



Open Session Item

SUBJECT: Bid Award (PUR-1722) – VMware VSphere Foundation 8

PRESENTATION DATE: January 28, 2025

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

RECOMMENDED MOTION: Move to award the bid for VMware VSphere Foundation 8 to the responsive, responsible bidder GHA Technologies Inc., of Scottsdale, AZ, with the lowest bid price of \$215,533.44.

REPORT-IN-BRIEF: The County accepted bids on January 2, 2025. 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. Forty-three (43) persons/companies registered/downloaded the bid document online. Eleven (11) bids were received.

This software forms the hypervisor technology that County local network services and client desktop virtualization services rely on for operation.

DISCUSSION: N/A

FISCAL IMPACT: Funding in the amount of \$809,201 is available in the Department of Information Technologies operating budget 515180-10-11000.

CONCURRENCES: N/A

ALTERNATIVES: N/A

ATTACHMENTS: Bid Tabulation Matrix

AUDIO/VISUAL NEEDS: N/A

PUR-1722 VMWARE VSPHERE FOUNDATON 8

1	VMware VSphere Foundation 8 – (1) Year Term – Year (1) One -VCF-VSP-FND-8
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Supplier	QTY	UOM	Price	Extended	Supplier Notes
GHA Technologies Inc	576	EA	\$124.73	\$71,844.48	
EEC Services LLC	576	EA	\$131.53	\$75,761.28	
Alxtel.Inc	576	EA	\$131.64	\$75,824.64	
vPrime Tech Inc	576	EA	\$132.10	\$76,089.60	
Advanced Computer Concepts	576	EA	\$132.51	\$76,325.76	
En-Net Services	576	EA	\$134.48	\$77,460.48	
Milliard Tek (Milliard Tek LLC)	576	EA	\$136.00	\$78,336.00	
					Start Date: 02/01/2025End Date:
Kambrian Corporation	576	EA	\$136.45	\$78,595.20	01/31/2026
Applied Technology Services	576	EA	\$137.00	\$78,912.00	
DSI Tech (DISYS Solutions, Inc.)	576	EA	\$137.76	\$79,349.76	
C& C International computers ar	576	EA	\$147.00	\$84,672.00	

2	VMware VSphere Foundation 8 – (1) Year Term – Year (2) Two - VCF-VSP-FND-8
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Supplier	QTY	UOM	Price	Extended	Supplier Notes
GHA Technologies Inc	576	EA	\$124.73	\$71,844.48	
EEC Services LLC	576	EA	\$131.53	\$75,761.28	
Alxtel.Inc	576	EA	\$131.64	\$75,824.64	
vPrime Tech Inc	576	EA	\$132.21	\$76,152.96	
Advanced Computer Concepts	576	EA	\$132.51	\$76,325.76	
En-Net Services	576	EA	\$134.48	\$77,460.48	
Milliard Tek (Milliard Tek LLC)	576	EA	\$136.00	\$78,336.00	
					Start Date: 02/01/2026End Date:
Kambrian Corporation	576	EA	\$136.45	\$78,595.20	01/31/2027
Applied Technology Services	576	EA	\$137.00	\$78,912.00	
DSI Tech (DISYS Solutions, Inc.)	576	EA	\$137.76	\$79,349.76	
C& C International computers ar	576	EA	\$147.00	\$84,672.00	

PUR-1722 VMWARE VSPHERE FOUNDATON 8

3	VMware VSphere Foundation 8 – (1) Year Term – Year (3) Three - VCF-VSP-FND-8
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Supplier	QTY	UOM	Price	Extended	Supplier Notes
GHA Technologies Inc	576	EA	\$124.73	\$71,844.48	
EEC Services LLC	576	EA	\$131.53	\$75,761.28	
Alxtel.Inc	576	EA	\$131.64	\$75,824.64	
vPrime Tech Inc	576	EA	\$132.28	\$76,193.28	
Advanced Computer Concepts	576	EA	\$132.51	\$76,325.76	
En-Net Services	576	EA	\$134.48	\$77,460.48	
Milliard Tek (Milliard Tek LLC)	576	EA	\$136.00	\$78,336.00	
Kambrian Corporation	576	EA	\$136.45	\$78,595.20	Start Date: 02/01/2027End Date: 01/31/2028
Applied Technology Services	576	EA	\$137.00	\$78,912.00	
DSI Tech (DISYS Solutions, Inc.)	576	EA	\$137.76	\$79,349.76	
C& C International computers ar	576	EA	\$147.00	\$84,672.00	

Responding Supplier	City	State	Response Total
GHA Technologies Inc	Scottsdale	AZ	\$215,533.44
EEC Services LLC	Detroit	MI	\$227,283.84
Alxtel.Inc	Silver Spring	MD	\$227,473.92
vPrime Tech Inc	Houston	TX	\$228,435.84
Advanced Computer Concepts	McLean	VA	\$228,977.28
En-Net Services	Frederick	MD	\$232,381.44
Milliard Tek (Milliard Tek LLC)	Clarksburg	MD	\$235,008.00
Kambrian Corporation	La Puente	CA	\$235,785.60
Applied Technology Services	Middle River	MD	\$236,736.00
DSI Tech (DISYS Solutions, Inc.)	Ashburn	VA	\$238,049.28
C& C International computers and Consultants, Inc.com	Hollywood	FL	\$254,016.00