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## **Insight Public Sector, Inc.**

**Technology Products, Equipment, Services, and Solutions**

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## **Technology Products, Services, Solutions and Related Products and Services**

### **Fairfax County, VA**

## **Contract Number: 4400006644**

3 year initial term, May 1, 2016 – April 30, 2019

Option to renew for (4) additional (1) year periods or any combination thereof

The contract is renewed for two (2) years, effective May 1, 2021 through April 30, 2023

### **Executive Summary**

- [Notice of Award w/Pricing](#)
- [Uniform Guidance](#)

### **Contract Documents**

- [Contract 4400006644 Insight](#)
- [Contract Amendments](#)
- [Contract Amendment - Contract Renewal](#)
- [Amendment 6 - Federal Grant Terms](#)
- [Manufacturers, Publishers & Suppliers](#)

### **RFP Documents**

- [RFP 2000001701](#)
- [RFP 2000001401 Addendum 1](#)
- [RFP 2000001401 Addendum 2](#)
- [RFP 2000001401 Addendum 3](#)
- [RFP 2000001701 Posting Document](#)

### **Response Evaluation**

- [AZ Compliance](#)

REQUEST CONTRACT  
INFORMATION

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**Insight Public Sector are finalists in the World Changing Ideas Awards**



## Hidalgo County Public WiFi Case Study



Case Study

## Hidalgo County Brings Free Public Wi-Fi to More Than 30,000+ Rural Students and Workers

### The client

Situated in south Texas, Hidalgo County is home to more than 850,000 people, encompasses more than a dozen school districts, and hosts several collegiate institutions. Recent census reports have found that the county ranks among the poorest in the U.S., with upwards of one-third of families living below the poverty line.

### The challenge: Narrowing the digital divide at a critical time

As the COVID-19 pandemic continues to spread through the country, its impact on different regions and demographics varies. Federal aid has been provided to help where possible. Hidalgo County received such relief funds from the federal government that could be used for a variety of needs.

Hidalgo County worked with local school districts to identify pockets within the community where students had limited to no access to the internet. Data collaboration was essential to ensure that students in need had access to educational resources. With the pandemic continuing to wreak havoc, remote work is often required, as is distance learning. However, without proper internet access at home, earning a living and receiving an education are basic rights that are simply unattainable in the current environment.



Download

### Industry:

Government

### Insight CDCT provided:

- Multilayered network design
- Planning and deployment of a reliable wireless network
- Electrical remediation services and tower construction
- Ongoing network monitoring and maintenance

### Insight CDCT services:

- Professional Services

## Contact Information

Email: [OMNIA@insight.com](mailto:OMNIA@insight.com)

Phone: 800-546-0578

Fax: 800-846-2528

SUPPLIER WEBSITE



Get in Touch

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Suite 600  
Franklin, TN 37067  
866-875-3299  
info@omniapartners.com

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First name\*\*

Last name\*\*

Company name\*\*

Agency Type \*\*



Email\*\*

By providing email address(es) and/or any other personal information, as defined under applicable law, you represent that you have the authority to provide such information and acknowledge that you are agreeing to OMNIA Partners' use of your information as provided in the Terms of Use and Privacy Notice.

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## NOTICE OF AWARD

Date: **FEB 23 2016**

**CONTRACT TITLE:** Technology Products, Services, Solutions, and Related Products and Services  
**CONTRACT NUMBER:** 4400006644  
**RFx:** RFP2000001701  
**NIGP CODES:** 20453, 20454, 20464, 20491, 20625, 20654, 20656, 20678, 20687, 20811, 20827, 83885, 91828, 92024, 92031, 92037, 92045, 92047  
**CONTRACT PERIOD:** May 1, 2016 through April 30, 2019  
**RENEWALS:** Four (4) optional one year renewals  
(or any combination of time equally not more than four years)  
**SUPERSEDES CONTRACT:** 4400001195

**CONTRACTOR:** Insight Public Sector, Inc.  
6820 South Harl Avenue  
Tempe, AZ 85283  
**SUPPLIER CODE:** 1000000125

Contact: Erica Falchetti  
Telephone: (800) 467-4448 x3071  
E-mail: [Erica.Falchetti@insight.com](mailto:Erica.Falchetti@insight.com)

**TERMS:** Net 30 Days

**FOB:** Destination

**PRICES:** See <https://www.insight.com/insightweb/welcome> and the Attached Pricing Summary

**DPSM CONTACT:** Lonnette Robinson, Contracts Specialist Supervisor  
Telephone: 703-324-3281; TTY: 711  
Fax: 703-324-3228  
E-mail: [Lonnette.Robinson@fairfaxcounty.gov](mailto:Lonnette.Robinson@fairfaxcounty.gov)

### **ORDERING INSTRUCTIONS:**

Any County Department may enter into FOCUS (Fairfax County Unified System) a shopping cart indicating the item/service required, the quantity, the payment terms and the delivery date. The shopping cart must be annotated with the contract number. Requests exceeding the small purchase threshold (\$10k) will be routed to DPSM and a purchase order will be executed.

Lonnette Robinson  
Contracts Specialist Supervisor

### **DISTRIBUTION:**

Finance – Accounts Payable/e  
DIT – Tonya Mills/e

DIT – Ron Shoram/e  
DPSM, ACS Team 1 – J. Waysome-Tomlin

**Department of Purchasing & Supply Management**  
12000 Government Center Parkway, Suite 427  
Fairfax, VA 22035-0013  
**Website:** [www.fairfaxcounty.gov/dpsm](http://www.fairfaxcounty.gov/dpsm)  
**Phone** 703-324-3201, **TTY:** 1-800-828-1140, **Fax:** 703-324-3228

**PRICING SUMMARY**

<b>Cisco Product Line</b>	<b>Discount off MSRP (Government)</b>		<b>Discount off MSRP (Education)</b>
Hardware/Software	36%		36%
Learning Credits	0%		0%
Cisco Technical and Maintenance Services (SKU based)	8%		8%
Cisco / Insight Advanced / Technical Services (SOW based)	0%		0%
SMARTnet	Incumbent	Non-Incumbent	All
	16%	8%	28%

<b>Publisher</b>	<b>Cost Plus %</b>
Microsoft	3.50%



**PRICING SUMMARY**

Percent Discount from Insight Price List:

<b>Product Category</b>	<b>Description</b>	<b>Discount %</b>
<b>Cabling</b>	Cables	8.9%
	Cables Custom	8.1%
<b>Cloud</b>	Cloud	1.0%
<b>Imaging &amp; Displays</b>	Displays	1.5%
	Display Accessories	3.4%
	Projectors	3.3%
	Projector Accessories	3.3%
	Imaging Digital Cameras	2.9%
	Imaging Camcorders	2.8%
	Imaging Scanners	2.9%
	Imaging Accessories	5.0%
<b>Personal Computing</b>	Modems	3.1%
	Notebook Batteries	2.9%
	System Components	3.6%
	Keyboards & Mice	1.8%
	Desktops	0.2%
	Desktop Accessories	5.4%
	Notebooks	1.2%
	Notebook Accessories	3.8%
	Handhelds	2.8%
	Handheld Accessories	5.4%
	Mobile Phones	0.0%
	Mobile Phone Accessories	0.0%
	Memory Desktop	4.3%
	Memory Notebook	4.2%
Memory Flash	4.4%	
<b>Printing/Imaging</b>	Memory Printer/Fax	3.5%
	Printers Inkjet	1.7%
	Printers Laser	1.5%
	Printers Dot Matrix	1.8%
	Multi-Function	1.9%
	Fax Machine	1.9%
	Printers Wide Format	1.1%
	Printers Label	3.4%
	Printer Consumables	3.9%
	Cables Printer	6.9%
	Printer Accessories	3.6%

**PRICING SUMMARY**

Product Category	Description	Discount %
Printing/Imaging	POS Scanners	3.6%
	POS Displays	3.8%
	POS Accessories	4.1%
Power Related	Power UPS	1.3%
	Power Surge Protectors	5.5%
	Power Data Center	3.0%
	Power Accessories	4.6%
Networking	Memory Networking	4.0%
	Network Video	2.8%
	Wireless LAN Accessories	3.1%
	Wireless Accessories	3.4%
	Repeaters & Transceivers	2.7%
	10/100 Hubs & Switches	1.5%
	Gigabit Hubs & Switches	2.4%
	KVM	4.1%
	Bridges & Routers	2.5%
	Intrusion Detection	2.9%
	Hardware Firewalls	2.7%
	Telephony	2.0%
	Network Adapters	2.9%
	Networking Accessories	4.5%
	Networking Warranties	2.8%
	Networking Communication	2.9%
Network Testing Equipment	2.3%	
Servers & Data Center	Memory Server	4.0%
	Servers 1 Processor	3.0%
	Servers 2 Processor	2.3%
	Servers 4+ Processor	2.4%
	Servers Tower	2.4%
	Servers Blade	2.8%
	Server Accessories	2.9%
	Servers Unix	2.1%
Storage & Data Management	Hard Disks Fibre Channel	2.7%
	Hard Disks IDE/ATA/SAT	6.2%
	Hard Disks Notebook	2.8%
	Hard Disks SCSI	2.5%
	Hard Disks External	2.7%
	Disk Arrays	2.8%
	Disk Arrays JBOD	2.8%
	Drives Removable Disk	3.4%

**PRICING SUMMARY**

Product Category	Description	Discount %
Storage & Data Management (cont.)	Tape Drives DLT	2.9%
	Tape Drives DAT	2.8%
	Drives Magneto-Optic	2.7%
	Tape Drives SDLT	2.8%
	Tape Drives LTO/Ultra	2.9%
	Tape Drives Travan	2.8%
	Tape Drives 4mm	2.8%
	Tape Drives 8mm/VXA	4.8%
	Tape Drives AIT	2.5%
	Tape Autoloaders DLT	2.3%
	Tape Autoloaders DAT	2.8%
	Tape Autoloaders LTO	2.3%
	Tape Autoloaders AIT	2.8%
	Optical Drives CD-ROM	2.5%
	Optical Drives CD-RW	2.7%
	Optical Drives DVD/CD	0.3%
	Optical Drives DVD-R	3.1%
	Optical Drives DVD-R	2.8%
	Adapters Fibre Channel	2.5%
	Adapters FireWire/US	1.2%
	Adapters IDE/ATA/SAT	3.2%
	Adapters RAID	2.5%
	Adapters SCSI	0.3%
	Storage NAS	2.3%
	Storage SAN	2.7%
	Storage Accessories	3.2%
	Media 4mm Tape	4.8%
	Media AIT Tape	4.5%
	Media Optical	4.7%
	Media DAT Tape	4.8%
	Media DLT Tape	4.2%
	Media LTO/Ultrium Tape	4.0%
	Media Magneto-Optical	4.2%
	Media SLR Tape	4.5%
	Media Travan Tape	4.5%
Media VXA Tape	4.0%	
Media Zip	4.0%	
Software	Software Computer Security	2.8%
	Software Backup	2.8%
	Software Financial	2.8%

**PRICING SUMMARY**

Product Category	Description	Discount %
Software (cont.)	Software Spreadsheet	2.8%
	Software Business Application	2.8%
	Software Personal Organization	2.8%
	Software Cloning	2.8%
	Software Report Analysis	2.8%
	Software Handheld	2.8%
	Software Flow Chart	2.8%
	Software Word Processing	2.8%
	Software Barcode/OCR	2.8%
	Software CAD/CAM	2.8%
	Software Database	2.8%
	Software Web Development	2.8%
	Software Development	2.8%
	Software Collaboration	2.8%
	Software Graphic Design	2.8%
	Software Virtualization	2.8%
	Software Network OS	2.8%
	Software OS	2.8%
	Software Reference	2.8%
	Software Warranties	2.8%
	Software Utilities	2.8%
	Licensing Computer Security	2.0%
	Licensing Backup	2.0%
	Licensing Financial	2.0%
	Licensing Spreadsheet	2.0%
	Licensing Business Application	2.0%
	Licensing Personal Organization	2.0%
	Licensing Cloning	2.0%
	Licensing Report Analysis	2.0%
	Licensing Handheld	2.0%
	Licensing Flow Chart	2.0%
	Licensing Word Processing	2.0%
	Licensing Barcode/OC	2.0%
	Licensing CAD/CAM	2.0%
	Licensing Database	2.0%
	Licensing Web Development	2.0%
	Licensing Development	2.0%
	Licensing Collaboration	2.0%
	Licensing Graphic Design	2.0%
	Licensing Virtualization	2.0%

**PRICING SUMMARY**

Product Category	Description	Discount %
Software (cont.)	Licensing Network OS	2.0%
	Licensing OS	2.0%
	Licensing Reference	2.0%
	Licensing Warranties	2.0%
	Licensing Utilities	2.0%
Services	Service Parts	3.6%
	Miscellaneous Solutions	0.7%
	Service Charge	0.7%
	Managed Services	0.7%
	Lab Fees	0.7%
	PC Lab Order Service	0.7%
	Internal Lab Service	0.7%
	Advanced Integration	0.7%
	Electronic Services	0.7%
	Asset Disposal	0.7%
	Asset Management	0.7%
	Training	Training Courses
Training Reference		0.7%
Warranties	Warranties Physical	1.5%
	Warranties Electronic	1.5%
	Complex Warranties	1.5%

**PRICING SUMMARY**

Service Categories		Discount off MSRP
<b>Consulting Services</b>		15%
	<p>Consulting Services focus on assisting clients with the development of specific strategies, assessments, planning, design and implementation of solutions. These services include (but are not limited to): Collaboration, Data Protection, Data Center, Insight:License Advisor (I:LA), Networking, Office Productivity, SAM Services and Cloud Professional Services.</p>	
<b>Deployment Services</b>		15%
	<p>Deployment Services focus on assisting clients in deploying and maintaining their IT environment. Services involved include (but are not limited to) helping our clients successfully manage every component of their deployment project to ensure project timelines, budgetary requirements, and customer satisfaction goals are met or exceeded. These services include both single and multi-site deployments.</p>	
<b>Out-sourced Programs</b>		15%
	<p>Insight's Out-sourced Programs provide on premise (on-site) and centralized (managed) resources to effectively selective-source IT lifecycle functions. Through these services, Insight provides our clients with support and management of their enterprise IT assets with published SLA's and flexible pricing options such as fixed, per-unit, per-seat or monthly. Services typically include service desk, hardware and software provisioning, desk-side support, infrastructure support, warehousing &amp; logistics, and centralized device repairs.</p>	
<b>Maintenance Services</b>		10%
	<p>For clients who need specific assistance with managing portions of their IT infrastructure, Insight offers our maintenance services programs. These include both Field and Remote Based service options.</p>	
<b>Lab/Integration Services</b>		1%
	<p>Leverage Insight's certified technicians to perform a wide variety of services from software imaging and hardware configuration to complex builds of rack servers and networks in Insight's state-of-the-art ISO 9001:2008 certified labs. We offer the highest level of customization possible including large-scale rollouts of workstations, servers and connectivity equipment, as well as hot-swap programs.</p>	
<b>IT Asset Disposal</b>		1%
	<p>Insight's Asset Disposal Service consists of a comprehensive end-to-end Asset Disposition program for a wide variety of electronic materials. This service allows our clients to responsibly and securely dispose of their obsolete IT asset inventory.</p>	
<b>Service Desk</b>		1%
	<p>Insight's Service Desk is a global, cost-effective, 24x7x365 staffed solution with the flexibility and scalability designed to meet business requirements and support end users effectively. Support services can be provided as a remote service from one of our on-shore services centers, as a dedicated on-site service, or as a hybrid model.</p>	

**PRICING SUMMARY**

Service Categories	Discount off MSRP
<b>Remote Network and Security Managed Services</b>	<b>1%</b>
Through our Remote Networking Services, Insight provides our clients with 24/7 proactive monitoring and management of client network infrastructure which includes expert troubleshooting, network project support, day-to-day administration and operational reporting.	
<b>Other Services Not Listed Above</b>	<b>1%</b>
As may be offered by Insight from time to time.	

Contract Price

Insight MSRP

Labor Category Functional Roles (Sample Titles)

Discount off MSRP

Market Tier

Market Tier

Labor Category	Functional Roles (Sample Titles)	Insight MSRP				Discount off MSRP	Contract Price			
		Tier 1	Tier 2	Tier 3	Tier 4		Tier 1	Tier 2	Tier 3	Tier 4
A	Business Analyst I, Project Coordinator (Technical), Service Technician	\$57.60	\$61.20	\$78.00	\$79.56	15%	\$48.96	\$52.02	\$66.30	\$67.63
B	Business Analyst II, Service Technician Sr.	\$63.60	\$67.20	\$74.40	\$87.36	15%	\$54.06	\$57.12	\$63.24	\$74.26
C	Supervisor Services, Project Coordinator Sr. (Technical), Business Analyst Sr.	\$79.20	\$80.40	\$104.40	\$104.52	15%	\$67.32	\$68.34	\$88.74	\$88.84
D	Engineer	\$90.00	\$91.20	\$112.80	\$118.56	15%	\$76.50	\$77.52	\$95.88	\$100.78
E	Project Manager (Technical)	\$108.00	\$108.00	\$135.60	\$140.40	15%	\$91.80	\$91.80	\$115.26	\$119.34
F	Consultant I	\$150.00	\$156.00	\$174.00	\$202.80	20%	\$120.00	\$124.80	\$139.20	\$162.24
G	Engineer Sr.	\$126.00	\$127.20	\$157.20	\$165.36	15%	\$107.10	\$108.12	\$133.62	\$140.56
H	Project Manager Sr. (Technical), Manager Services	\$144.00	\$150.00	\$182.40	\$195.00	15%	\$122.40	\$127.50	\$155.04	\$165.75
I	Project Coordinator (Consulting), Consultant II, Consultant I (Contact Center)	\$174.00	\$180.00	\$198.00	\$234.00	15%	\$147.90	\$153.00	\$168.30	\$198.90
J	Consultant Sr., Consultant II (Contact Center)	\$198.00	\$210.00	\$234.00	\$273.00	20%	\$158.40	\$168.00	\$187.20	\$218.40



**PRICING SUMMARY**

Labor Category	Functional Roles (Sample Titles)	Insight MSRP				Discount off MSRP	Contract Price			
		Tier 1	Tier 2	Tier 3	Tier 4		Tier 1	Tier 2	Tier 3	Tier 4
K	Project Coordinator Sr. (Consulting), Sr. Manager Services	\$198.00	\$201.60	\$211.20	\$262.08	15%	\$168.30	\$171.36	\$179.52	\$222.77
L	Architect I, Manager Programs, Project Manager (Consulting)	\$210.00	\$222.00	\$246.00	\$288.60	15%	\$178.50	\$188.70	\$209.10	\$245.31
M	Architect II, Project Manager Sr. (Consulting)	\$234.00	\$246.00	\$270.00	\$319.80	15%	\$198.90	\$209.10	\$229.50	\$271.83
N	Architect Sr., Architect I (Contact Center)	\$258.00	\$270.00	\$300.00	\$351.00	15%	\$219.30	\$229.50	\$255.00	\$298.35
O	Architect II (Contact Center)	\$300.00	\$300.00	\$300.00	\$300.00	15%	\$255.00	\$255.00	\$255.00	\$255.00
P	Sr. Architect (Contact Center)	\$330.00	\$330.00	\$330.00	\$330.00	15%	\$280.50	\$280.50	\$280.50	\$280.50
Q	Specialty	\$370.50	\$390.00	\$432.90	\$507.00	15%	\$314.93	\$331.50	\$367.97	\$430.95

**PRICING SUMMARY**

<b>Geographic Market Tiers – Updated 12/10/15 Tier 1</b>	<b>Tier 2</b>	<b>Tier 3</b>	<b>Tier 4</b>
Atlanta, GA Austin, TX Charlotte, NC Columbus, OH Dallas, TX El Paso, TX Fort Worth, TX Houston, TX Indianapolis, IN Jacksonville, FL Louisville, KY Memphis, TN Nashville, TN Oklahoma City, OK Omaha, NE San Antonio, TX St. Louis, MO Tampa, FL Tulsa, OK Wichita, KS	Albuquerque, NM Arlington, TX Bakersfield, CA Cleveland, OH Colorado Springs, CO Denver, CO Detroit, MI Kansas City, MO Las Vegas, NV Miami, FL Milwaukee, WI New Orleans, LA Phoenix, AZ Raleigh, NC Tucson, AZ	Baltimore, MD Boston, MA Chicago, IL Fresno, CA Long Beach, CA Los Angeles, CA Minneapolis, MN Philadelphia, PA Portland, OR Sacramento, CA San Diego, CA Seattle, WA Virginia Beach, VA Washington, DC	New York, NY Oakland, CA San Francisco, CA San Jose, CA