

City of Los Angeles, California
Contract

City of Los Angeles Purchasing Agent
111 E 1ST STREET
ROOM 110
LOS ANGELES CA 90012

Vendor ID: 0000043116
KEY INFORMATION SYSTEMS
21700 OXNARD ST #250
WOODLAND HILLS CA 91367

Contract ID 59268	Page 1
Contract Dates 05/01/2011 to 04/30/2014	Rate Date PO Date
Description: IBM Midrange HW, SW, SW Mainte Allow Multicurrency PO	Contract Maximum 15,000,000.00

City of Los Angeles' vendors are required to have on file an approved Affirmative Action Plan and Certification. Contact Buyer at the City Purchasing Office at (213-485-3677) for information on this requirement.

In order to receive payments from the City of Los Angeles, vendors must have a valid Business Tax Registration Certificate (BTRC) number. Contact the City Clerk's Tax and Permits Division (213-485-3916) for information on this requirement.

All shipments, shipping papers, invoices and correspondence must be identified with the City of Los Angeles' Contract Purchase Order Number.

Overshipments will not be accepted unless authorized by requestor prior to shipment.
Terms and conditions of parent contract are binding on its Contract Purchase Orders.

Procurement Analyst: Helen Lee
E-mail address: Helen.lee@lacity.org

Phone Number: 213-928-9503
Fax Number: 213-928-9511

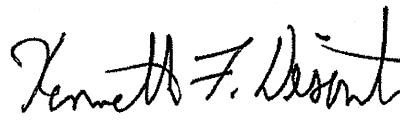
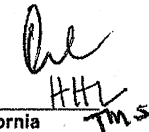
Renewal Options: 2 Options Granted: 0 Option Date 1 = -/-/ Option Date 2 = -/-/
Notice of award of contract No. 59268 RFQ No.: EV00002605 Previous Contract: 58564
Payment Terms: Net 30 Days Delivery: 5-10 Days A R O

You are hereby notified of the award of this contract with the City of Los Angeles in accordance with RFQ Number EV00002605, to furnish the City's annual requirements for the items and/or services identified in this document. The entire RFQ (including Attachment A and specifications) or any items thereof, addendums, general conditions and Key Information Systems' Bart Fernandes' email dated March 31, 2011 regarding line items 1,2,4 and 5 and email dated April 14, 2011 regarding line items 1 and 8 comprise the contract. The Quotation document signed by the appropriate contractor and by duly authorized City officials is on file in the Purchasing Agent's office.

The contract is awarded for the following: *IBM Midrange Hardware, Software and Software Maintenance*

NOTE: SALES TAX WILL BE ADDED AT TIME OF ORDER.

The following listed items cover the only products or services approved for purchase under this contract. Products or services requested by the City and not listed in the contract require a separate City Purchase Order in order for the supplier to receive payment.


For Purchasing Agent, City of Los Angeles, California 

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Line #	Item ID	Item Desc	Item Minimum Order Qty	Item Contract Maximum Amt
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1	0.00	Hardware, IBM Power Series (AIX and LINUX), P795, any configuration	0	0.00
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Price Agreement:	Price Date:	PO Date	
	Price Quantity:	Line Quantity	
	Quantity Type:	Current Order Quantity	
Contract Base Price	\$ 0.01000	LO	

Flat Percentage Discount from the current IBM products list price at the time of ordering: 42%

Percentage discount valid for any replacement model of P795

Value Added Service: Key Information Systems offers no-charge, free on-site professional services support for any configurations of IBM P795

2	0.00	Hardware, IBM Blade Servers, Power 7 Blades, any configuration	0	0.00
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Price Agreement:	Price Date:	PO Date	
	Price Quantity:	Line Quantity	
	Quantity Type:	Current Order Quantity	
Contract Base Price	\$ 0.01000	LO	

Flat Percentage Discount from the current IBM products list price at the time of ordering: 32%

Percentage discount valid for any replacement model of Power 7 Blades

3	0.00	Hardware, IBM Intel Servers	0	0.00
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Price Agreement:	Price Date:	PO Date	
	Price Quantity:	Line Quantity	
	Quantity Type:	Current Order Quantity	
Contract Base Price	\$ 0.01000	LO	

Flat Percentage Discount from the current IBM products list price at the time of ordering: 25%

4	0.00	Hardware, IBM Storage, DS8800, Machine Type 2424, any configuration	0	0.00
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Price Agreement:	Price Date:	PO Date	
	Price Quantity:	Line Quantity	
	Quantity Type:	Current Order Quantity	
Contract Base Price	\$ 0.01000	LO	

Flat Percentage Discount from the current IBM products list price at the time of ordering: 75.4%

Percentage discount valid for any replacement model of DS8800, Machine Type 2424

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Line #	Item ID	Item Desc	Item Minimum Order Qty	Item Contract Maximum Amt
5	0.00	Hardware, IBM Tape Library, 3584, any configuration	0	0.00

Price Agreement: Price Date: PO Date
 Price Quantity: Line Quantity
 Quantity Type: Current Order Quantity
 Contract Base Price \$ 0.01000 LO

Flat Percentage Discount from the current IBM products list price at the time of ordering: 44%
 Percentage discount valid for any replacement model of 3584

6	0.00	Software, IBM	0	0.00
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Price Agreement: Price Date: PO Date
 Price Quantity: Line Quantity
 Quantity Type: Current Order Quantity
 Contract Base Price \$ 0.01000 LO

Flat Percentage Discount from the current IBM Software list price at the time of ordering: 21%
 All new software purchase must include one year of standard software maintenance.

7	0.00	Maintenance, IBM Software	0	0.00
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Price Agreement: Price Date: PO Date
 Price Quantity: Line Quantity
 Quantity Type: Current Order Quantity
 Contract Base Price \$ 0.01000 LO

IBM Software Maintenance for the existing City of Los Angeles' IBM Software
 Flat Percentage Discount from the current IBM Software Maintenance list price at the time of ordering: 21%

8	0.00	Software, IBM Passport Advantage	0	0.00
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Price Agreement: Price Date: PO Date
 Price Quantity: Line Quantity
 Quantity Type: Current Order Quantity
 Contract Base Price \$ 0.01000 LO

Flat Percentage Discount from the current IBM Passport Advantage Software list price at the time of ordering: 18%
 City of Los Angeles Qualifies for IBM Passport Level 'GOV' which the Contractor is to include on any IBM Passport Software Sale.

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Description: IBM Midrange HW, SW, SW Mainte	Contract Maximum 15,000,000.00
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Line #	Item ID	Item Desc	Qty	Item Minimum Order Amt	Item Contract Maximum Amt
9	0.00	Maintenance, IBM Info Management Server Software	0	0.00	0

Price Agreement:	Price Date:	PO Date
	Price Quantity:	Line Quantity
	Quantity Type:	Current Order Quantity
Contract Base Price	\$ 0.01000	LO

IBM Software Maintenance for the existing City of Los Angeles' IBM Info Management Server Software

Flat Percentage Discount from the current IBM Info Management Server Software Maintenance list price at the time of ordering: 18%

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Description:	Contract Maximum	
IBM Midrange HW, SW, SW Mainte	15,000,000.00	
Allow Multicurrency PO		

Line #	Item ID	Item Desc	Item Qty	Minimum Order Amt	Contract Qty	Maximum Amt
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SUPPLIER CONTACT:

Contact Person: Bart Fernandes

Title: Sr. Account Executive

Telephone No.: (714) 318-5585

Fax No.: (818) 737-2880

E-Mail Address: bfernandes@keyinfo.com

24 Hour Contact No.: (714) 318-5585

CONTRACT PURCHASE ORDERS:

Contract Purchase Orders will be issued during the contract period for materials or services as required. Supplier shall deliver no goods or services until a City department issues a Contract Purchase Order.

APPROVED CONTRACT ITEM PURCHASES:

The listed items cover the only products approved for purchase under this contract.

The City of Los Angeles will not pay any invoice covering the delivery of any merchandise that is not explicitly authorized by this contract. Any products requested by the City not listed in the contract require a separate City Purchase Order in order for the supplier to receive payment.

RENEWAL OPTION:

The City reserves the right to renew this contract for 2 (two) additional one (1) year period(s). All renewals shall be on an annual basis and under the same terms and conditions of the original contract.

OFF-PEAK DELIVERY AND PICK-UP HOURS:

The City of Los Angeles requires off-peak delivery and pickup of all commodities by City suppliers between the hours of 9:00 AM and 3:30 PM, Monday through Friday, to reduce traffic and vehicle emissions during morning and afternoon commute times. Suppliers are determined in compliance if the actual delivery or pickup time provides for arrival at the City location on or after 9:00 AM and on or before 3:30 PM.

Unless otherwise instructed by authorized City personnel, suppliers are required to schedule deliveries and/or pickups during the off-peak period. City departments sharing facilities that order products from the same supplier shall make every effort to coordinate off-peak deliveries and pickups with the supplier.

Emergency and critical need orders, or other non-conforming deliveries and pickups specifically requested by City departments shall not constitute a violation of this requirement. In addition, circumstances that are outside of the supplier's control and documented by the supplier to the ordering department's or the City Purchasing Agent's satisfaction shall not constitute a violation of this requirement.

Noncompliance with this requirement may result in cancellation of a Purchase Order(s) or termination of Contract(s) between the City and the supplier.

If circumstances related to department operations preclude regularly scheduled deliveries between the hours of 9:00 AM and 3:30 PM, Monday through Friday, the affected City department shall notify the supplier of any allowable exception(s).

ADDITIONAL CONTRACT REQUIREMENTS

1. The equipment furnished must be in compliance with the Equipment Specifications and Requirements detailed herein and in RFQ EV00002605.

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2. The Contractor indicates that it has a current manufacturer's certificate of authorization for all equipment as specified in RFQ EV00002605 and has two years of experience as an IBM Premier Business Partner.

 - 2A. The Contractor indicates that it is authorized to sell all IBM Software, IBM Passport Advantage Software, IBM Software Maintenance and IBM Info Management Server Software Maintenance in RFQ EV00002605.

 3. The maximum delivery time of the equipment bid, upon receipt of a firm Contract Purchase Order (CPO), must be 5-10 working days or less for orders without installation of additional hardware and/or software. For hardware orders requiring installations prior to delivery, Contractor must deliver orders within 10-15 working days of receipt of the order.

 4. The Contractor stated that any warranty and/or guarantee associated with the equipment herein, whether it is IBM and/or a third party warranty must come with at least a one year warranty for on-site service and maintenance of system unit, monitor and any peripheral ordered with the system. If the manufacturer does not provide on-site warranty service, it shall be provided or arranged by the Contractor at no additional cost to the City.

 5. Time frame requirements for warranty service for the equipment that is target for 5 x 8 operation: Four (4) hours response time for all calls is required. If repair cannot be completed within five (5) working days after the first service call was made, a comparable loaner machine must be made available. Service availability will be necessary during the prime shift that is from 8:00 am to 5:00 pm.

 6. Time frame requirements for warranty service for the equipment that is target for 7 x 24 operation: Two (2) hours response time for all calls is required. If repair cannot be completed within two (2) working days after the first service call was made, a comparable loaner machine must be made available. Service availability will be necessary during a 24 hour day.

 7. Time Frame requirement for warranty and emergency services for those equipment that is target for public safety operation: One(1) hour response time for all calls is required; If repair cannot be completed within two (2) working days after the first service call was made, a comparable loaner machine must be made available within 3 (three) working days after the first service call was made. Service availability will be necessary during a 24 hour day. It is preferred that the Contractor has a local support office near the vicinity of Los Angeles Civic Center to provide quick response.

 8. The Contractor must be able to provide technical support for configuration and checking the compatibility between hardware components

 9. The Contractor stated that there is no additional cost to the City related to acquisition of the equipment herein. The City will not be responsible for any costs or obligations not specifically stated in the RFQ EV00002605.

 10. All freight and delivery costs shall be included in the prices quoted.

 11. The prices quoted for equipment in these specifications shall include all taxes and duties, except California State Sales or Use Tax.

 12. The costs incurred in preparing the bid or incurred in any other manner by the Contractor in responding to RFQ EV00002605 may not be charged to the City of Los Angeles.

 13. The Contractor will coordinate the timely loan of evaluation equipment for items to be tested and evaluated by City of Los Angeles Information Technology Agency (ITA) for future citywide use.

 14. Prior to equipment delivery, the Contractor shall register purchased equipment with IBM, ensuring transfer of equipment device ownership to the City.
- ELECTRONIC COMMUNICATION AND INFORMATION EXCHANGE REQUIREMENTS**
1. The Contractor shall be accessible for electronic messaging via the Internet.

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2. The City requires the Contractor to provide access to an Internet Website containing product information including the manufacturer's part number, the City's contract price, and product description for all items on the contract. The City expects all product updates, all new models, and all replacement products to be automatically included.

3. On line ordering is highly desirable. The system should include product description, availability, and the City's current contract pricing. Order forms must be customized to meet City specifications, with ability to print locally. Paper confirmation of orders must follow before shipment.

4. The Contractor shall provide electronic order acknowledgment and a means for City departments to track the status of their own department's Contract Purchase Orders electronically once they have been sent to the Contractor

5. The Contractor must provide the City with invoice data detailing all hardware devices purchased and delivered during the previous month. Invoice data must include the following data elements for each item:

- Contract Purchase Order (CPO)#:
- Contract Purchase Order Date:
- Contact Name:
- City Department:
- Invoice#:
- Invoice Date:
- Manufacturer:
- Manufacturer Device Type:
- Description:
- Quantity:
- Manufacturer price:
- Discount Percentage (%):
- Extended/Special price:
- Ship Date:
- Ship Address:

Updated invoice data should be saved as a MS/Excel 2000 spreadsheet, or as directed by City, available for secure download from vendor web site.

PRICE AGREEMENT CONDITIONS:

Prices charged the City are based on THE FLAT percentage (%) discount from the current IBM products list price at the time of ordering and in accordance with the specifications and requirements provided herein. The flat percentage discount is to remain firm for the duration of the contract, subject to "Threshold Amount Level Volume Percentage Adjustments". However, manufacturer's price lists are subject to change in accordance with price adjustments made by the manufacturer.

The City is to be given benefit of any decline in prices immediately upon the manufacturer's effective date of such decline.

The RFQ EV00002605 specifications, requirements, terms and conditions shall supersede and take precedence over any conflicting conditions in manufacturer's price lists.

ESTIMATED EXPENDITURES AND THRESHOLD ADJUSTMENT:

Total expenditures for the life of this contract, including the initial term and all renewals or extensions, are estimated to be \$15,000,000.00. No guarantee can be given that this total will be reached or that it will not be exceeded. Supplier agrees to furnish more or less in accordance with actual contract requirements.

Based on the City's estimate, the supplier will provide an additional volume percentage adjustment if the City exceeds the following threshold amount levels:

Threshold Amount Level: Volume Percent Adjustment:

\$ 15,001,000.00 1 %

\$ 16,001,000.00 1.5 %

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Line #	Item ID	Item Desc	Item Minimum Order Qty	Item Contract Maximum Amt
		\$ 17,001,000.00	2.0 %	
		\$ 18,001,000.00	2.5 %	
		\$ 19,001,000.00	3 %	

During the term of the contract, including any and all extensions thereto, the above volume percentage adjustment shall be made to the base discount/mark up allowed above as each threshold is attained. Each threshold level and volume adjustment will be cumulative after the first threshold is attained. The appropriate adjustment shall become effective once a given threshold is met. The City shall notify the supplier in writing of the applicable adjustment, revised prices, and the effective date of such change.

OPTIONS AND FEATURES:

The City reserves the right to acquire all models, all product updates, new models, and replacement products during the term of the contract.

IBM MODELS:

As technologies advance, the City intends to acquire the latest models of related technology available on the market, on an ongoing basis. The Contractor will be required to coordinate efforts with City of Los Angeles Information Technology Agency (ITA) to ensure that only equipment that meets ITA standards/approval is procured through the contract.

PRICE REDUCTIONS:

After the award of a contract, or during the term of the contract, any reduction in cost of equipment to the Contractor shall be automatically reflected in the next immediate price quote following the price reduction. The City reserves the right to audit as necessary to ensure that any and all reductions in equipment costs to the Contractor are reflected in the pricing set for the City.

PROCUREMENT PROCESS:

During the life of the contract, the Contractor shall provide a quote based on the configuration established by City of Los Angeles Information Technology Agency reflecting the flat percentage discount from the current IBM products list price at the time of ordering and as stipulated herein.

Along with the Contractor's quote, the Contractor shall also submit a current IBM products list price from IBM at the time of ordering (a Quote sheet from IBM) for verification and validation.

DELIVERY:

The equipment is usually ordered as complete systems. The City requires complete shipment servers with all options, adapters and the latest version of the selected operating system installed. The Contractor must deliver system unit and monitor ordered with system unit, to the end user's site. The delivery box must be clearly labeled outside of the carton as to all enclosed items and serial numbers and must include the City's CPO number. At City's discretion, Contractor must accept return or exchange of defective or incorrect items from the City for a period of thirty (30) business days following equipment delivery.

PRICING:

The City desires to establish a contract based on a flat percentage discount from the current IBM products list price at the time of ordering. The flat percentage discount is defined as the guaranteed discount from the current IBM products list price at the time of ordering.

The cost to the City must be based on the lowest cost that the Contractor can obtain the equipment less the percentage discount.

CITY'S RIGHT TO ACQUIRE FROM OTHER SOURCES:

Notwithstanding that this is an annual requirements contract, the City reserves the right, and nothing herein shall preclude it from doing so, to acquire the same item(s) provided in this contract from other sources, when such item(s) are a necessary part of services to be performed under contract by those other sources.

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The City may also competitively bid individual purchases when the purchase amount exceeds \$75,000.

INSTALLATION AND SET UP:

The Contractor will be expected to deliver, install, and set up systems hardware; install and configure systems software at various City locations following procedures and standard policy provided by the City at no additional cost. It is also the responsibility of the Contractor to coordinate with the manufacturer to deliver, install, and set up systems hardware; install and configure systems software at various City locations following procedures and standard policy provided by the City.

EQUIPMENT CHANGES, MODIFICATIONS, OR UPGRADES

Any changes, modifications, or upgrades required to make the equipment bid compatible with the hardware requirements detailed herein shall be made by the Contractor at no cost to the City. Furthermore, such changes shall only be implemented on the equipment or services bid and not on existing City equipment.

INSURANCE:

The supplier's General Liability and Worker's Compensation Insurance Certificates are on file in the Purchasing Agent's office.

OTHER GOVERNMENT AGENCY PURCHASES:

Other government agencies may make purchases using the prices, terms and conditions of this contract.

QUARTERLY REPORTS

The supplier shall provide the City Purchasing Agent with quarterly reports, to include the following:

1) Expenditure Report that includes, but not limited to, a listing of every item purchased under this contract (from contract inception to report date), listed by department, manufacturer (IBM) name, item description, product/part number, quantity, IBM's list price at the time of ordering, flat percentage discount from the current IBM's list price at the time of ordering, supplier's net price after discount and supplier's extended price after discount. These reports, sorted by City department and summarized, should be provided in both hard copy reports and an electronic data file.

2) MBE/WBE/OBE Report that indicates the quantity and description of products sold to the City that were manufactured by or obtained from Minority, Women, or Other Business Enterprise sub-suppliers. This information may be included in the Expenditure Report.

Reports shall be created in a MS/Excel spreadsheet format and delivered by the 10th of the month following contract quarter end to City of Los Angeles Purchasing Agent, 111 E. First St., Attn: Procurement Analyst, Room 110, City Hall South, Los Angeles, California, 90012-4111. The supplier shall reference the City's contract number on all reports.

CONTRACT PERFORMANCE REVIEWS:

The supplier receiving an award agrees to attend periodic Contract performance reviews, facilitated by the City's Contract Manager. Reviews may be held a minimum of once per calendar quarter, with focus on the supplier's and the City's meeting product and service quality levels stated in the Contract, adherence to the Contract terms and conditions, and providing a forum to informally discuss opportunities for improving products, services, Contract terms and conditions, and other related issues in an effort to create economies and cost reductions for the supplier and the City.

LIQUIDATED DAMAGES FOR LATE DELIVERY:

Delivery delays beyond the Contract/Purchase Order delivery date will result in added expense to the City. The City of Los Angeles shall be paid damages for such delay. Inasmuch as the amount of damage is extremely difficult to ascertain, the supplier agrees to compensate the City in the amount of \$100.00 per calendar day beyond the delivery date specified. This amount shall be fixed as liquidated damages that the City will suffer by reason of such delay, and not as a penalty. The City shall have the right to deduct and retain the amount of such liquidated damages from any monies due the supplier.

The supplier shall be entitled to a reasonable extension of time for unavoidable delay in delivery due to causes not reasonably foreseeable by the parties at the time of the Contract/Purchase Order execution, and that are entirely beyond

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the control and without the fault or negligence of the supplier, including, but not limited to, acts of God or the public enemy, war or other national emergency making delivery temporarily impossible or illegal, acts or omissions of other suppliers, strikes and labor disputes not brought on by any act or omission of the supplier, fire, flood, epidemics, quarantines, or freight embargoes.

CONTRACT TERMINATION: (Supplement)

1. Any undue delay in delivery of electronic product and pricing information could result in the cancellation of the contract, at the option of the City.
2. Any vendor delays in warranty repair or replacement could result in the cancellation of the contract, at the option of the City.

SUBCONTRACTORS:

All subcontractors shall be approved by the City Purchasing Agent prior to working on City projects. A subcontractor is defined as a person, partnership, corporation or other entity, which enters into a contract with a contractor for performance of some or all of the City contracted work.

The Contractor shall identify subcontracted work by subcontractor name and dollar amount subcontracted on all quarterly reports. Wholly owned subsidiaries of the contractor shall not be considered as subcontractors, but the City shall be notified in advance of their usage. The Contractor shall not change any of the approved subcontractors or reduce their level of work without the City Purchasing Agent's written approval. City approval shall not be unreasonably withheld.

All procurement agreements with a value in excess of \$25,000 and having a term in excess of three (3) months are subject to the Sweat-Free Procurement Ordinance. Subcontractor information for these agreements shall be provided in both hardcopy and electronic versions. Information for these contractors/subcontractors will be posted on the City Purchasing Agent's Internet website.

INVOICES/VENDOR PAYMENT:

All invoices for the City of Los Angeles orders shall be sent to SMS Payment Services Section and in triplicate to the address shown on the specific Contract Purchase Order. When submitting invoices to the City, the following must be referenced on the invoice:

1. Contract Number
2. Contract Purchase Order (CPO) Number
3. Corresponding Contract Line Item
4. Quantity, Part number and Serial number of the equipment
5. Contractor's State of California Sales and Use Tax Permit Number
6. Contractor's Business Tax Registration Certificate Number
7. Correct Contract pricing should be reflected on the invoice. Price discrepancies will also cause payment delays.
8. Partial Shipments: If partial quantities are shipped, invoices should only reflect the quantity shipped.

It should be noted that before an invoice can be processed for payment, items must be received and accepted by City Personnel.

In addition to providing accurate and complete information on invoices, the City requires that every vendor doing business in the City obtain a Business Tax Registration Certificate or a Vendor Registration Number. Payment to vendors not complying with this requirement will be delayed until the information is provided.


SMS Payment Services Section

All Invoices for SMS orders should be sent to the SMS Payment Services Section Piper Technical Center, 555 Ramirez Street, Suite 312, Los Angeles, 90012



Helen Lee <helen.lee@lacity.org>

City of Los Angeles RFQ No. EV00002605 - Clarification needed - Key Information Systems

 Bart Fernandes <bfernandes@keyinfo.com>
To: Helen Lee <helen.lee@lacity.org>
Cc: Rene Lapid <rlapid@keyinfo.com>

Thu, Mar 31, 2011 at 10:14 AM

Helen,

Please see my responses to your questions below:


We agree to the clarifications I have outlined below. Let me know if you have any questions or need anything else from us.

Thanks again.

Bart Fernandes
(714) 318-5585

From: Helen Lee [mailto:helen.lee@lacity.org]
Sent: Thursday, March 31, 2011 10:06 AM
To: Bart Fernandes
Subject: City of Los Angeles RFQ No. EV00002605 - Clarification needed - Key Information Systems

Hello Bart,

 Regarding Key Information Systems bid response to City of Los Angeles RFQ No. EV00002605 and per our conversation today, please provide the following clarifications:

1. For line item 1, you stated "the pricing & discount provided is valid only for this specific configuration of P795 in this RFQ". Please confirm if the quoted discount is also valid for any configurations of IBM P795 and any replacement models if IBM were to ever discontinue P795. **YES this is correct and we agree.**
2. For line item 2, you stated "the pricing & discount provided is valid for this configuration of IBM Power 7 Blades only". Please confirm if the quoted discount is also valid for any configurations of IBM Power 7 Blades and any replacement models if IBM were to ever discontinue Power 7. **YES this is correct and we agree.**
3. For line item 5, you stated "although your RFQ asked for.....we will offer City of LA the same discount on any tape library based on 3584". Please confirm if the quoted discount is also valid for any configurations of IBM 3584 Tape Library and any replacement models if IBM were to ever discontinue 3584. **YES this is correct and we agree.**
4. For line item 4, please confirm if the quoted discount is also valid for any replacement models of DS8800 if IBM were to ever discontinue DS8800. **YES this is correct and we agree.**

Thank you.
Helen

—
Helen H. Lee, Procurement Analyst
City of Los Angeles-General Services Department
Supply Services Division
111 East 1st Street Room 100
Los Angeles CA 90012
Phone: 213-928-9503
Fax: 213-928-9511 or 213-928-9513

Email: helen.lee@lacity.org
Day Off: 1st Monday



Helen Lee <helen.lee@lacity.org>

City of Los Angeles RFQ No. EV00002605 - Clarification Needed

4 messages

Helen Lee <helen.lee@lacity.org>
To: Bart Fernandes <bfernandes@keyinfo.com>

Thu, Apr 14, 2011 at 11:12 AM

Hi Bart,

On Key Information Systems' bid response for the subject RFQ EV00002605, Key Information Systems stated that "Key Info offer on-site assistance and implementation support on every Power770 Server at no charge...free professional services..."

Can you please confirm that Key Information Systems will offer no-charge, free on-site professional services support for any configurations of IBM P795 (line item 1)?

Thank you.
Helen

--
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Email: helen.lee@lacity.org
Day Off: 1st Monday

Helen Lee <helen.lee@lacity.org>
To: Bart Fernandes <bfernandes@keyinfo.com>

Thu, Apr 14, 2011 at 11:21 AM

Hi Bart,

Can you please also further explain what 'Gov' means where you stated for line item 8 - "City of LA qualifies for IBM Passport Level 'Gov' which we will include on any IBM Passport Software Sale"?

Thank you.
Helen
[Quoted text hidden]

 Bart Fernandes <bfernandes@keyinfo.com>
To: Helen Lee <helen.lee@lacity.org>

Thu, Apr 14, 2011 at 1:21 PM

Yes that is correct.

Sent from my iPhone
[Quoted text hidden]
Email: <<mailto:helen.lee@lacity.org>> helen.lee@lacity.org<<mailto:helen.lee@lacity.org>>
Day Off: 1st Monday

 Bart Fernandes <bfernandes@keyinfo.com>
To: Helen Lee <helen.lee@lacity.org>

Thu, Apr 14, 2011 at 1:22 PM

This means that you qualify for special pricing offered to IBM government accounts.

Sent from my iPhone

On Apr 14, 2011, at 11:23 AM, "Helen Lee" <helen.lee@lacity.org<<mailto:helen.lee@lacity.org>>> wrote:

Hi Bart,

Can you please also further explain what 'Gov' means where you stated for line item 8 - "City of LA qualifies for IBM Passport Level 'Gov' which we will include on any IBM Passport Software Sale"?

Thank you.
Helen

On Thu, Apr 14, 2011 at 11:12 AM, Helen Lee <<mailto:helen.lee@lacity.org>helen.lee@lacity.org<mailto:helen.lee@lacity.org>> wrote:
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Can you please confirm that Key Information Systems will offer no-charge, free on-site professional services support for any configurations of IBM P795 (line item 1)?

Thank you.
Helen

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