



ARLINGTON COUNTY, VIRGINIA
OFFICE OF THE PURCHASING AGENT
2100 CLARENDON BOULEVARD, SUITE 500
ARLINGTON, VIRGINIA 22201

NOTICE OF RENEWAL

TO: Presidio Networked Solutions LLC
8161 Maple Lawn Boulevard, Suite 150
Fulton, Maryland 20759
ORIGINAL DATE ISSUED: July 1, 2020
CONTRACT NO: 20-253-ITB
CONTRACT TITLE: Provision of Vertiv Products and Services

THIS IS A NOTICE OF RENEWAL AND NOT AN ORDER. NO WORK IS AUTHORIZED UNTIL THE VENDOR RECEIVES A VALID COUNTY PURCHASE ORDER ENCUMBERING CONTRACT FUNDS.

The contract documents consist of the terms and conditions of AGREEMENT No. 20-253-ITB including any attachments or amendments thereto.

EFFECTIVE DATE: JULY 1, 2022
EXPIRES: JUNE 30, 2023
RENEWALS: TWO (2) ONE (1) YEAR RENEWALS REMAINING

EMPLOYEES NOT TO BENEFIT:
NO COUNTY EMPLOYEE SHALL RECEIVE ANY SHARE OR BENEFIT OF THIS CONTRACT NOT AVAILABLE TO THE GENERAL PUBLIC.

VENDOR CONTACT: Shawn Young
EMAIL ADDRESS: spyoung@presidio.com
VENDOR TEL. NO.: (1615) 310-4869

COUNTY CONTACT: Ishai Trani, DTS-Technology Services
COUNTY CONTACT EMAIL: itrani@arlingtonva.us
COUNTY TEL. NO.: (703) 228-3408

CONTRACT AUTHORIZATION

THE COUNTY BOARD OF ARLINGTON COUNTY, VIRGINIA
PRESIDIO NETWORKED SOLUTIONS LLC

PRINT: DR. SHARON T. LEWIS

PRINT: Jackie Arnett

SIGNATURE: Dr. Sharon T. Lewis
89B86B1AD301462...

SIGNATURE: Jackie Arnett
E681680BF2D048C...

TITLE: PURCHASING AGENT

TITLE: Director, Contracts Administration

DATE: 5/19/2022

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**ARLINGTON COUNTY, VIRGINIA  
OFFICE OF THE PURCHASING AGENT  
SUITE 500, 2100 CLARENDON BOULEVARD  
ARLINGTON, VA 22201**

**AGREEMENT NO. 20-253-ITB**

THIS AGREEMENT is made, on July 1, 2020, between Presidio Networked Solutions LLC, 8161 Maple Lawn Boulevard, Suite 150, Fulton, MD 20759 ("Contractor") a Florida Limited Liability Company authorized to do business in the Commonwealth of Virginia, and the County Board of Arlington County, Virginia. The County and the Contractor, for the consideration hereinafter specified, agree as follows:

**1. CONTRACT DOCUMENTS**

The "Contract Documents" consist of this Agreement, bid of the successful Bidder (hereinafter "Contractor") and Arlington County (hereinafter "County") Invitation to Bid No. 20-253-ITB.

The Contract Documents set forth the entire agreement between the County and the Contractor. The County and the Contractor agree that no representative or agent of either party has made any representation or promise with respect to the parties' agreement that is not contained in the Contract Documents. The Contract Documents may be referred to below as the "Contract" or the "Agreement".

**2. SCOPE OF WORK**

The Contractor agrees to perform the services described in the Contract Documents (the "Work"), more particularly described in the Scope of Services included with the Invitation to Bid. The primary purpose of the Work is to provide Vertiv Products and Services on an as needed basis. The Contract Documents set forth the minimum work estimated by the County and the Contractor to be necessary to complete the Work. It will be the Contractor's responsibility, at its sole cost, to provide the services set forth in the Contract Documents and sufficient services to fulfill the purposes of the Work. Nothing in the Contract Documents limits the Contractor's responsibility to manage the details and execution of the Work.

**3. PROJECT OFFICER**

The performance of the Contractor is subject to the review and approval of the County Project Officer, who will be appointed by the Director of the Arlington County department or agency requesting the Work under this Contract.

**4. CONTRACT TERM**

Time is of the essence. The Work will commence on July 1, 2020 and must be completed no later than June 30, 2021 ("Initial Contract Term"), subject to any modifications provided in the Contract Documents. Upon satisfactory performance by the Contractor the County may, through issuance of a unilateral Notice of Award, authorize continuation of the Agreement under the same contract prices for not more than four (4) additional 12-month periods, from July 1, 2021 to June 30, 2025 (each a "Subsequent Contract Term"). The Initial Contract Term and any Subsequent Contract Term(s) are together the "Contract Term".

**5. CONTRACT PRICING**

Unless otherwise provided in the Contract Documents, the Contractor shall provide the goods and services covered in the County's Invitation to Bid No. 20-253-ITB at the prices provided in the bid of the Contractor.

## ARLINGTON COUNTY, VIRGINIA

## INVITATION TO BID NO. 20-253-ITB

**REVISED BID FORM****SUBMIT ONE FULLY-COMPLETED AND SIGNED BID FORM ELECTRONICALLY VIA VENDOR REGISTRY**

BIDS WILL BE OPENED AT 1:00 P.M., ON JUNE 30, 2020

FOR PROVIDING VERTIV PRODUCTS AND SERVICES PER THE TERMS, CONDITIONS AND SPECIFICATIONS OF THIS SOLICITATION

1. **Percentage Discount off Vertiv Products and Services:** Bidders shall submit a percentage discount for each category listed below to be deducted from its effective catalog and/or descriptive price list. The Bidder shall enter the highest average discount across all categories on the Bid Form below. The highest average discount will be determined by averaging the percentage discount for all categories listed below. **Bidders must bid on all Categories listed to be considered. The County reserves the right to add, delete, or adjust categories as deemed necessary by the County.**

<b>Vertiv Products and Services Categories NO SUBSTITUTIONS</b>	<b>% Discount off List</b>	<b>Identification of published price list to include link</b>
Single-Phase UPS – SP1	38	Presidio is providing the most recent price list, dated March 2020, and will post the latest Vertiv price lists to our portal upon award.
Racks, RPDUs & Airflow Management – SP1	42	
Integrated Solutions – SP1	42	
Three-Phase UPS – SP1	42	
Thermal Management – SP1	42	
Services – SP1 – Power Assurance Package	42	
Communication Cards – SP1	50	
Management Systems – SP1	42	
Single-Phase UPS – SP2	42	
IT Management – SP2	42	
Management Systems – SP2	42	
UPS Service Level Agreement	31	
Average Discount	41.42%	Discount percent

## 2. Credit Terms:

- 2.1 Contractor will provide full credit for the return of unused parts or supplies purchased during the period of contract: (check one)

Yes  \_\_\_\_\_ No  \_\_\_\_\_

- 2.2 If Bidder has checked NO, Credit terms (re-stocking fee) expressed in percentage:

2.2.1 For stocked items: \_\_\_\_\_

2.2.2 For Non-stocked items: \_\_\_\_\_