

**Lee County Board Of County Commissioners
Agenda Item Summary**

Blue Sheet No. 20060061

1. ACTION REQUESTED/PURPOSE: Approve the award of Project # EX060212, the purchase of Cisco network hardware and maintenance for ITG, via Florida State Contract, from Solarcom LLC. Grand total cost: \$1,387,096. (It should be noted that the total cost includes the state contract and additional discounts totaling 42%; as well as a \$50,000 allowance that may be used for installation assistance, training, etc.) Permission is also requested to purchase the annual maintenance for the useful life of this hardware at an annual cost of approximately \$110,000 per year after expiration of the initial 1 year warranty. Board approval is also requested to expend a not-to-exceed amount of \$140,000 for miscellaneous and incidental items that may be required, including, but not limited to – cables, cards, inside or overnight delivery services, etc. If needed, these items/services would be purchased via the most economical and expedient methodology available. Authorize transfer from ITG reserves in the amount of \$1,527,096 to cover this year's expenses.

2. WHAT ACTION ACCOMPLISHES: Allows for a refreshing and upgrading of the County's data network of which many critical elements have reached their effective end-of-life. (Please see Attachment #1 – Executive Summary for additional detail.)

3. MANAGEMENT RECOMMENDATION: Approve as stated.

4. Departmental Category: 6 **C6A** **5. Meeting Date:** **04-18-2006**

6. Agenda: <input checked="" type="checkbox"/> Consent <input type="checkbox"/> Administrative <input type="checkbox"/> Appeals <input type="checkbox"/> Public <input type="checkbox"/> Walk-On	7. Requirement/Purpose: (specify)		8. Request Initiated: Commissioner _____ Department _____ Division <u>ITG</u> By: <u>Jim Desjarlais</u>
	<input type="checkbox"/> Statute	_____	
	<input type="checkbox"/> Ordinance	_____	
	<input checked="" type="checkbox"/> Admin. Code	<u>AC-4-1</u>	
	<input type="checkbox"/> Other	_____	

9. Background: On January 18, 2006, the Division of Purchasing received a request from ITG to prepare a request to purchase Cisco network hardware and maintenance via the Florida State Contract.

Funding will be available after transfer from ITG reserves: KC5132851500.506410

Attachments:

- (1) Executive Summary
- (2) Solarcom LLC Quotation
- (3) Florida State Contract No. 250-000-03-1

10. Review for Scheduling:

Department Director	Purchasing or Contracts	Human Resources	Other	County Attorney	Budget Services				County Manager/P.W. Director
					Analyst	Risk	Grants	Mgr.	
<i>[Signature]</i> 4/3/06	<i>[Signature]</i> 4/16/06	N/A	N/A		<i>[Signature]</i> 4/16/06	<i>[Signature]</i> 4/16/06	<i>[Signature]</i> 4/16/06	<i>[Signature]</i> 4/16/06	<i>[Signature]</i>

11. Commission Action:

- Approved**
- Deferred**
- Denied**
- Other**

RECEIVED BY COUNTY ADMIN: <i>[Signature]</i>
4-1-06
12:45
COUNTY ADMIN FORWARDED TO:
4-6-06 P.R.
4:30

Rec. by CoAtty
Date: <i>[Signature]</i>
Time: <i>[Signature]</i>
Forwarded to: <i>[Signature]</i>

Data Network Refresh and Technology Upgrade

Executive Summary

Lee County's Data Network has some critical elements that have reached their effective end-of-life. The core switches that make up the County's network are 6 years old. Additionally, the operating systems and software in those switches are not up to date with the current versions available from the manufacturer, due to limitations in the hardware.

Currently, Lee County's network is in a delicate state. In the event of a hardware failure the network will be inoperable resulting in a countywide email outage and the inability to reach files on shared network drives until replacement parts are purchased and installed. The situation is made even worse given the age of the current hardware and the fact that replacement parts are scarce since they are no longer manufactured. Industry experts have attempted to put a price on the cost of network downtime -- anywhere from US\$ 700.00 per minute for small organizations and up to US\$ 11,000.00 per minute for large organizations. Please see appendix A for backup documentation on these numbers.

This document recommends refreshing the network hardware and software. The recommendation for the upgrade would be to bring the 5 core switches up to the most current versions of the internal software and technology. The 5 core switches that will be upgraded are:

- University Park (UP)
- Public Works (PW)
- Justice Center (JC)
- County Admin (CA)
- Spare

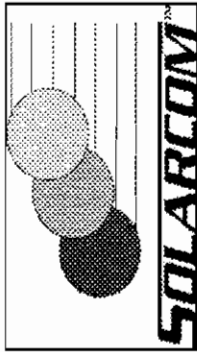
This upgrade will not only bring the hardware and software of the core switches up to date but also will provide a spare/test unit to be used for testing and to minimize downtime.

In addition to the hardware and software refresh, it is imperative that upgrades be made to the underlying technology that the network uses to communicate. Today the County network is connected to the City of Fort Myers, the Clerk of Courts, the Tax Collector, the Supervisor of Elections and the Medical Examiner's Office. Each of these connections provides those agencies critical functionality. The demand for that functionality has continued to increase over time. Furthermore, the County's network needs to be made more robust to support the enhanced services that Departments are already demanding like voice over IP, which is essentially using your data network as a telephone network, and streaming video (DOT, Library, LeeTV).

The recommendation to meet the increasing demands on the network is the deployment of a Dense Wavelength Division Multiplexing (DWDM) solution between all 4 core sites. DWDM provides the most efficient and cost effective solution to meet the County's demands and provides a flexible, scalable platform for the future.

The total cost of the recommended upgrades is \$1,387.095.

This recommendation promotes minimizing the Total Cost of Ownership, by providing a more robust and reliable network design and structure for the future. It also allows Lee County to upgrade its core data infrastructure, using the capital investment wisely and applying the technologies that will foster maximum utilization of existing physical infrastructure.



LEE COUNTY
1/17/2006



	Hardware \$ Disc	SMARTNET \$ Disc	SPARES KIT \$	Project HW Total
State Contract Price	\$ 1,293,605	\$ 105,898	\$ 215,023	\$ 1,614,526
Additional Discounts	\$ 190,236	\$ 5,573	\$ 31,621	\$ 227,430
	\$ 1,103,369	\$ 100,325	\$ 183,402	\$ 1,387,096

Lee County Solution

This solution also includes \$50,000 allowance that can be used for installation assistance or Cisco Training Credits

8x8xNBD
 SMARTNET 8X50NBD \$ 105,838
 SMARTNET 8X50NBD \$ 573
 SMARTNET 8X50NBD \$ 180,325

Product ID	Description	Unit List Price	Qty	Discount	Disc-amount	Total
CON-SNT-45AS4HD	SMARTNET 8X50NBD 15454 SA HD NBD AN	\$26	5%	\$	\$301	
CON-SNT-15456FTAZ	BAS45NBD AR Sec. SHLF FAN TRAY	\$25	5%	\$	85	
CON-SNT-15451TCC	8X50NBD, AR Sec. Timing Communications Control	\$173	5%	\$	1,315	
CON-SNT-15454D	8X50NBD Sec. 15454 Service Channel Module	\$215	5%	\$	468	
CON-SNT-15454SM	8X50NBD Sec. 15454 Combiner and Separator with OSC	\$315	5%	\$	1,708	
CON-SNT-15454QPB	8X50NBD Sec. 15454 Pre-Amp/Booster Mod	\$1,400	5%	\$	10,640	
CON-SNT-4540TBS	SMARTNET 8X50NBD 0N15 15454 Optical Booster Amplifier Mod	\$1,400	5%	\$	2,840	
CON-SNT-4540AK32	SMARTNET 8X50NBD 32 Ch DMUX 100 GHz (\$175	5%	\$	5,818	
CON-SNT-4545SS32	SMARTNET 8X50NBD 32 Ch Wavelength Sel	\$148	5%	\$	10,777	
CON-SNT-2100USA	SMARTNET 8X50NBD Mechanical shelf (housing 2 DDM)	\$25	5%	\$	48	
CON-SNT-2100USA	SMARTNET 8X50NBD DCF of 380 perm in	\$365	5%	\$	375	
CON-SNT-2100USA	SMARTNET 8X50NBD DCF of 550 perm in	\$960	5%	\$	532	
CON-SNT-15210025	SMARTNET 8X50NBD DCF of 950 perm in	\$840	5%	\$	788	
CON-SNT-650ACDC	SMARTNET 8X50NBD Top Level-Order Box for Each Intra Comp	\$0	5%	\$	-	
CON-SNT-650CPNL	SMARTNET 8X50NBD CSDO Par Sys Exp Pnl	\$178	5%	\$	808	
CON-SNT-650CPWR	SMARTNET 8X50NBD CSDO ACDC Par	\$62	5%	\$	312	
CON-SNT-650CPRCT	SMARTNET 8X50NBD CSDO Reactor Module	\$136	5%	\$	1,810	
CON-SNT-MS-C8513	8X50NBD Sec. Catalyst 8513 Chassis	11000	5%	\$	41,800	
CON-SNT-WSSVNM2	SMARTNET 8X50NBD Catalyst 5000 Network	1675	5%	\$	8,385	

Product ID	Description	Qty	Unit Price	Discount	Total Price	Disc-amount	Total
15454AIR-RAMP=	ONS 15454 Air Ramp/Baffle for the ANSI Chassis	4	\$120	32%	\$328		
15454FR-STIRG=	Fiber Storage Shelf	4	\$800	32%	\$2,720		
15454PP-64LC=	Patch Panel Shelf - 64 Connectors - LC/UFC	6	\$3,000	32%	\$16,320		
15454SA-HD=	15454 SA HD NEBS3 ANSI w/ RCA end Ship Kit	4	\$2,000	32%	\$9,600		
15454FTAS-7=	Shelf Fan Tray Assembly/ANSI,15454, HPCFM, 1-Temp	4	\$500	32%	\$1,380		
15454BLANK=	Empty slot Filter Panel	18	\$225	32%	\$4,050		
15454TCC-2P-K9=	Timing Communications Control Two Plus, 1-Temp	8	\$3,000	32%	\$16,320		
15454R8-0DSWK9=	Rel. 8 0 0 Feature Plg. CD, Right To Use License	4	\$1,995	32%	\$7,980		
SF15454R8-0DK9	Rel. 8 0 0 SW. Pre-loaded on TCC	8	\$0	32%	\$0		
15454Q-SCM=	ONS 15454 Optical Service Channel Module	2	\$5,000	32%	\$10,800		
15454OSC-C5M=	ONS 15454 Combiner and Separator with OSC Module	6	\$6,500	32%	\$39,000		
15454OPT-APRE=	ONS 15454 Optical Pre-Amplifier Module	2	\$22,000	32%	\$119,880		
15454OPT-BS1=	ONS 15454 Optical Booster Amplifier Module	2	\$22,000	32%	\$29,820		
15454-32-DMX=	32 Ch DMUX 100 GHz (for use with 32 WSS)	8	\$10,000	32%	\$80,000		
15454-32-WSS=	32 Ch Wavelength Selective Switch	8	\$26,000	32%	\$208,000		
15216-DDU-SA=	Mechanical shelf (housing 2 DDM)	2	\$560	32%	\$1,120		
15216-DDU-390=	DCF of 380 perm in 4dB loss	1	\$4,900	32%	\$3,332		
15216-DDU-550=	DCF of 550 perm in	1	\$6,300	32%	\$6,300		
15216-DDU-950=	DCF of 950 perm in	1	\$9,200	32%	\$9,200		
DWDM-XENPAK-50-12=	10GBASE-DWDM 1550 12nm XENPAK (100GHz ITU grid)	4	\$20,000	32%	\$80,000		
DWDM-XENPAK-54-13=	10GBASE-DWDM 1556 13nm XENPAK (100GHz ITU grid)	4	\$20,000	32%	\$80,000		
DWDM-XENPAK-58-17=	10GBASE-DWDM 1558 17nm XENPAK (100GHz ITU grid)	4	\$20,000	32%	\$80,000		
15454-LC-LC-2=	Fiber patchcord - LC to LC - 2m	32	\$90	32%	\$2,880		
15454-LC-LC-20=	Fiber patchcord - LC to LC - 2m	24	\$80	32%	\$2,160		
15454-MPO-BLC-2=	Multi-fiber patchcord - MPO to BLC - 2m	20	\$630	32%	\$12,000		
CSDO-ACDC-SYS	CSDO ACDC Small to Large System A/D (Assemblies to Order)	4	\$0	32%	\$0		
CSDO-EXP-PANEL	CSDO Par Sys Exp Pnl for 30A Bx with 2 DCF Bxk in A1, B1	4	\$2,200	32%	\$8,000		
CSDO-SHP-KIT-1	CSDO 3 Arms MNT Bxkt. 8 Frames, System Dsk	4	\$80	32%	\$80		
CSDO-SHP-KIT-2	CSDO 3 Arms MNT Bxkt for Expansion Panel	4	\$400	32%	\$272		
CSDO-PMR-SA	CSDO ACDC Par Sys Shelf, includes Controller Module and GMT	4	\$1,020	32%	\$4,980		
CSDO-PMR-RECT	CSDO 110 VAC/13.3A, 200VAC/3A Plug-in Rectifier Module	12	\$1,700	32%	\$20,400		
CSDO-PMR-CBL-NA1	CSDO AC Cable for 110 North America, NEMA 5-15P 30W plug	12	\$15	32%	\$180		
WS-C8513	Catalyst 8500 13-slot chassis 20RU mg PS no Fan Tray	4	\$15,950	32%	\$81,480		
WS-SUP720-3B	Catalyst 8500-SUP720 OS IP	8	\$30	32%	\$80		
MEM-CBK-CPTFL512M	Catalyst 8500Sup720S33 Compact Flash Mem 512M	4	\$28,000	32%	\$112,000		
MEM-S2-512MB	Catalyst 8500 Sup720S33 Compact Flash Mem 512MB	4	\$895	32%	\$3,980		
MEM-MSFC2-512MB	Catalyst 8500 512MB DRAM on the Supervisor (SUTP2 or S	4	\$4,800	32%	\$19,200		
WS-SUP720-3B	Catalyst 8500 512MB DRAM on the MSFC2 or SUTP2 M	4	\$4,800	32%	\$19,200		
MEM-CBK-CPTFL1512M	Catalyst 8500Sup720S33 Compact Flash Mem 512MB	4	\$28,000	32%	\$112,000		
WS-SVC-FWM-1-K9	Firewall Module for Catalyst 6500	4	\$34,995	32%	\$159,980		
WS-SVC-FWM-2-3-K9	Firewall Module Software 2.3 for 6500 and 7500, 2 free VI	4	\$0	32%	\$0		
WS-SVC-IDSS2-BUN-K9	600M IDS-M2 Mod for Cat	1	\$29,995	32%	\$20,397		
WS-SVC-IDSM-5-0-K9	iPSvs 0 for IDS-M2	1	\$0	32%	\$0		
WS-SVC-NAM-2	Catalyst 8500 Network Analytics Module-2	4	\$29,995	32%	\$119,980		
WS-SVC-NAM-3-4	Cisco Catalyst 8500 Series NAM Software 3 4	1	\$0	32%	\$0		
WS-X6548-GE-45AF	Catalyst 8500 48-port fab-enabled 10/100/1000 web02 3af mlrtr	11	\$14,000	32%	\$154,000		
WS-X6516A-G8C1C	Catalyst 8500 16-port G8e Mod. fabric-enabled (Req. GB)	2	\$15,000	32%	\$75,000		
WS-X6524-100FX-MM	Catalyst 8500 24-port 100FX, MT-RJ, fabric-enabled	2	\$17,995	32%	\$35,990		
WS-G54B4	100BASE-SX Short Wavelength GBIC (Multimode only)	31	\$15,000	32%	\$15,000		
WS-G54B8	100BASE-LX/LH long haul GBIC (singlemode or multim	5	\$995	32%	\$4,975		
WS-G54E4	1000BASE-ZX extended reach GBIC (singlemode)	2	\$7,990	32%	\$5,433		
WS-CBK-13SLT-F-ANZ	High Speed Fan Tray for Catalyst 6513 /Cisco 7613	4	\$3,485	32%	\$32,980		
WS-CAC-6000W	Cat8500 6000W AC Power Supply	8	\$5,000	32%	\$40,000		
SF-PIX-4-DM4-1	PIX Device Manager for FW Module2.3 for Catalyst 6500	4	\$0	32%	\$0		
CWWM5-2-Z-WINB-K9	*VMS 2.2 WIN BASIC 5 Device Restricted	1	\$0	32%	\$0		

Design Description: SPARES KITS
Customer Name: Lee County
Prepared by: tburgee
Date: Dec. 19, 2005

HW Disc Price: \$215,023
St Contract Discount %: 32%
Additional Discount: \$31,621
Solution Cost: \$183,402

Optical Spares Kit

Product ID	Description	QTY	Unit List Price	Disc \$	Total List Price	Discounted Total
15454-SA-HD=	15454 SA HD NEBS3 ANSI w/ RCA and Ship Kit	1	\$2,000	32%	\$2,000	\$1,360
15454-FTA3-T=	Shelf Fan Tray Assembly, ANSI, 15454, HPCFM, I-Temp	1	\$500	32%	\$500	\$340
15454-R6.0.0SWK9=	Rel. 6.0.0 Feature Pkg., CD, Right To Use License	1	\$1,995	32%	\$1,995	\$1,357
SF15454-R6.0.0K9	Rel. 6.0.0 SW, Pre-loaded on TCC	2	\$0	32%	\$0	\$0
15454-TCC2P-K9=	Timing Communications Control Two Plus, I-Temp	2	\$3,000	32%	\$6,000	\$4,080
15454-OSCM=	ONS 15454 Optical Service Channel Module	1	\$5,400	32%	\$5,400	\$3,672
15454-OSC-CSM=	ONS 15454 Combiner and Separator with OSC Module	1	\$6,500	32%	\$6,500	\$4,420
15454-OPT-PRE=	ONS 15454 Optical Pre-Amplifier Module	1	\$22,000	32%	\$22,000	\$14,960
15454-OPT-BST=	ONS 15454 Optical Booster Amplifier Module	1	\$22,000	32%	\$22,000	\$14,960
15454-32-DMX=	32 Ch DMUX 100 GHz (for use with 32.WSS)	1	\$10,000	32%	\$10,000	\$6,800
15454-32-WSS=	32 Ch Wavelength Selective Switch	1	\$26,000	32%	\$26,000	\$17,680
CSCO-ACDC-SYS	CSCO AC/DC Small to Large System ATO (Assemble to Order)	1	\$0	32%	\$0	\$0
CSCO-EXP-PANEL	CSCO Pwr Sys Exp Pnl for 30A Brk. with 2 CKT BRK in A1, B1	1	\$2,200	32%	\$2,200	\$1,496
CSCO-SHP-KIT-1	CSCO 3 sets MNT Brkt, 8 Fuses, System Doc	1	\$20	32%	\$20	\$14
CSCO-SHP-KIT-2	CSCO 3 sets MNT BRKT for Expansion Panel	1	\$100	32%	\$100	\$68
CSCO-SM-PWR-SA	CSCO AC/DC Pwr Sys Shelf, includes Controller Module and GMT	1	\$1,020	32%	\$1,020	\$694
CSCO-PWR-RECT	CSCO 110 VAC/ 13.3A, 220VAC/32A Plug-in Rectifier Module	2	\$1,700	32%	\$3,400	\$2,312
CSCO-PWR-CBL-NA1	CSCO AC cable for 110 North America, NEMA 5-15P style plug	1	\$15	32%	\$15	\$10

ATTACHMENT #3

[Rate this Contract](#)

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Contract Name: IT Hardware

Contract Number: 250-000-03-1

Effective Dates: 08/01/2002 through 07/31/2006

When issuing a purchase order use commodity class: 250 and commodity group: 000.

RFQ

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Contractors

Amendments

Complete Contract

[Microsoft Word \(mword - 746.00 kB\)](#)

[PDF \(pdf - 199.08 kB\)](#)

MyFloridaMarketPlace Users

For further information please contact a contract administrator:

Contract Administrator: Jeff Rackley

Telephone: 850-487-4196

Email: Jeff.Rackley@dms.myflorida.com

Suncom: 277-4196

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Contractors

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Florida
State Web Site **Enterprise and Commercial**

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Florida Authorized State Contract Resellers - 9/21/05

NOTE: ALL ORDERS SHOULD BE DIRECTED TO:

Cisco Systems or to an Authorized Reseller listed

SPURS VENDOR NUMBER: F770059951-007
 VENDOR: Cisco Systems, Inc. (A)
 STREET ADDRESS OR P.O. BOX: 1801 Hermatage Blvd., Suite 460
 CITY, STATE, ZIP: Tallahassee, FL 32308 TELEPHONE: (850) 523-2516
 TOLL FREE NO.: _____
 ORDERING FAX NO.: (850) 523-2599
 REMIT ADDRESS: Bank of America / 1455 Market St. 21st FL
Banking Unit 5190 Cisco
 CITY, STATE, ZIP: San Francisco, CA 94103

WILL NOT ACCEPT THE STATE OF FLORIDA PURCHASING CARD

PRODUCT INFORMATION: DIRECT INQUIRY TO:
 NAME AND TITLE: Denise Yaeger, Acct. Manager
 STREET ADDRESS OR P.O. BOX: 1801 Hermatage Blvd., Suite 460
 CITY, STATE, ZIP: Tallahassee, FL 32308
 TELEPHONE: Denise Yaeger (850) 523-2516
 TOLL FREE NO.: _____
 URL HOME PAGE ADDRESS: http://www.cisco.com
 ELECTRONIC MAIL ADDRESS: dyaege@cisco.com

Authorized Partners

A2000 Network Solutions, Inc.
235 Goolsby Blvd
Deerfield Beach, FL 33442
Contact: Richard Hillman
President

Reporting Contact (if different)
Richard Hillman

richard@A2000NS.com

BellSouth Communication Systems, LLC
1936 Blue Hills Drive
Roanoke, VA 24012
Contact: Roger Dungen
Corporate Manager

Reporting Contact (if different):
Curtis Padgett
Branch Sales Manager
Curt.padgett@bellsouth.com

Bizco Technologies
7950 "O" Street
Lincoln, Nebraska 68512
Contact Kent Marshall
Sales Supervisor

Reporting Contact (if different)
Diane Hesson, Manager of Administrative Services
dhesson@bizco.com

CDW-G
230 N. Milwaukee Avenue
Vernon Hills, Illinois 60061
Contact: Amanda Hyland, Program Specialist

Reporting Contact (if different)
Amanda Hyland
amanhyl@cdwg.com

Central Data, Inc.
8855 Grissom Parkway
Titusville, FL 32780
Contact: Joy Yoshida
Manager, Strategic Development Mgr
joyy@centraldata1.com
(321) 383-0705 Extn. 212

Cisco Systems Capital
3250 W. Commercial Blvd
Suite 350
Ft. Lauderdale, FL 33309
Contact John J. Romano
954-535-5040
jromano@cisco.com

Coleman Technologies, Inc.
20 N. Orange Ave., #300
Orlando, FL 32801
Contact: Kirk M. Sawyer
CFO and VP, Business Operations
ksawyer@ctiusa.com

CompServ, Inc.
2325 Ulmerton Road, Suite 16
Clearwater, FL 33762
Contact: David Duff
Director of Sales

Compuquip Technologies
8399 N.W. 30th Terrace
Miami, FL 33122
Contact: Jerol Ayasun
Government and Education
Representative
Jayasun@compuquip.com

Data Services Corporation DBA DATACORP
8725 NW 18th Court, Suite 206
Miami, FL 33712
contact: Hugo Perez, Managing Director
email: hugo@data-corporation.com
305-490-8828 (cell)
305-594-6933 (office)
888-767-5905 (fax)

Dimension Data
28050 U.S. Highway 19
Clearwater, FL
Contact:
Miguel Falla
Regional Manager
Miguel.Falla@us.didata.com

Dyntek Services, Inc.
Darlene Pricher - Director of Sales Operations
2671 Executive Center Circle West
Suite 102
Tallahassee, FL 32301
Office: 850-671-3260 Ex 17
Fax: 248-477-5882

Empire Computing and Consulting, Inc.
555 West Granada Blvd. #A8
Ormond Beach, FL 32174
Contact: David Campos Jr.
CEO

Forsythe Solutions Group
7500 Frontage Road
Skokie, IL 60077
Contact: Robert D. Dvorak
Senior VP

Hayes Computer Systems
1355 Thomaswood Drive
Tallahassee, FL 32308
Contact: Karen H. Martinoff

President/CEO

E-mail address: sales@hcs.net
Internet Home Page Address: www.hcs.net
Phone Number: 850-297-0551
Ordering Fax Number: 850-297-0644
Remit Address: 2473 Care Drive, Suite 201, Tallahassee, FL 32308

HP
Keith Magee
Solution Manager, Americas
CRM Practice
HP Consulting & Integration
Richardson, TX 75080
972-497-2609
972-497-2140 fax
Keith_Magee@hp.com

IBM Corporation
1133 Westchester Avenue
White Plains, NY 10604
Contact: William Young
Alliance Manager Integrated Technology Services
wfyoung@us.ibm.com

IKON Office Solutions
2524 Cathay Court
Tallahassee, FL
Contact: William R. Merchant Jr.
General Manager
bmerchant@ikon.com

Infinity Software Development, Inc.
3522 Thomasville Road, Suite 200
Tallahassee, FL 32309-3488
Contact: Chapin Frazee
Senior VP

Reporting Contact (if different)
Nelson Munn
munnn@infinity-software.com
850-383-1011

Insight Public Sector, Inc.
4433 Brookfield Corporate Drive, Chantilly, VA 20151
Contact: Elise E. Snight
Director, Programs

Reporting Contact (if different):
Jade Kelley-Shirk
Contract Specialist
Jkelley@insight.com

JDL Technologies, Inc.
5555 West 78th Street
Suite E

Edina, Minnesota 55439
Contact: Thomas J. Lapping
President and CEO
Reporting Contact (if different):
Melisa Johnson, Sr. Admin
mjohnson@jdltech.com

Kent Technologies
24017 Productions Circle
Bonita Springs, Florida 34135
Contact: Thomas Esch
President

Contact (if different):
Thomas Esch
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Key Government Finance
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