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800-460-1237

RFP RESPONSE TO LEXINGTON-FAYETTE URBAN COUNTY GOVERNMENT FOR *INFORMATION TECHNOLOGY CONSULTING AND TECHNICAL SERVICES*

RFP #5-2021

Prepared For:

Todd Slatin, Director, Division of Central Purchasing
Lexington-Fayette Urban County Government

Prepared By:

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(513) 338-8003

March 30, 2021



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TRANSMITTAL LETTER

March 30, 2021

Todd Slatin
Director, Division of Central Purchasing
Lexington-Fayette Urban County Government
200 East Main Street
Lexington, KY 40507

Re: RFP #5-2021

Thank you for your interest in a Sirius solution.

Sirius Experience: Sirius is a national integrator of technology-based business solutions that span the data center and lines of business. Built on products and services from the world's top technology companies, Sirius solutions are installed, configured, and supported by our dedicated teams of highly certified experts. Sirius is focused on helping organizations of all sizes reduce cost and complexity, improve service levels, and minimize risk through the implementation of strategic solutions that include cloud, analytics, mobility, security, IT infrastructure optimization and more. We have planning and implementation skills, expertise in problem-solving, innovative services, and a proven track record of successful IT solutions. We are committed to delivering a high level of client satisfaction and have invested in skills and technologies to ensure that the advice we give and the products, services and solutions we offer are of the highest quality. We are confident that we have the right sales and technical representatives to offer technical solutions that exceed your expectations.

If you have any questions regarding this proposal, please feel free to contact Greg Shipp, Sr. Client Executive directly, at gregory.shipp@siriuscom.com or (513) 338-8003. We are eager to earn your business and thank you for the opportunity to present this proposal. Please visit www.siriuscom.com to learn more about our products and services.

Sincerely,

A handwritten signature in blue ink that reads "Justin Sobey".

Justin Sobey
Senior Vice President and General Counsel
Sirius Computer Solutions, Inc.



SIRIUS CORPORATE OVERVIEW

Sirius is a national integrator of technology-based business solutions that span the data center and lines of business. Built on products and services from the world's top technology companies, Sirius solutions are installed, configured and supported by our dedicated teams of highly certified experts. Sirius is focused on helping organizations of all sizes reduce cost and complexity, improve service levels, and minimize risk through the implementation of strategic solutions that include cloud, analytics, mobility, security, IT infrastructure optimization and more. For more information about Sirius, visit www.siriuscom.com.

Sirius at a Glance

National coverage

Map of the United States showing 32 offices across the US. Legend: Sirius Corporate Headquarters (blue star), Regional Offices (orange circle), Regional Coverage (orange square), Data Center (black dot), NDC (red dot), SOC (green dot). Founded in 1980.

Company overview

- Solutions spanning lines of business and the data center
- Recognized industry leadership
- Deep experience and skills
 - 5,500+ sales & technical certifications
 - 2,600+ highly skilled employees
 - 1,500+ technical resources

Sustained financial strength

| Year | Revenue (Millions) |
|--------|--------------------|
| 2010 | \$8.0 |
| 2012 | \$12.0 |
| 2014 | \$14.0 |
| 2016 | \$20.0 |
| 2018 | \$32.0 |
| 2019 | \$35.0 |
| 2020 E | \$3.8B |

Based on Sirius' pre-published Q4 2020 financials. 2019 pre-audited results.

Sirius at a Glance

Since our founding in 1980, Sirius has been building the most extensive team of sales and technical professionals who have the skills, product knowledge and commitment to help our clients develop and implement the right solutions to meet their business needs.



2,600+
highly skilled employees

1,500+
technical resources

71%
of clients choose Sirius because of technical expertise

5,500+
professional and technical certifications

5,400+
active clients

9.4
out of 10 overall client satisfaction in 2019

The Right Skills and Relationships

Today, Sirius is a national recognized integrator of technology-based business solutions that span the enterprise including the data center and lines of business helping organizations of all sizes reduce costs and complexity, increase reliability, maximize flexibility, mitigate risk, and improve service levels. Sirius also has the highest-level relationships with most manufacturers, software and cloud providers, meaning we have influence and the best buying power. We provide solutions in 4 strategic areas:

| Manage your operations | Optimize your IT | Secure it all | Transform your business |
|--|--|---|--|
| <ul style="list-style-type: none"> • Manage your IT operations • Enable your talent • Provide value back to your business • Respond to market changes quickly and nimbly | <ul style="list-style-type: none"> • Master digital • Do more with less, faster and better • Unlock time, resources and money to fund innovation • Elevate your business | <ul style="list-style-type: none"> • Become good data stewards • Keep your data confidential, available and trustworthy • Reduce your risk • Inspire confidence in your brand | <ul style="list-style-type: none"> • Reinvent the customer experience • Unlock IT investments through smart use of digital technologies • Leverage information more effectively • Transcend the market |
| Be more agile | Be more effective | Be more secure | Be more valuable |

Be the MOST

Our Focus Is on Business Outcomes



Sirius is a leading IT solutions integrator that designs and implements advanced technology solutions across the entire data center. Sirius hardware, software and financing capabilities are combined to help make our clients more competitive by optimizing their IT environment and meeting their unique business requirements.

Sirius provides advanced technology solutions that make our clients more competitive by optimizing their IT environment and meeting their unique business requirements.

Proven Methodologies



...and over 400 more

Top-Level Partnerships
 Leading technology providers value Sirius because of our capabilities



Based on our four solution categories, including IT Strategy, Security, Business Innovation, and Cloud & Managed Solutions, here is a list of our services offerings, including Financial Services.

| Digital Infrastructure | Security | Business Innovation | Managed Services |
|---|---|---|---|
| <ul style="list-style-type: none"> Infrastructure Assessments Design Implementation Optimization MetaT – Oracle Solutions Integration Center Technology Enablement Centers (TECs) IT Consulting Architecture Design Implementation Migration Project Mgmt Support Services – OneTouch | <ul style="list-style-type: none"> Architecture Reviews Audit Remediate Respond Solution Integration Strategy Consulting Testing | <ul style="list-style-type: none"> Assessments Architecture Design Innovation Studies (POI) Implementation QA Testing MetaT – Oracle Solutions Application Managed Services | <ul style="list-style-type: none"> Managed Cloud Infrastructure Advanced Application OneTouch Support Security Resiliency Aggregation Telephone Collocation |
| | Cloud <ul style="list-style-type: none"> Architecture Digital Strategy Security AppDev & DevOps Data Analytics Migrations MessageOps Microsoft 365 & Security MessageOps Signature Support MessageOps Inscape | | Financial Services <ul style="list-style-type: none"> Consumption/Usage Models Managed Services Financial Offerings Tailored & Flexible Finance Solutions Capital Rethink and Lifecycle Plan Realignment Captive Finance Programs Software, Services and Maintenance Financing |

Sirius Services Offerings





AFFIRMATIVE ACTION PLAN

1. Affirmative Action Plan for his/her firm

See attached:



AAP 2020.pdf

2. Current Work Force Analysis Form

See attached:

Sirius' current EEO Work Plan

This document has been removed as this information is confidential.

Completed RFP Work Plan

This document has been removed as this information is confidential.





AFFIDAVIT

Sirius response:



Affidavit 30 Mar
2021.pdf





EQUAL OPPORTUNITY AGREEMENT

Sirius response:



Equal Opportunity
Agreement.pdf





MWDBE PARTICIPATION

Sirius response:



LFUCG MWDBE
Participation Forms.doc





VENDOR REQUIREMENTS

Submittals shall include completed attachments and responses to questions. Responses are required only for the specific services offered by your company. LFUCG recognizes that is unlikely for any vendor to be experienced or skilled in all of the areas listed.

Technology Assessment

Sirius response: Please see our completed copy of Attachment A.



Attachement A 26
Mar 2021.docx

Support Services

1. Is help desk support available?

Sirius response: Sirius operates during business hours of 8am - 5pm CST. We are able to be responsive upon request as it relates to specific projects. As we aren't an OEM, we don't have typical support procedures. In the event we enter into a managed services contract, we have defined support SLA's that are part of the service offering. If Lexington-Fayette Urban County Government would like to explore our Managed Services program, we can provide more detail upon request.

2. When is support available throughout the week?

Sirius response: See answer above.

3. Do you provide a process for escalating support issues?

Sirius response: All resources will have alternative contacts identified in email in the event they are out of office. Greg Shipp can serve as escalation points if the desired party cannot be reached. We are also more than happy to provide an organizational contact escalation chart spanning all areas of business supported, and extending into Sirius senior management, if selected.

4. How are charges for support structured, documented, and tracked?

Sirius response: Typically, clients want support from the manufacturer, and they will provide hardware and software support through support agreements with customer. Sirius resells OEM support and is priced based on quarterly or annual agreements.

Software Development

LFUCG may have needs for software development from a qualified vendor. In addition to the technology assessment, proposals should include their application programming methodology, development life cycle, documentation standards, and other components of software development.

Sirius response: Sirius is a Value-Added Reseller (VAR) of major Information Technology manufacturers. Sirius has a portfolio of more than 500 partners, including Cisco, Dell Technologies, Hewlett Packard Enterprise (HPE), Hitachi, IBM, Microsoft, NetApp and Oracle. Sirius can provide our clients with single



products or complete, multivendor solutions, with processes and services provided by Sirius that are customized to our client's specific needs.

Consulting

Services may be required to provide technical leadership and guidance for information technology issues. Consulting services may include: requirements gathering, strategic planning, process documentation, needs assessment, solution selection, disaster recovery, IT governance, IT project management, IT security or other IT services. If your company proposes to offer consulting services, provide an overview of each area, outlining your company's experience, approach, and applied methodologies.

Please clearly define the approach and process your company employs to facilitate these services.

Sirius response: Upon selection, the identified Sirius Project manager will work with the Lexington-Fayette Urban County Government PMO to identify all required stakeholders and establish daily/weekly/and monthly communication plans for the onboarding process of identified product portfolios.

Cost of Services

1. A fee schedule that includes hourly rates for proposed services.

Sirius response: Please see Attachment B.

2. Describe how your services are priced and any specific pricing.

Sirius response: Services be priced from an hourly contract to a fixed fee statement of work.

3. Define any additional charges. (e.g. travel expenses)

Sirius response: If onsite resources are required, travel and living reimbursement will is required.

4. Provide a completed copy of Attachment B.

Sirius response: Please see attached.



Attachment B-26 Mar
2021.docx

Company Information

1. Company name and address.

Sirius response:

Corporate Headquarters
Sirius Computer Solutions, Inc.
10100 Reunion Place, Suite 500
San Antonio, TX 78216



2. Identify all business partners you have with technology and consulting firms.

Sirius response: Sirius has a portfolio of more than 500 partners, including (but not limited to) Cisco, Dell Technologies, Hewlett Packard Enterprise (HPE), Hitachi, IBM, Microsoft, NetApp and Oracle. Sirius can provide our clients with single products or complete, multivendor solutions, with processes and services provided by Sirius that are customized to our client's specific needs.

3. Provide resumes for all individuals being submitted for work under this RFP, along with the following information:

- a. location of staff
- b. hourly rate of pay
- c. travel and living expenses per week
- d. indicate if the staff is sub---contracted or an employee

Sirius response: Sirius can provide resumes upon response to an actual engagement.

4. Number of years your company has been providing technology/consulting services.

Sirius response: Sirius has been providing these types of services for 41 years.

5. Provide two references for IT services work your company has performed over the last year.

Sirius response: Sirius respects the privacy of all our clients, with many of whom we maintain formal non-disclosure agreements (NDAs). Many of these NDAs forbid Sirius to mention the client's name and the Sirius-provided services. As a result, Sirius does not provide specific client reference information without the written permission of that individual client.

Sirius acknowledges that some clients find it useful at times to confer with other companies about certain IT decisions. At the same time, Sirius must be respectful of each client's privacy and availability. Accordingly, at LFUCG's request, Sirius will make every effort to facilitate such an individualized client reference conversation once an appropriate point in the decision-making process has been reached.

Additional Information

The consultant(s) will be selected from those proposals submitted in response to this RFP. A committee composed of government employees as well as representatives of relevant user groups will evaluate proposals.

It is the intent of the LFUCG to award this contract to multiple vendors to establish a list of firms to provide services as needed. However, the LFUCG reserves the right to award this contract in its best interest. Additionally, the contract term will be for three years with the option to renew for two additional one year terms.

If your firm requires execution of a standard contract, include a draft of the contract with the response.

All materials developed, data collected, or reports prepared under the terms of the project agreement become the property of the LFUCG. LFUCG reserves the non---exclusive rights to copy such material and



publish, disseminate, and otherwise use the materials developed under the terms of the agreement in print or electronically.

Sirius response: Sirius acknowledges and confirms the information above. See Terms and Conditions section for a Sirius Customer Agreement and Sample SOW for your review.





TERMS AND CONDITIONS

General Provisions Form – See attached below:



LFUCG General
Provisions.docx

Sirius is providing Lexington-Fayette Urban County Government with a Customer Agreement for your review and signature. See attached below:



Lexington-Fayette
Urban County Govern

Sirius is providing Lexington-Fayette Urban County Government with a Sample Statement of Work for your review. Please note that a final SOW must be agreed upon and signed prior to the commencement of work.

See attached:



SIRIUS SAMPLE SOW
DOC.pdf

Additional Terms:

Sirius requests the language in the attached insurance requirements document be considered for incorporation into the RFP.



Aon Edits Insurance
Requirements - Shanr



Attachment B

Attachment B contains a list of services the Lexington-Fayette Urban County Government may need provided. Please use the notes column to identify any information that should be considered during the vendor selection process. Exceptions to billing should be included in the notes, e.g. weekend rate adjustments.

| Service | | Rate | Notes |
|----------------------|--|--------|---|
| Software Development | ASP.NET C# JavaScript Ruby Ruby on Rails C++ HTML5 VB.NET Python Visual Basic 6.0 ESRI ArcGIS ADO 2.X + Web Services Microsoft Access RPG Freeform BCD Presto jQuery | 205.00 | Rates for specific technologies may vary. |
| Database Design | SQL Server SQL Server Express MySQL ESRI Enterprise Geodatabase Oracle | 255.00 | |
| Consulting | Disaster Recovery/Bus Continuity Technical Requirements Gathering IT Strategic Planning IT Governance IT Project Management Certified Project Management (PMP) Network Technologies Software Development PeopleSoft HCM (9.2) PeopleSoft FSCM (9.2) ESRI ArcGIS Enterprise Portal Requirements and Design | 255.00 | |
| Service | | Rate | Notes |

| | | | |
|-----------------------------------|---|--------|--|
| Server Application Implementation | Microsoft SharePoint Microsoft Project Server Microsoft SQL Server Microsoft Exchange Microsoft Windows VMware Virtual Center VMware ESX ESRI ArcGIS Enterprise Apache HTTP Web Server | 255.00 | |
| Training | Microsoft SharePoint Microsoft Project Server Microsoft SQL Server Visual Studio Team Suite Visual Studio 2008 VMware ESRI ArcGIS (Online, Portal & Pro) | 205.00 | |
| Network Support | F5 BigIP Microsoft Active Directory Microsoft Windows VMware | 255.00 | |
| Information Security | Policy Development and Review Planning and Analysis Penetration Testing Vulnerability Testing Risk Management Assessment Info Security Audit and Compliance Info Security Remediation Info Security End-User Training | 255.00 | |
| Enterprise DevOps & "Cloud" | Cloud Architecture and Design Code Deployment and Maintenance Enterprise System Administration Version Control Infrastructure as Code (IaC) Platform as a Service (Paas) Software as a Service (SaaS) Infrastructure as a Service (IaaS) | 265.00 | |