



GWINNETT COUNTY
DEPARTMENT OF FINANCIAL SERVICES
PURCHASING DIVISION

75 Langley Drive | Lawrenceville, GA 30046-6935
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GwinnettCounty.com

January 20, 2026

**AWARD NOTICE
BL143-25**

**Provision of VMware Cloud Licensing and Live Recovery Protection on a Multi-Year
Contract**

Pursuant to the bids received on December 5, 2025 for BL143-25 Provision of VMware Cloud Licensing and Live Recovery Protection on a Multi-Year Contract the bid has been awarded to New Tech Solutions, Inc. Please note the enclosed bid tabulation.

We appreciate your bid and interest in Gwinnett County.

Sincerely,

A handwritten signature in blue ink, appearing to read "Bethany White".

Bethany White
Purchasing Associate II

BW/bc

Enclosure

BID TABULATION

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BL143-25

Provision of VMware Cloud Licensing and Live Recovery Protection on a Multi-Year Contract
 Department of Information Technology Services

			GovConnection, Inc. dba Connection - Public Sector Solutions (OS)									
			YEAR 1		YEAR 2		YEAR 3		YEAR 4		YEAR 5	
ITEM #	DESCRIPTION	APPROX. QTY	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE
1	VMware vSphere Foundation 8 (to include vCenter) P/N: VCF-VSP-FND-8 or approved equivalent	3,504	\$252.09	\$883,323.36	\$252.09	\$883,323.36	\$252.09	\$883,323.36	\$252.09	\$883,323.36	\$252.09	\$883,323.36
2	VMware Live Recovery Protection VM P/N: VCF-VLR-PVM or approved equivalent	175	\$403.38	\$70,591.50	\$403.38	\$70,591.50	\$403.38	\$70,591.50	\$403.38	\$70,591.50	\$403.38	\$70,591.50
3	Technical Adoption Manager, P/N: TAM-VCF-VLR-PVM-R or approved equivalent	1	\$91,690.65	\$91,690.65	\$91,690.65	\$91,690.65	\$91,690.65	\$91,690.65	\$91,690.65	\$91,690.65	\$91,690.65	\$91,690.65
TOTAL			\$1,045,605.51		\$1,045,605.51		\$1,045,605.51		\$1,045,605.51		\$1,045,605.51	
5 YEAR GRAND TOTAL			\$5,228,027.55									

			New Tech Solutions, Inc. (OS)									
			YEAR 1		YEAR 2		YEAR 3		YEAR 4		YEAR 5	
ITEM #	DESCRIPTION	APPROX. QTY	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE
1	VMware vSphere Foundation 8 (to include vCenter) P/N: VCF-VSP-FND-8 or approved equivalent	3,504	\$247.44	\$867,029.76	\$247.44	\$867,029.76	\$247.44	\$867,029.76	\$247.44	\$867,029.76	\$247.44	\$867,029.76
2	VMware Live Recovery Protection VM P/N: VCF-VLR-PVM or approved equivalent	175	\$400.20	\$70,035.00	\$400.20	\$70,035.00	\$400.20	\$70,035.00	\$400.20	\$70,035.00	\$400.20	\$70,035.00
3	Technical Adoption Manager, P/N: TAM-VCF-VLR-PVM-R or approved equivalent	1	\$90,070.19	\$90,070.19	\$90,070.19	\$90,070.19	\$90,070.19	\$90,070.19	\$90,070.19	\$90,070.19	\$90,070.19	\$90,070.19
TOTAL			\$1,027,134.95		\$1,027,134.95		\$1,027,134.95		\$1,027,134.95		\$1,027,134.95	
5 YEAR GRAND TOTAL			\$5,135,674.75									

			Nexus Technology, LLC (OC)									
			YEAR 1		YEAR 2		YEAR 3		YEAR 4		YEAR 5	
ITEM #	DESCRIPTION	APPROX. QTY	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE
1	VMware vSphere Foundation 8 (to include vCenter) P/N: VCF-VSP-FND-8 or approved equivalent	3,504	\$375.10	\$1,314,350.40	\$375.10	\$1,314,350.40	\$375.10	\$1,314,350.40	\$375.10	\$1,314,350.40	\$375.10	\$1,314,350.40
2	VMware Live Recovery Protection VM P/N: VCF-VLR-PVM or approved equivalent	175	\$434.50	\$76,037.50	\$434.50	\$76,037.50	\$434.50	\$76,037.50	\$434.50	\$76,037.50	\$434.50	\$76,037.50
3	Technical Adoption Manager, P/N: TAM-VCF-VLR-PVM-R or approved equivalent	1	\$104,500.00	\$104,500.00	\$104,500.00	\$104,500.00	\$104,500.00	\$104,500.00	\$104,500.00	\$104,500.00	\$104,500.00	\$104,500.00
TOTAL			\$1,494,887.90		\$1,494,887.90		\$1,494,887.90		\$1,494,887.90		\$1,494,887.90	
5 YEAR GRAND TOTAL			\$7,474,439.50									

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 Department of Information Technology Services

			PC Specialists, Inc. dba Technology Integration Group (TIG) (L)									
ITEM #	DESCRIPTION	APPROX. QTY	YEAR 1		YEAR 2		YEAR 3		YEAR 4		YEAR 5	
			UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE
1	VMware vSphere Foundation 8 (to include vCenter) P/N: VCF-VSP-FND-8 or approved equivalent	3,504	\$256.00	\$897,024.00	\$256.00	\$897,024.00	\$256.00	\$897,024.00	\$256.00	\$897,024.00	\$256.00	\$897,024.00
2	VMware Live Recovery Protection VM P/N: VCF-VLR-PVM or approved equivalent	175	\$416.00	\$72,800.00	\$416.00	\$72,800.00	\$416.00	\$72,800.00	\$416.00	\$72,800.00	\$416.00	\$72,800.00
3	Technical Adoption Manager, P/N: TAM-VCF-VLR-PVM-R or approved equivalent	1	\$93,050.00	\$93,050.00	\$93,050.00	\$93,050.00	\$93,050.00	\$93,050.00	\$93,050.00	\$93,050.00	\$93,050.00	\$93,050.00
TOTAL			\$1,062,874.00		\$1,062,874.00		\$1,062,874.00		\$1,062,874.00		\$1,062,874.00	
5 YEAR GRAND TOTAL			\$5,314,370.00									

			Presidio Networked Solutions, LLC (OC)									
ITEM #	DESCRIPTION	APPROX. QTY	YEAR 1		YEAR 2		YEAR 3		YEAR 4		YEAR 5	
			UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE
1	VMware vSphere Foundation 8 (to include vCenter) P/N: VCF-VSP-FND-8 or approved equivalent	3,504	\$249.38	\$873,827.52	\$249.38	\$873,827.52	\$249.38	\$873,827.52	\$249.38	\$873,827.52	\$249.38	\$873,827.52
2	VMware Live Recovery Protection VM P/N: VCF-VLR-PVM or approved equivalent	175	\$399.04	\$69,832.00	\$399.04	\$69,832.00	\$399.04	\$69,832.00	\$399.04	\$69,832.00	\$399.04	\$69,832.00
3	Technical Adoption Manager, P/N: TAM-VCF-VLR-PVM-R or approved equivalent	1	\$90,705.47	\$90,705.47	\$90,705.47	\$90,705.47	\$90,705.47	\$90,705.47	\$90,705.47	\$90,705.47	\$90,705.47	\$90,705.47
TOTAL			\$1,034,364.99		\$1,034,364.99		\$1,034,364.99		\$1,034,364.99		\$1,034,364.99	
5 YEAR GRAND TOTAL			\$5,171,824.95									

			The Drala Project, Inc. dba The Redesign Group (OS)									
ITEM #	DESCRIPTION	APPROX. QTY	YEAR 1		YEAR 2		YEAR 3		YEAR 4		YEAR 5	
			UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE
1	VMware vSphere Foundation 8 (to include vCenter) P/N: VCF-VSP-FND-8 or approved equivalent	3,504	\$258.00	\$904,032.00	\$258.00	\$904,032.00	\$258.00	\$904,032.00	\$258.00	\$904,032.00	\$258.00	\$904,032.00
2	VMware Live Recovery Protection VM P/N: VCF-VLR-PVM or approved equivalent	175	\$396.00	\$69,300.00	\$396.00	\$69,300.00	\$396.00	\$69,300.00	\$396.00	\$69,300.00	\$396.00	\$69,300.00
3	Technical Adoption Manager, P/N: TAM-VCF-VLR-PVM-R or approved equivalent	1	\$90,025.00	\$90,025.00	\$90,025.00	\$90,025.00	\$90,025.00	\$90,025.00	\$90,025.00	\$90,025.00	\$90,025.00	\$90,025.00
TOTAL			\$1,063,357.00		\$1,063,357.00		\$1,063,357.00		\$1,063,357.00		\$1,063,357.00	
5 YEAR GRAND TOTAL			\$5,316,785.00									

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Department of Information Technology Services

			Zones, LLC (OS)									
ITEM #	DESCRIPTION	APPROX. QTY	YEAR 1		YEAR 2		YEAR 3		YEAR 4		YEAR 5	
			UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE
1	VMware vSphere Foundation 8 (to include vCenter) P/N: VCF-VSP-FND-8 or approved equivalent	3,504	\$284.81	\$997,974.24	\$284.81	\$997,974.24	\$284.81	\$997,974.24	\$284.81	\$997,974.24	\$284.81	\$997,974.24
2	VMware Live Recovery Protection VM P/N: VCF-VLR-PVM or approved equivalent	175	\$284.81	\$49,841.75	\$284.81	\$49,841.75	\$284.81	\$49,841.75	\$284.81	\$49,841.75	\$284.81	\$49,841.75
3	Technical Adoption Manager, P/N: TAM-VCF-VLR-PVM-R or approved equivalent	1	\$284.81	\$284.81	\$284.81	\$284.81	\$284.81	\$284.81	\$284.81	\$284.81	\$284.81	\$284.81
TOTAL			\$1,048,100.80		\$1,048,100.80		\$1,048,100.80		\$1,048,100.80		\$1,048,100.80	
5 YEAR GRAND TOTAL			\$5,240,504.00									

Recommended Vendor:

New Tech Solutions, Inc.

Attn: Rajesh Patel

4179 Business Center Drive

Fremont, CA 94538

Phone: 510-353-4070

rajesh@ntsc.com