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STATE PROCUREMENT OFFICE

NOTICE & REQUEST FOR SOLE SOURCE

STATE PROCUREMENT OFFICE
STATE OF HAWAII

1. TO: Chief Procurement Officer

2. FROM: DAGS/ICSD/PSB

Department/Division/Agency

Pursuant to §103D-306, HRS, and Subchapter 9, Chapter 3-122, HAR, the Department requests sole source approval to purchase the following:

3. Description of goods, services, or construction:
Maintenance services for the Automated Cartridge Library System (ACLS), not to exceed 12 months. The contract for the maintenance services will consist of an initial 6-month contract, with two 3-month optional extensions, not to exceed 12 months. The vendor is requiring a 60-day notice of cancellation. Should the State cancel the contract prior to the end of a contract term, three items will continue on maintenance until the end of the 12-month period.

4. Vendor Name: Commercial Data Systems, Inc. Address: 50 S. Beretania St., Ste. C208-B Honolulu, HI 96813	5. Price: $471,204.87
6. Term of Contract: (mm/dd/yyyy) 12 month period upon approvals and contract execution From: _____ To: _____	7. Prior Sole Source Ref No. 09-065-C

8. Feature: The good, service, or construction has the following unique features, characteristics, or capabilities:
The StorageTek ACLS must be maintained by trained professionals who are capable of providing timely and efficient maintenance to ensure continuous operation of the equipment.

9. Essential features. How the unique features, characteristics, or capabilities are essential for the agency to accomplish its work:
The ACLS is a computer tape management system and a critical component of the ICSD computer systems. The computer systems need the ACLS for data tape input and storage, thus, failure of the ACLS will shutdown computer processing. This will result in ICSD not being able to meet job processing deadlines for user agencies.

SPO-01 (Rev. 12/9/09)

10. S.S. No. 10-024-D

11. Alternate source. The following other possible sources for the good, service, or construction were investigated but do not meet our needs because:

StorageTek was the manufacturer of the ACLS. In December, 2006, StorageTek was merged into Sun Microsystems, Inc. At that time, StorageTek became nonexisting and Sun Microsystems became the only authorized vendor with certified technicians to perform the required maintenance and repairs. In February, 2010, Sun Microsystems, Inc. was acquired by Oracle America, Inc. As per attached letter, Oracle America, Inc. has chosen Commercial Data Systems as the only authorized, Support Services Sales Audit (SSSA) approved full government systems reseller vendor in Hawaii for them.

12. **Direct any inquiries to:** Department: DAGS Contact Name/Title: Debra A. Gagne, ICSD Administrator	13 Phone Number: 586-1910 Ext.301 Fax Number: 586-1922

Expenditure may be processed with a purchase order/pCard: ☐ Yes ☒ No If no, a contract must be executed and funds certified.

Agency shall ensure adherence to applicable administrative and statutory requirements, including HAR Chapter 3-122, Subchapter 15, Cost or Pricing Data, if required.

14. ***I certify that the information provided above is to the best of my knowledge, true, correct and that the goods, services, or construction are available through only one source.***

Ryan K Saito 4/1/10

Department Head Signature Date

Reserved for CPO Use Only

15 Date Notice Posted: 4/1/10

Submit written objections to this notice to issue a sole source contract within seven calendar days or as otherwise allowed from the above posted date to: Chief Procurement Officer
State Procurement Office
P.O. Box 119
Honolulu, Hawaii 96810-0119

16.

CPO COMMENTS: This approval is for the solicitation process only, HRS section 103D-310(c) and HAR section 3-122-112, shall apply. Department is reminded that sole source contracts expected to exceed $100,000 require cost or pricing data pursuant to HAR Chapter 3-122 and Subchapter 15. Procurements $2,500 or more are required to be posted on the Procurement Reporting System.

17.

☒ **APPROVED** ☐ **DISAPPROVED** ☐ **NO ACTION REQUIRED** Aaron Fujita 4/8/2010

Chief Procurement Officer Date

SPO-01 (Rev. 3/13/2009) 10. S.S. No. 10-034-D

March 24, 2010

State of Hawaii
Dept. of Accounting & General Services
1151 Punchbowl Street
Honolulu, HI 96813

To Whom It May Concern:

Commercial Data Systems (CDS) is an authorized, full government systems reseller for Oracle America, Inc. (Oracle), successor in interest to Sun Microsystems, Inc., and provides coverage for all customers and businesses in the state of Hawaii. CDS's corporate headquarters are in Honolulu, and CDS has been an authorized reseller for Sun Microsystems, Inc. (now, Oracle) since 1991.

CDS passed our Support Services Sales Audit (SSSA), which requires resellers to invest in the necessary resources, processes, and tools needed to provide timely support service contract renewals. The Support Services Sales Audit also requires resellers to have dedicated services sales and administration employees. The SSSA focuses on the following major categories:

- Dedicated services personnel
- New support services quoting
- Renewal quoting processes
- Contract management

CDS is Oracle's only authorized SSSA-approved support services reseller in Hawaii.

Sincerely,

Debbie Milor
Partner Sales Executive

Commercial Data Systems
The Right Connections are Everything

QUOTATION

CDS is an SBA SDB Corporation.

Issued To:
STATE OF HAWAII
KALANIMOKU BLDG 1151
PUNCHBOWL ST
HONOLULU HI 96813 US
Selma Murota
(808) 586-1901 x446
selma.l.murota@hawaii.gov

Field Sales:
KeithGriffin
50 S. Beretania, C208-B
Honolulu, HI 96813
Phone: 808-527-2025
Fax: 808.527.2030
keith.griffin@cdsinc.com

Service Sales:
Lisa Bess
4828 Hardware Drive NE
Albuquerque, NM 87109
Phone: 505.314.4007
Fax: 505.314.4010
lisa.bess@cdsinc.com

CDS Billing Address:
Commercial Data Systems, Inc.
50 S. Beretania, C208-B
Honolulu, HI 96813
Phone: 800.527.2970
Fax: 808.527.2030
www.cdsinc.com

Quote #: State of HI NK20267580 12 Mo Renewal 3.29.10
Contract #: NK20267580
Date: 3/29/10

	Product	Product Description	Level of Support	Serial Number	Contract Start	Contract End	End Of Service Life (EOSL)	Qty.	Unit List	Extended List	Unit Discount Price	Total Discount Price
1	YX9490-ESCON-1	Used 9490, ESCON 1Ch, Skit	PLAT-STK-SVC	232000012497	5/1/10	04/30/2011	N/A	1	416.64	416.64	336.44	336.44
2	YSL9311-LCU	Used 9311, Library Cntrl Unit	PLAT-STK-SVC	8000009099	5/1/10	04/30/2011	N/A	1	5,784.00	5,784.00	4,670.58	4,670.58
3	YSL9311-LCU	Used 9311, Library Cntrl Unit	PLAT-STK-SVC	8000010734	5/1/10	04/30/2011	N/A	1	5,784.00	5,784.00	4,670.58	4,670.58
4	YSL9311-LCU	Used 9311, Library Cntrl Unit	PLAT-STK-SVC	8000006290	5/1/10	04/30/2011	N/A	1	5,784.00	5,784.00	4,670.58	4,670.58
5	YSL9311-LCU	Used 9311, Library Cntrl Unit	PLAT-STK-SVC	8000002155	5/1/10	04/30/2011	N/A	1	5,784.00	5,784.00	4,670.58	4,670.58
6	YSL9310-STD	Used 9310, Library, Std Door	PLAT-STK-SVC	4000009600	5/1/10	04/30/2011	N/A	1	46,732.80	46,732.80	37,736.74	37,736.74
7	YSL9310-STD	Used 9310, Library, Std Door	PLAT-STK-SVC	4000009598	5/1/10	04/30/2011	N/A	1	46,732.80	46,732.80	37,736.74	37,736.74
8	YSL9310-STD	Used 9310, Library, Std Door	PLAT-STK-SVC	4000002830	5/1/10	04/30/2011	N/A	1	46,732.80	46,732.80	37,736.74	37,736.74
9	YSL9310-STD	Used 9310, Library, Std Door	PLAT-STK-SVC	4000000644	5/1/10	04/30/2011	N/A	1	46,732.80	46,732.80	37,736.74	37,736.74
10	Y9490-M34B-LIB-OEE	Used 9490 M34B, Library, OH,EE	PLAT-STK-SVC	232000000921	5/1/10	04/30/2011	N/A	1	14,714.88	14,714.88	11,882.27	11,882.27
11	STG4490M34-0000	BASE MODEL	PLAT-STK-SVC	2000005812	5/1/10	04/30/2011	N/A	1	15,471.12	15,471.12	12,492.93	12,492.93
12	STG4490M34-0000	BASE MODEL	PLAT-STK-SVC	3000010544	5/1/10	04/30/2011	N/A	1	15,471.12	15,471.12	12,492.93	12,492.93
13	STG4490M30-1513	4 CHANNEL ATTACH	PLAT-STK-SVC	002000006757-STK01	5/1/10	04/30/2011	N/A	1	1,912.08	1,912.08	1,544.00	1,544.00
14	STG4490M30-0000	BASE MODEL	PLAT-STK-SVC	2000007947	5/1/10	04/30/2011	N/A	1	13,891.92	13,891.92	11,217.73	11,217.73
15	STG4490M30-0000	BASE MODEL	PLAT-STK-SVC	2000006757	5/1/10	04/30/2011	N/A	1	13,891.92	13,891.92	11,217.73	11,217.73

	Product	Product Description	Level of Support	Serial Number	Contract Start	Contract End	End Of Service Life (EOSL)	Qty.	Unit List	Extended List	Unit Discount Price	Total Discount Price
16	STG4480M24-4412	9310/4410 LIB ATTACH	PLAT-STK-SVC	3000018628-STK01	5/1/10	04/30/2011	N/A	1	925.20	925.20	747.10	747.10
17	STG4480M24-4412	9310/4410 LIB ATTACH	PLAT-STK-SVC	003000015077-STK01	5/1/10	04/30/2011	N/A	1	925.20	925.20	747.10	747.10
18	STG4480M24-4412	9310/4410 LIB ATTACH	PLAT-STK-SVC	003000010521-STK01	5/1/10	04/30/2011	N/A	1	925.20	925.20	747.10	747.10
19	STG4480M24-4412	9310/4410 LIB ATTACH	PLAT-STK-SVC	003000006303-STK01	5/1/10	04/30/2011	N/A	1	925.20	925.20	747.10	747.10
20	STG4480M24-0000	BASE MODEL	PLAT-STK-SVC	3000008476	5/1/10	04/30/2011	N/A	1	15,471.12	15,471.12	12,492.93	12,492.93
21	STG4480M24-0000	BASE MODEL	PLAT-STK-SVC	3000018628	5/1/10	04/30/2011	N/A	1	15,471.12	15,471.12	12,492.93	12,492.93
22	STG4480M24-0000	BASE MODEL	PLAT-STK-SVC	3000015077	5/1/10	04/30/2011	N/A	1	15,471.12	15,471.12	12,492.93	12,492.93
23	STG4480M24-0000	BASE MODEL	PLAT-STK-SVC	3000010521	5/1/10	04/30/2011	N/A	1	15,471.12	15,471.12	12,492.93	12,492.93
24	STG4480M24-0000	BASE MODEL	PLAT-STK-SVC	3000006303	5/1/10	04/30/2011	N/A	1	15,471.12	15,471.12	12,492.93	12,492.93
25	STG4480M24-0000	BASE MODEL	PLAT-STK-SVC	3000003984	5/1/10	04/30/2011	N/A	1	15,471.12	15,471.12	12,492.93	12,492.93
26	STG4480M22-4412	9310/4410 LIB ATTACH	PLAT-STK-SVC	003000009865-STK01	5/1/10	04/30/2011	N/A	1	468.72	468.72	378.49	378.49
27	STG4480M22-4411	DETACHED OPERATION	PLAT-STK-SVC	003000009865-STK02	5/1/10	04/30/2011	N/A	1	468.72	468.72	378.49	378.49
28	STG4480M22-4411	DETACHED OPERATION	PLAT-STK-SVC	003000003883-STK01	5/1/10	04/30/2011	N/A	1	468.72	468.72	378.49	378.49
29	STG4480M22-0000	BASE MODEL	PLAT-STK-SVC	3000009865	5/1/10	04/30/2011	N/A	1	6,780.24	6,780.24	5,475.04	5,475.04
30	STG4480M22-0000	BASE MODEL	PLAT-STK-SVC	3000003883	5/1/10	04/30/2011	N/A	1	6,780.24	6,780.24	5,475.04	5,475.04
31	STG4480M20-1512	3 CHANNEL ATTACH	PLAT-STK-SVC	002000005338-STK01	5/1/10	04/30/2011	N/A	1	1,282.80	1,282.80	1,035.86	1,035.86
32	STG4430001-2603	3 HOST CONNECTIONS	PLAT-STK-SVC	006000001632-STK01	5/1/10	04/30/2011	N/A	1	793.68	793.68	640.90	640.90
33	STG4430001-0000	BASE MODEL	PLAT-STK-SVC	6000001632	5/1/10	04/30/2011	N/A	1	10,363.44	10,363.44	8,368.48	8,368.48
34	STG4430001-0000	BASE MODEL	PLAT-STK-SVC	6000000421	5/1/10	04/30/2011	N/A	1	10,363.44	10,363.44	8,368.48	8,368.48
33	HSCI1-610-E9N9-001	MVS HSC 6.1,CDR	PREM-SW-SVC	N/A	5/1/10	04/30/2011	N/A	1	5,100.00	5,100.00	4,118.25	4,118.25
34	HSCI1-E9N9-MEDIA	HSCIBM MVS,CDt 1Y ADD MED	PREM-SW-SVC	N/A	5/1/10	04/30/2011	N/A	1	60.00	60.00	48.45	48.45
35	T&M Consideration											(6,500.00)
36	*Reinstatement Fee											113,075.53

*Reinstatement Fee will be invoiced upon placement of order.

Quote valid through: 5/1/10

Subtotal	$28,077.10	**Total Support**	$450,000.76
Tax	$1,322.99	**Tax**	$21,204.04
Monthly Total	$29,400.10	**Grand Total**	**$471,204.80**

In the event that there is a discrepancy with Unit List, Extended List or Total Discount Price, then Unit Discount Price will Prevail.
Terms: Net 30, Billing Monthly in Arrears