



# Gwinnett

GWINNETT COUNTY  
DEPARTMENT OF FINANCIAL SERVICES  
PURCHASING DIVISION

75 Langley Drive | Lawrenceville, GA 30046-6935  
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[www.gwinnettcounty.com](http://www.gwinnettcounty.com)

August 20, 2019

**AWARD NOTICE**  
**RP010-19**  
**Provision of Gwinnett County's Data Encryption Solution**

Pursuant to the proposals received on June 14, 2019 for proposal RP010-19, Provision of Gwinnett County's Data Encryption Solution the proposal has been awarded to Dell Marketing, L.P., in the amount of \$\$456,483.00. Please note the enclosed proposal tabulation.

We appreciate your proposal and interest in Gwinnett County.

Sincerely,

Terri Shirley  
Purchasing Associate II

TS/bc

Enclosure



Proud Winner of the Annual *Achievement of Excellence Award* in Procurement since 1999

RP010-19

Provision of Gwinnett County's Data Encryption Solution

Department of Information Technology Services

			Creative Breakthroughs, Inc. (OS)	Dell Marketing, L.P. (OS)
ITEM #	CRITERIA	POINTS ALLOCATED	TOTAL POINTS	TOTAL POINTS
1	Firm Experience and Qualifications	30	25.8	26.6
2	Personnel and Staffing	20	0	11
3	Solution Proposed	35	35	35
4	References	10	10	10
	<b>SUB-TOTAL</b>	<b>95</b>	<b>70.8</b>	<b>82.6</b>
5	Fee Proposal	5	4.88	5
	<b>SUB-TOTAL</b>	<b>100</b>	<b>75.68</b>	<b>87.6</b>
6	Optional Interview	10		
	<b>TOTAL</b>	<b>110</b>	<b>75.68</b>	<b>87.6</b>

**Recommended Vendor:**

Dell Marketing, L.P.  
 Attn: Stan Parish  
 One Dell Way  
 Round Rock, TX 78682  
 Phone: 512-728-1713  
 Email: stan\_parish@dell.com

RP010-19  
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 Department of Information Technology Services

		Creative Breakthrough, Inc. (OS)	Dell Marketing, L.P. (OS)
Item #	Description	Total Unit Cost	Total Unit Cost
1	Transparent Encryption Agent	\$346,388.75	\$331,652.25
2	Live Data Transformation for VTE	\$46,183.00	\$46,588.50
3	Physical DSM V6000 FIPS L2 with 6.x Software	\$62,860.00	\$65,773.50
4	DSM Standard Install	\$12,385.00	\$12,468.75
<b>Subtotal</b>		<b>\$467,816.75</b>	<b>\$456,483.00</b>

\*Includes installation and 12 months maintenance and support