



**Gwinnett**

**GWINNETT COUNTY  
DEPARTMENT OF FINANCIAL SERVICES  
PURCHASING DIVISION**

75 Langley Drive | Lawrenceville, GA 30046-6935  
O: 770.822.8720 | F: 770.822.8735  
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,

Bethany White  
Purchasing Associate II

BW/bc

Enclosure

**BID TABULATION**

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									

**BID TABULATION**

BL143-25

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

			PC Specialists, Inc. dba Technology Integration Group (TIG) (L)									
			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	\$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)									
			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	\$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)									
			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	\$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									

**BID TABULATION**

BL143-25

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

Department of Information Technology Services

			Zones, LLC (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	\$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@ntsca.com](mailto:rajesh@ntsca.com)