UNIVERSITY OF
South Carolina

Posting Date: October 20, 2022

Intent to Award

The State intends to award contract noted below. Unless otherwise suspended or canceled, this document becomes the final Statement of Award effective November 1, 2022. Unless otherwise provided in the solicitation, the final statement of award serves as acceptance of your offer.

Bidder's right to protest as listed in section 11-35-4210 in the South Carolina Consolidated Procurement Code applies to this award. Protest to be filed with:

Chief Procurement Officer
State Fiscal Accountability Authority
1201 Main Street, Suite 600
Columbia, SC 29201
Or by email to: protest-mmo@mmo.state.sc.us
Or by facsimile at: 803-737-0639

Contractor should not perform work or incur any costs associated with the contract prior to the effective date of the contract. The University assumes no liability for any expenses incurred prior to the effective date of the contract.

Solicitation Number: **GS-FPB-230046-01**

Solicitation Issue Date: **September 14, 2022**

Bid Opening Date: **October 11, 2022**

Description: **Public Cloud Computing Services**

Estimated Potential Value of the Contract: **Not to Exceed the University's Certification of $3,000,000.00 for IT Procurements**

Initial Contract Term: November 1, 2022 – October 31, 2023
Maximum Contract Term: November 1, 2022 – October 31, 2027

Awarded To: **Presidio Networked Solutions LLC**
ATTN: Jackie Arnett, Contracts Director
One Penn Plaza, Suite 2501
New York, NY 10119

Evaluated Amount:

Item 1: Cloud Computing Services for the complete catalogue / menu of Offeror's Cloud Computing Services

Azure Computing Cloud Compute 5% Discount
NOTE: Azure discounts apply to pay-as-you go services. Reserved instances already include a significant discount (up to 80%) from Microsoft and no further discount structure is available from the reseller. Presidio includes CloudHealth at no charge in its bid/proposal. This represents additional savings to the University of South Carolina (UofSC) since CloudHealth typically costs 3% of cloud spending if UofSC were to procure it directly from VMware.

AWS Cloud Compute 0% Discount
NOTE: AWS discounts are contingent on Partner Originated Discounts eligibility; otherwise, a discount cannot be provided. Presidio offers managed cost optimization programs allowing our customers to consume resources on demand while receiving discounts. Financial operations for the cloud can create unnecessary overhead for our customers. We remove the overhead, allowing customers to harness cloud elasticity. Presidio offering include AWS PRISM, Presidio Azure Cost Optimization, and Presidio Cloud Optimization on the Google Cloud Platform. Potential AWS discounts if UofSC chooses to leverage PRISM: PRISM discounts are determined after completing a no-cost assessment of the AWS cost and usage with CloudHealth and will vary based on historical usage and trends. AWS Reserved Instances and Savings Plans discounts will depend on many factors, such as, the operating system. licenses, region, or product family. Presidio will be able to offer a range of discounts. Discounts are based on 100% coverage while allowing ordering entries to operate OnDemand. A minimum commitment and additional terms/conditions will be required, which will be included in a negotiated SOW.

Item 2: Volume discount pricing – specify levels necessary to achieve discount.

Azure Computing Cloud Compute and AWS Cloud Compute 0% Discount
NOTE: Upon selection, Presidio will negotiate on behalf of UofSC with the respective CSPs for additional discounts based on spending thresholds. For example, with Azure at $1M spending, UofSC will receive additional discounts. AWS customers may receive discounts as they become eligible for Enterprise Discount Program (EDP), which is based on a typical spending commitment of approximately $500,000. per year.

Item No.	Description	Quantity	Unit of Measure	Unit Price
3	**Item: Cloud Enterprise Architect** Please enter an hourly rate of **$300. or less**. Bids over **$300. will be rejected.**	1.000	Hours	$300.00
4	**Item: Cloud Enterprise Engineer** Please enter an hourly rate of **$225. or less**. Bids	1.000	Hours	$225.00

	over **$225. will be rejected.**			
5	**Item: Cloud Enterprise Security Architect** Please enter an hourly rate of **$275. or less**. Bids over **$275. will be rejected.**	1.000	Hours	$275.00
6	**Item: Project Manager** Please enter an hourly rate of **$200. or less**. Bids over **$200. will be rejected.**	1.000	Hours	$200.00

Awarded To: **CloudHesive LLC**
ATTN: Jamie Marshall, Vice President of Sales
2419 E. Commercial Blvd, Ste 200
Ft Lauderdale, FL 33308

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4	**Item: Cloud Enterprise Engineer** Please enter an hourly rate of **$225. or less**. Bids over **$225. will be rejected.**	1.000	Hours	$200.00
5	**Item: Cloud Enterprise Security Architect** Please enter an hourly rate of **$275. or less**. Bids over **$275. will be rejected.**	1.000	Hours	200.00`
6	**Item: Project Manager** Please enter an hourly rate of **$200. or less**. Bids over **$200. will be rejected.**	1.000	Hours	$150.00

Charles Johnson
Procurement Manager