Price	Extended	Supplier Notes
	GHA Technologies Inc	14	EA	\$2,397.60	\$33,566.40	
	Scottsdale, AZ					
15	MERAKI C9300 48-PORT UPOE					
	Supplier	QTY	UOM	Price	Extended	Supplier Notes
	GHA Technologies Inc	25	EA	\$4,183.47	\$104,586.75	
	Scottsdale, AZ					
16	MERAKI C9300 24-PORT MGIG AND UPOE					
	Supplier	QTY	UOM	Price	Extended	Supplier Notes
	GHA Technologies Inc	17	EA	\$4,984.13	\$84,730.21	
	Scottsdale, AZ					

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17	MERAKI C9300 48-PORT (12 MGIG & 36 2.5 GBPS)					
	Supplier	QTY	UOM	Price	Extended	Supplier Notes
	GHA Technologies Inc	21	EA	\$4,984.13	\$104,666.73	
	Scottsdale, AZ					
18	MERAKI MS130-8P-I Cloud MGD 8GE 120W POE					
	Supplier	QTY	UOM	Price	Extended	Supplier Notes
	GHA Technologies Inc	17	EA	\$460.62	\$7,830.54	
	Scottsdale, AZ					
19	MERAKI MS130R-8P Cloud MGD Ruggedized 8GE 240W POE Switch					
	Supplier	QTY	UOM	Price	Extended	Supplier Notes
	GHA Technologies Inc	6	EA	\$1,172.16	\$7,032.96	
	Scottsdale, AZ					
20	MERAKI C9000 1100W AC PLATNUM Power Supply					
	Supplier	QTY	UOM	Price	Extended	Supplier Notes
	GHA Technologies Inc	22	EA	\$749.05	\$16,479.10	
	Scottsdale, AZ					
21	MERAKI C9300 8 X 10GE Network Module					
	Supplier	QTY	UOM	Price	Extended	Supplier Notes
	GHA Technologies Inc	62	EA	\$1,005.33	\$62,330.46	
	Scottsdale, AZ					
22	MERAKI C9000 1M Type 1 Stacking Cable					
	Supplier	QTY	UOM	Price	Extended	Supplier Notes
	GHA Technologies Inc	28	EA	\$77.38	\$2,166.64	
	Scottsdale, AZ					
23	MERAKI C9000 3M Type 1 Stacking Cable					
	Supplier	QTY	UOM	Price	Extended	Supplier Notes
	GHA Technologies Inc	5	EA	\$136.67	\$683.35	
	Scottsdale, AZ					
24	Cisco SFP+transceiver module – 10GbE – 10GBase-SR-LC/PC multi-mode-up to 1310 ft – 850 nm					
	Supplier	QTY	UOM	Price	Extended	Supplier Notes
	GHA Technologies Inc	40	EA	\$267.85	\$10,714.00	
	Scottsdale, AZ					

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25	Cisco SFP+transceiver module – 10GbE – 10GBase-LR-LC/PC single-mode-up to 6.2 miles – 1310 nm					
	Supplier	QTY	UOM	Price	Extended	Supplier Notes
	GHA Technologies Inc Scottsdale, AZ	30	EA	\$764.85	\$22,945.50	
26	Cisco Catalyst 9166I Wireless access point - 1GbE, 5GbE, 2.5 GbE – Wi-Fi 6E – Bluetooth – 2.4 GHz, 5 GHz, 6GHz – cloud-managed					
	Supplier	QTY	UOM	Price	Extended	Supplier Notes
	GHA Technologies Inc Scottsdale, AZ	45	EA	\$835.82	\$37,611.90	
27	Cisco Catalyst 9163E Wireless access point - 1GbE, 2.5GbE, - Bluetooth, Wi-Fi 6E – 2.4 GHz, 5 GHz, 6 GHz – cloud-managed					
	Supplier	QTY	UOM	Price	Extended	Supplier Notes
	GHA Technologies Inc Scottsdale, AZ	5	EA	\$702.33	\$3,511.65	
28	MERAKI MX68 RTR SEC APPL					
	Supplier	QTY	UOM	Price	Extended	Supplier Notes
	GHA Technologies Inc Scottsdale, AZ	39	EA	\$392.32	\$15,300.48	
29	MERAKI MX95 ROUTER SECURITY APPLIANCE					
	Supplier	QTY	UOM	Price	Extended	Supplier Notes
	GHA Technologies Inc Scottsdale, AZ	1	EA	\$1,969.51	\$1,969.51	
TOTAL LUMP SUM (Item No's. 1 throught 29 above)						
GHA Technologies, Inc. Scottsdale, AZ					\$832,395.97	