

Response to 20008 Invitation for Bid
Temporary Information Technology Services
Prepared for

Beaufort County School District

Presented
9/3/2019

B2B TECHNOLOGIES

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COVER AND PAGE 2

Beaufort County School District

Solicitation Number:	20-008
Date Printed:	August 15, 2019
Date Issued:	August 15, 2019
Procurement Officer:	Kaylee Yinger
Phone:	843-322-2349

Email: Kaylee.yinger@beaufort.k12.sc.us

Invitation for Bid

DESCRIPTION: **Temporary Information Technology (IT) Professional Services**
SUBMIT OFFER BY (Opening Date & Time): **September 6, 2019; 2:00 PM**
QUESTIONS MUST BE RECEIVED BY: **August 30, 2019**
NUMBER OF COPIES TO BE SUBMITTED: **One (1) Original Signed Copy and One (1) Electronic Copy - Redacted**

Offers must be submitted in a sealed package. Solicitation Number & Opening Date must appear on package exterior.

SUBMIT YOUR SEALED OFFER TO EITHER OF THE FOLLOWING ADDRESSES:

MAILING ADDRESS:
Beaufort County School District
Procurement Office
P.O. Drawer 309
Beaufort, SC 29901-0309

PHYSICAL ADDRESS:
Beaufort County School District
Procurement Office
2900 Mink Point Blvd
Beaufort, SC 29902

CONFERENCE TYPE: LOCATION:

DATE & TIME:

AWARDS & AMENDMENTS:
Award will be posted at the Physical Address stated above on or after September 6, 2019. The award, this solicitation, and any amendments will be posted at the following web address: http://beaufortschools.net.

You must submit a signed copy of this form with Your Offer. By submitting a proposal or bid, you agree to be bound by the terms of the Solicitation. You agree to hold Your Offer open for a minimum of ninety(90) calendar days after the Opening Date.

NAME OF OFFEROR: (Full legal name of business submitting the offer) B2B Technologies, LLC

ENTITY TYPE: LLC

AUTHORIZED SIGNATURE (Person signing must be authorized to submit binding offer to enter contract on behalf of Offeror named above)

Frank P. Fuerst — PRINTED NAME

CEO & Manager — TITLE

Instructions regarding Offeror's name: Any award issued will be issued to, and the contract will be formed with, the entity identified as the Offeror above. An offer may be submitted by only one legal entity. The entity named as the Offeror must be a single and distinct legal entity. Do not use the name of a branch office or a division of a larger entity if the branch or division is not a separate legal entity, i.e., a separate corporation, partnership, sole proprietorship, etc.

PAGE TWO

(Return Page Two with Your Offer)

HOME OFFICE ADDRESS (Address for Offeror's home office/ Principal place of business)	NOTICE ADDRESS (Address to which all procurement and contract related notices should be sent)
225 Ottley Dr Suite 100 Atlanta, GA 30324	225 Ottley Dr Suite 100 Atlanta, GA 30324

PHONE NUMBER: (404)892-1500

EMAIL ADDRESS: lfuerst@b2btech.com

PAYMENT ADDRESS (Address to which payments will be sent)	ORDER ADDRESS (Address to which all purchase orders will be sent)
225 Ottley Dr Suite 100 Atlanta, GA 30324	225 Ottley Dr Suite 100 Atlanta, GA 30324
[x] Payment Address Same as Home Office Address	[x] Payment Address Same as Home Office Address
[ ] Payment Address Same as Home Notice Address	[ ] Payment Address Same as Notice Address
(check one only)	(check one only)

ACKNOWLEDGEMENT OF AMENDMENTS:	Amendment Number	Amendment Issue Date
	1	August 22, 2019

MINORITY PARTICIPATION- Are you a Minority Business Enterprise: Yes [ ] No [x]
If yes, please include a copy of your certification.

BID FORM – EXHIBIT B

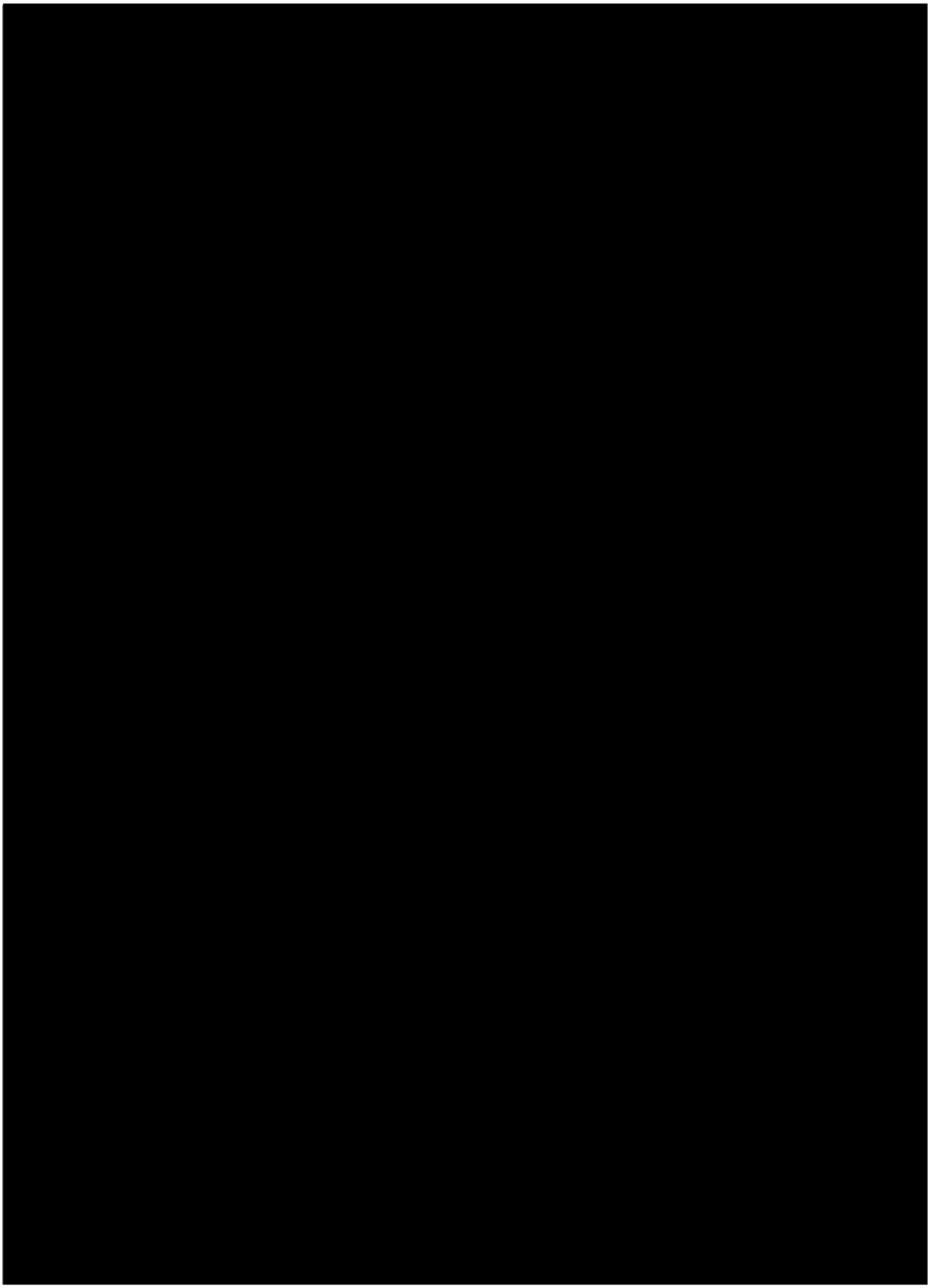
Reference Accounts

B2B has extensive experience working with EDU clients. We have successfully completed almost 100 projects for over 40 different K-12 school systems. We are including three of our more recently active clients are references.

EXHIBIT B

BID FORM
TEMPORARY IT PROFESSIONAL SERVICES
REFERENCES

[redacted]



B2B Technologies, LLC
Firm's Name

August 30, 2019
Date

225 Ottley Dr, Suite 100, Atlanta, GA 30324
Mailing Address

(404)892-1500/(404)892-1501
Phone/FAX

Authorized Signature

BID FORM – EXHIBIT C

Service Categories and Rates

EXHIBIT C

BID FORM TEMPORARY IT PROFESSIONAL SERVICES

Indicate the categories of service that your company can supply by checking the appropriate line items below. By checking the appropriate category, the supplier affirms that their company has at least one qualified individual in the checked category who can provide on-site services to BCSD.
Note: Labor rate on Exhibit A must include all travel and additional costs.

Percentage discount from established pre-set maximum Fixed Price, (if offered):
_____%

CATEGORY	Level	Bidding	Not Bidding	Hourly Rate
IT Laborer	Entry		x	
	Intermediate		x	
	Advanced		x	
AV/IWB Installer	Entry		x	
	Intermediate		x	
Desktop Technician	Entry		x	
	Intermediate		x	
	Advanced		x	
Systems Administrator	Entry	x		$50.00
	Intermediate	x		$75.00
	Advanced	x		$100.00
Systems Engineer	Entry	x		$125.00
	Intermediate	x		$175.00
	Advanced	x		$195.00
Network Administrator	Entry	x		$50.00
	Intermediate	x		$75.00
	Advanced	x		$100.00
Network Engineer	Entry	x		$125.00
	Intermediate	x		$175.00
	Advanced	x		$195.00
Database Administrator	Entry	x		$100.00
	Intermediate	x		$175.00
	Advanced	x		$225.00

IT Security Engineer	Entry	X	$100.00
	Intermediate	X	$175.00
	Advanced	X	$195.00
Technical Writer	Entry		x
	Intermediate		x
	Advanced		x
Business Analyst	Entry		x
	Intermediate		x
	Advanced		x
Training Specialist	Entry		x
	Intermediate		x
	Advanced		x
Telecommunications Administrator / Engineer	Entry		x
	Intermediate		x
	Advanced		x
Web Developer	Entry		x
	Intermediate		x
	Advanced		x

B2B Technologies, LLC — August 30, 2019
Firm's Name — Date

225 Ottley Dr, Suite 100, Atlanta, GA 30324
Mailing Address

(404)892-1500/(404)892-1501
Phone/FAX

Authorized Signature

CLARIFICATIONS/EXCEPTIONS

In this section, we are including any comments, clarifications or exceptions regarding section 3.0 (Scope of Work/Specifications).

- As indicated in the Bid Form provided in Exhibit C of the IFB, we are bidding on a subset of services roles.
- In regards to time requirements, the majority of our services are project based. As such, we are not able to guarantee a maximum 72 hour lead time. In the event of a critical or time sensitive need, our standard SLA is to respond within one business day. The level of response (e.g., acknowledgement, acceptance, intent to bid, no-bid, resource assignment, or resolution) will be in keeping with the situation and our resource availability.
- B2B requires full-time staff augmentation for a minimum of one year (excluding holidays) prior to directly hiring our resource at no cost (as described in 3.0.3 #11).

QUALIFICATIONS

B2B Technologies Overview

Founded in 1998, B2B Technologies is a Microsoft Cloud Deployment Partner and Microsoft Gold Certified consulting partner focused on helping organizations derive maximum benefit from Microsoft technologies and cloud services. Headquartered in Atlanta, Georgia, B2B Technologies is recognized for its significant expertise in Application Development, SharePoint, Exchange, Teams, Office 365 and Azure. B2B clients range from small and mid-sized organizations to Fortune 500 companies.

The B2B Technologies team is passionate about delivering IT solutions that leverage the latest advances in Microsoft technology. Our disciplined yet flexible approach has produced a history of success. B2B Technologies is recognized by customers, partners and peers as a leader in these practice areas:

- Strategy
  - Technical Due Diligence – evaluating people, process and technology to make better IT investment and strategic decisions.
- Cloud Computing Services
  - Expert consulting services to help implement, migrate to, and integrate with cloud solutions, focusing on Microsoft Office 365, Azure and EMS.
- Infrastructure
  - Identity and Access Management
  - Mobile Device Management
  - Messaging solutions built on Exchange and Skype for Business
- Portals and Collaboration
  - SharePoint portals that enable collaboration inside and outside the organization
- Application Development
  - Custom designed and developed business applications – client/server, web and mobile

Our goal for every client is to maximize the effectiveness of their IT organizations and solutions.

B2B has been a Microsoft Certified Partner since its founding in 1998. B2Battained Gold Partner status in 2002 and became a Managed Partner in 2005. (NOTE: Only 2% of Microsoft's partners are Managed Partners.) Following are the Microsoft Competencies we have earned:

Gold Competencies
- Collaboration and Content

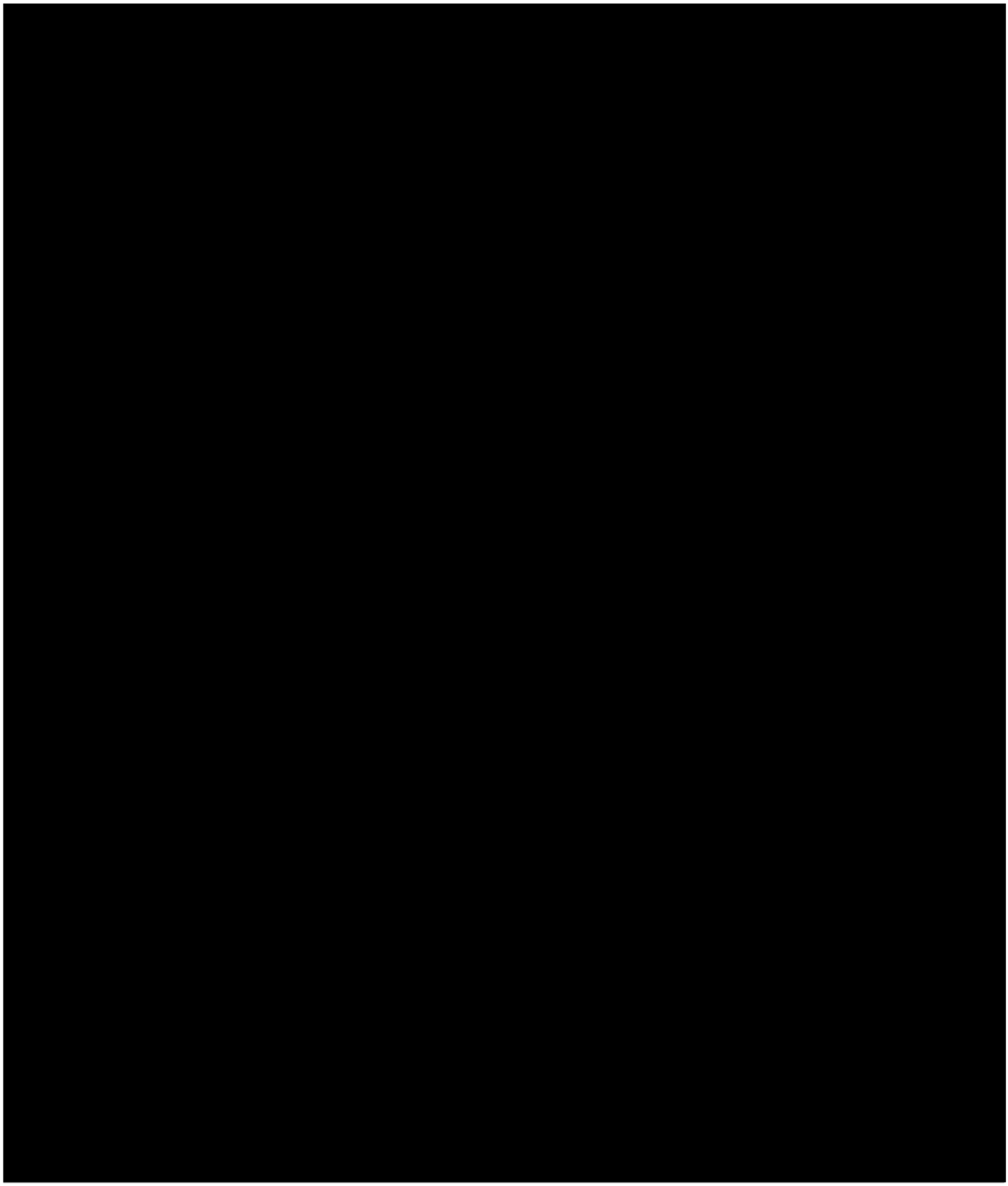
Silver Competencies
- Application Development
- Cloud Platform
- Cloud Productivity
- Data Platform
- Devices and Deployment
- Intelligent Systems
- Messaging

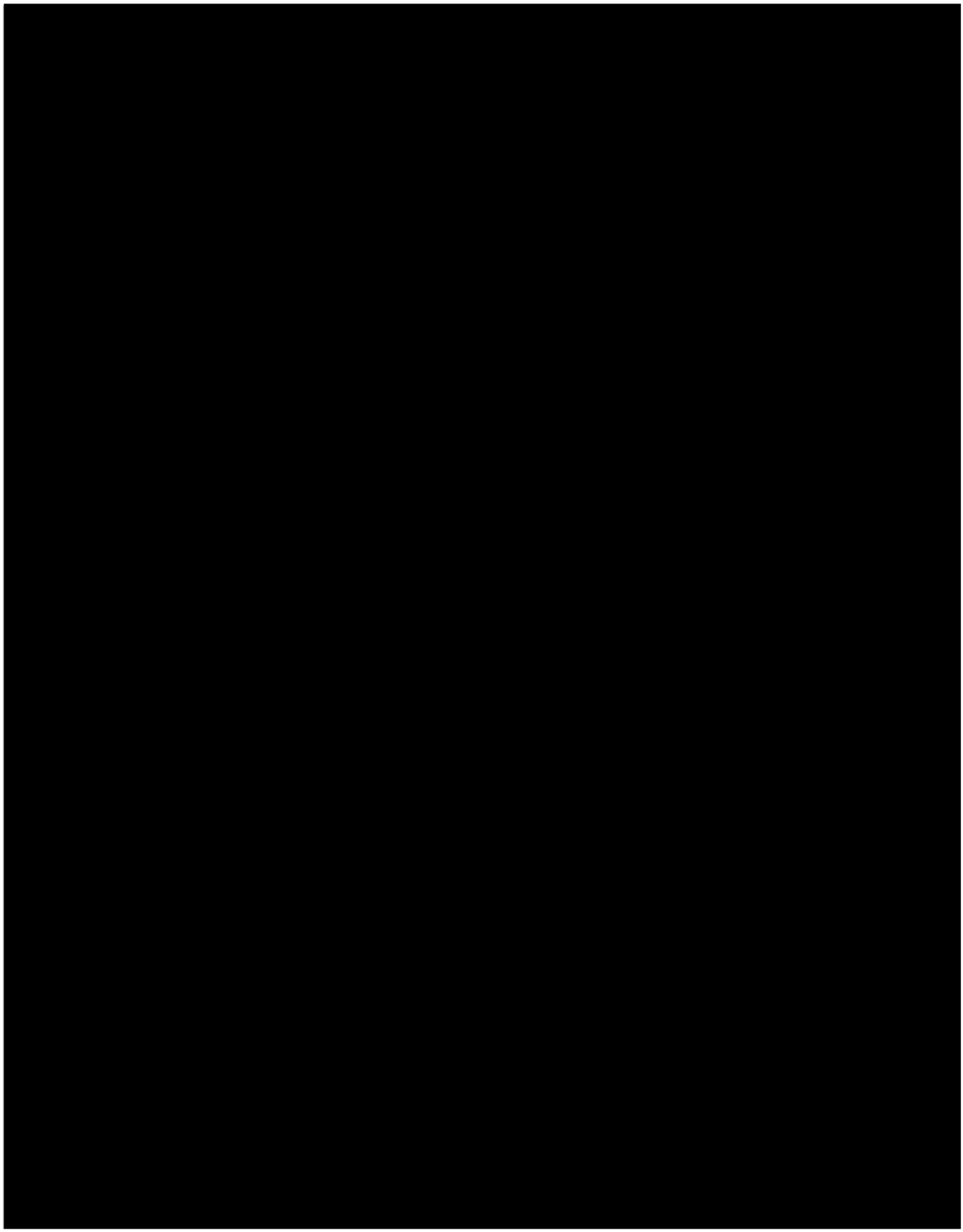
B2B has been a Microsoft Certified Partner since its founding in 1998. B2B attained Gold Partner status in 2002 and became a Managed Partner in 2005.

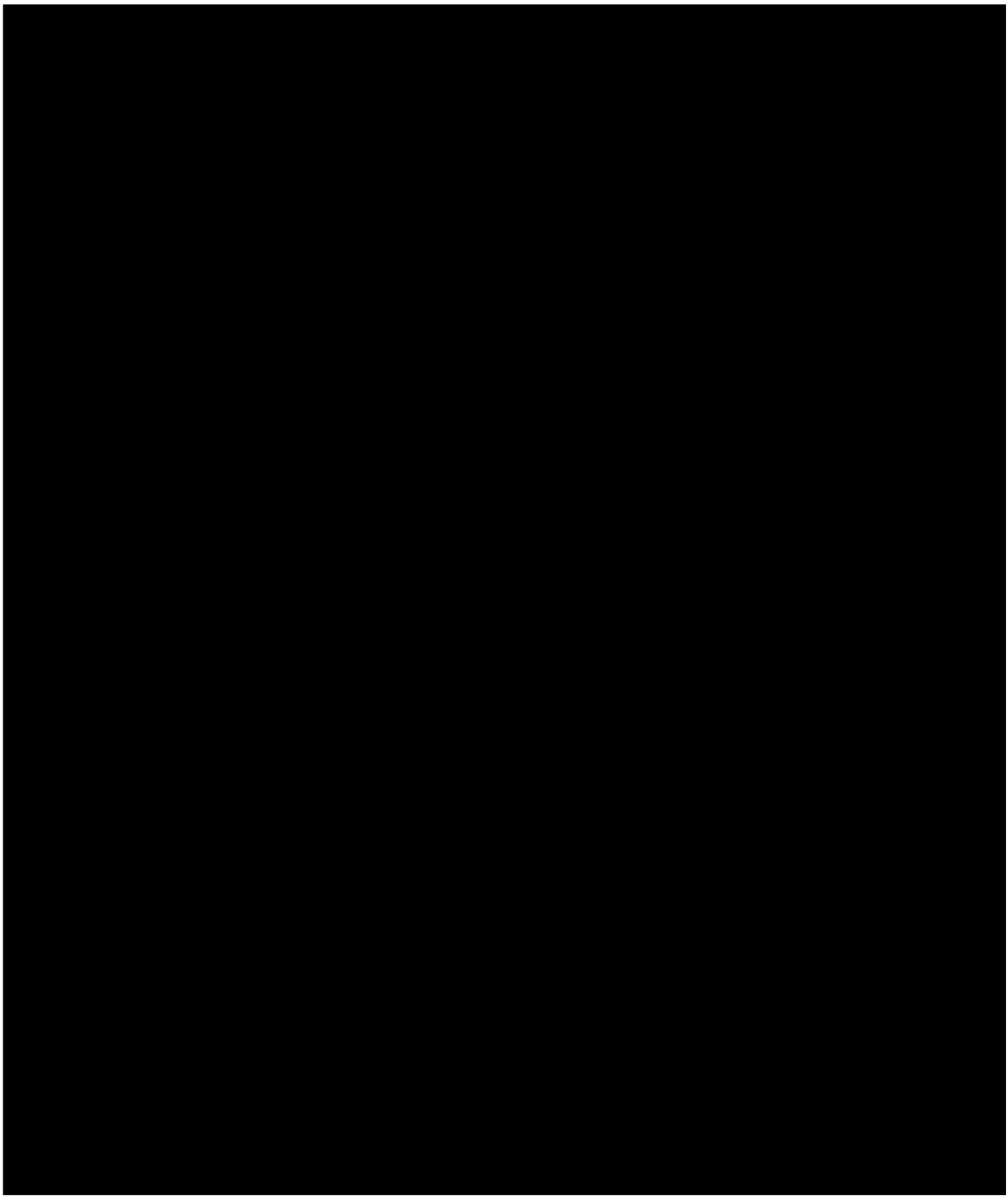
Microsoft Partner
Microsoft
Gold Application Development
Gold Data Analytics
Gold Cloud Platform
Gold Cloud Productivity
Gold Enterprise Mobility Management

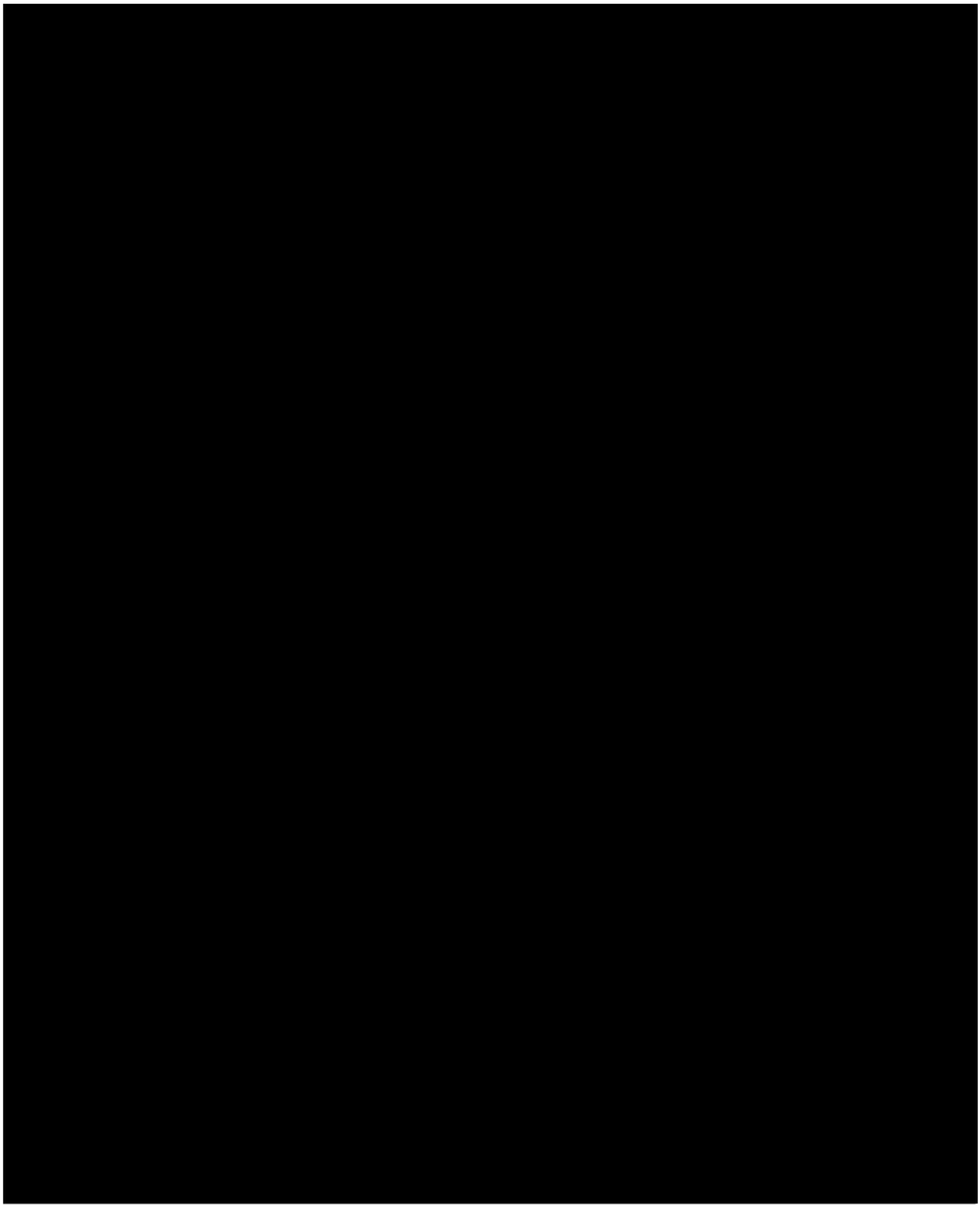
We are including the resumes of a few of our key resources to help show the depth and breadth of our qualifications. Note that the majority of our resources (and all of those included here) are full-time employees.

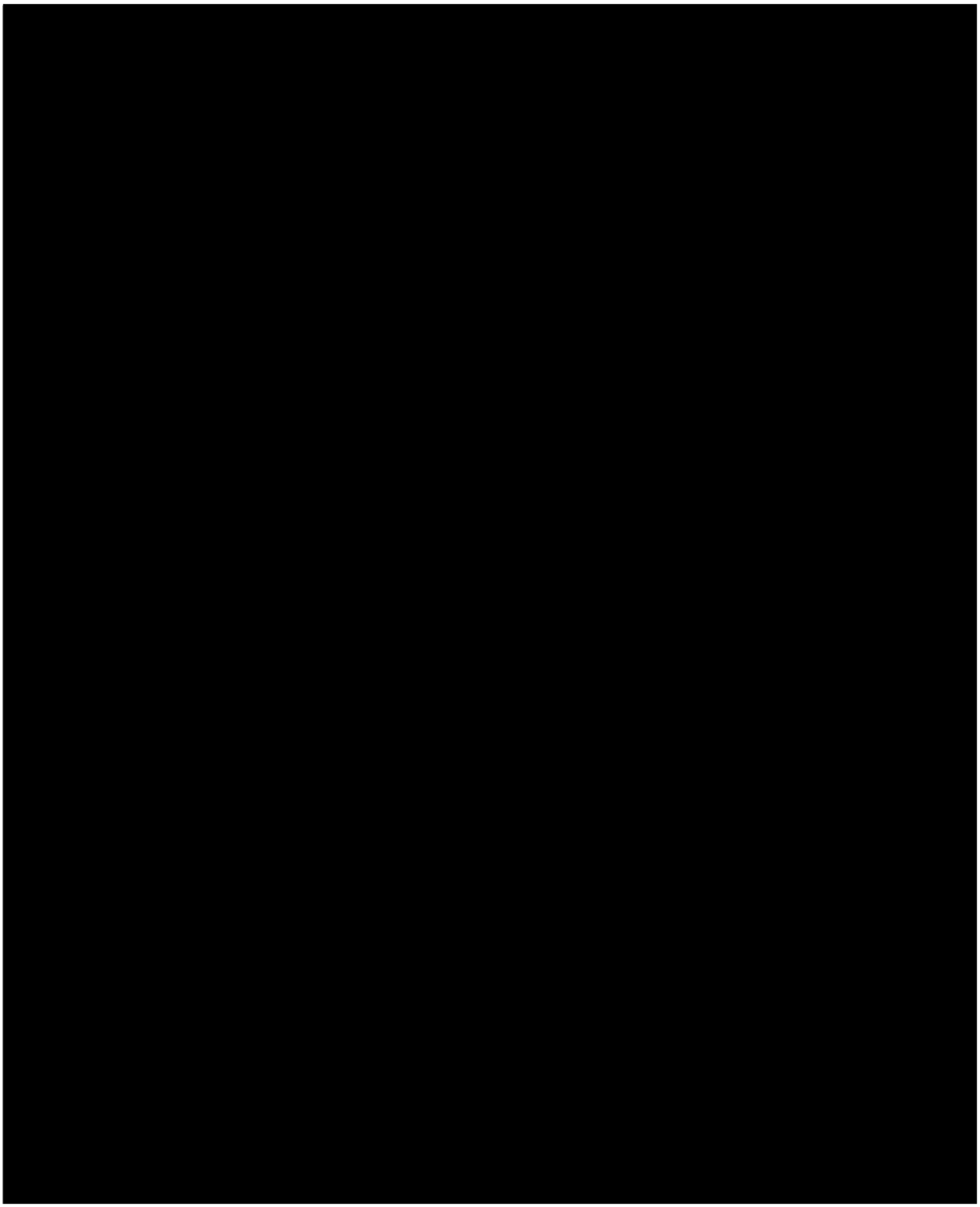
[redacted]











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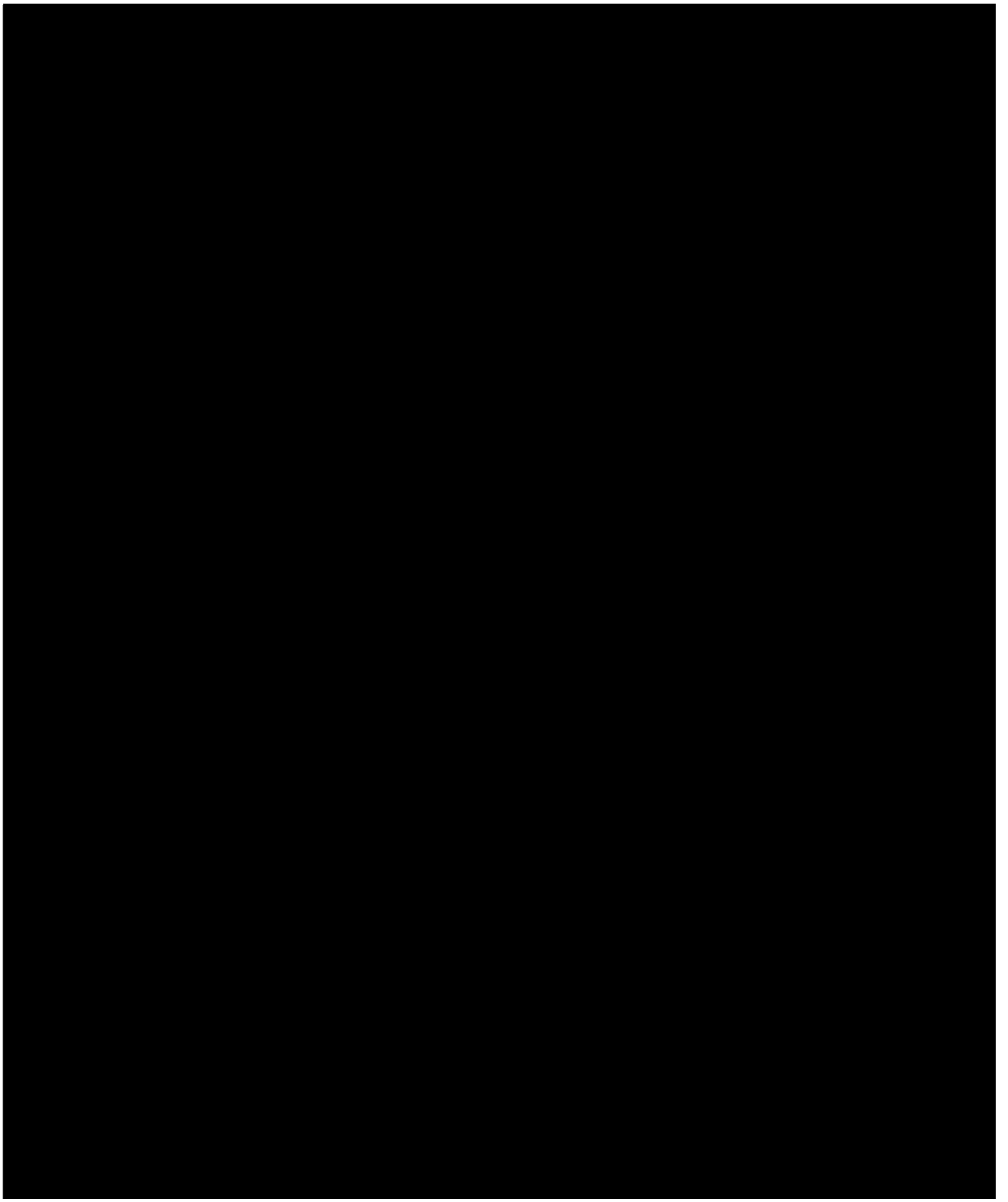

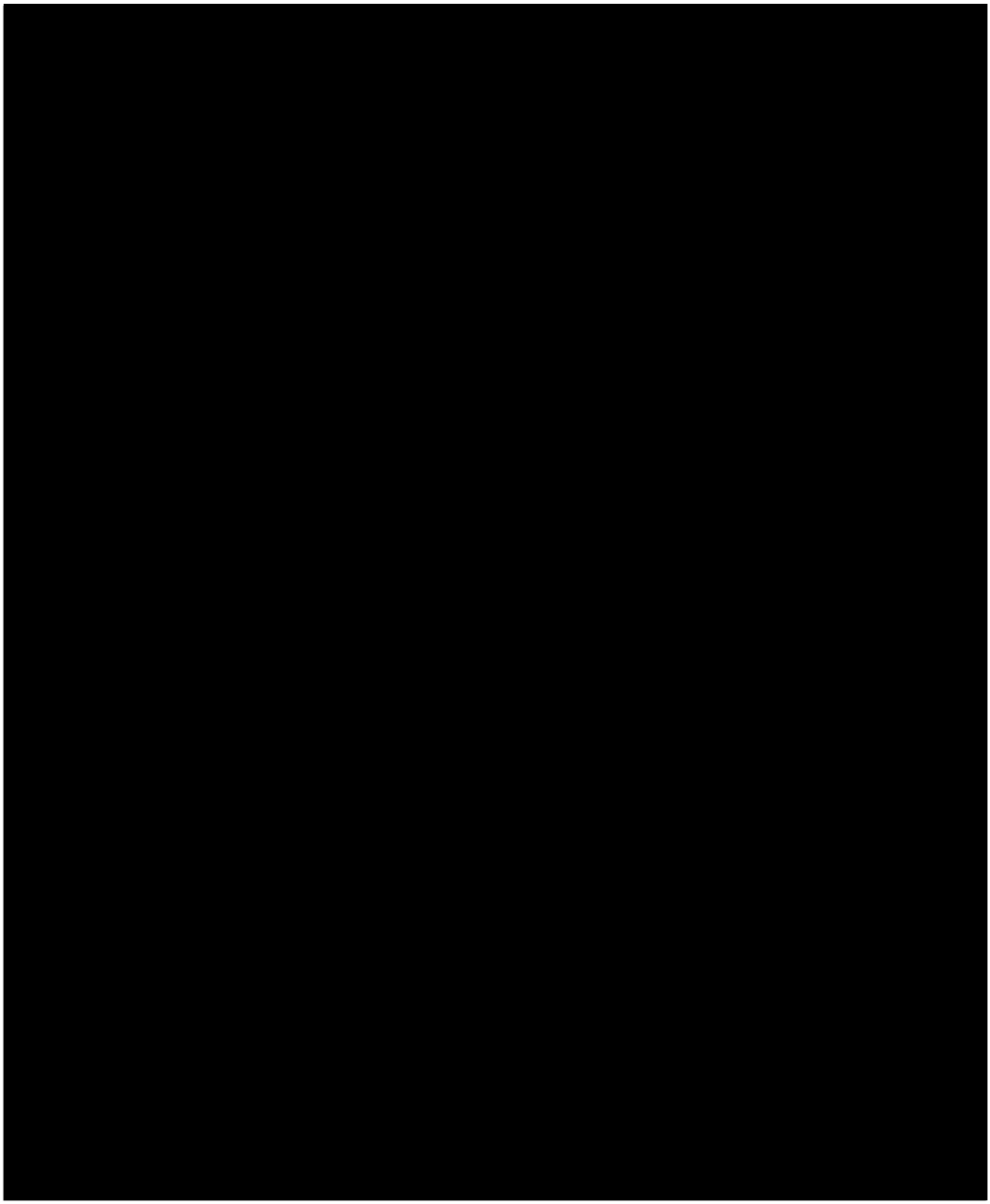

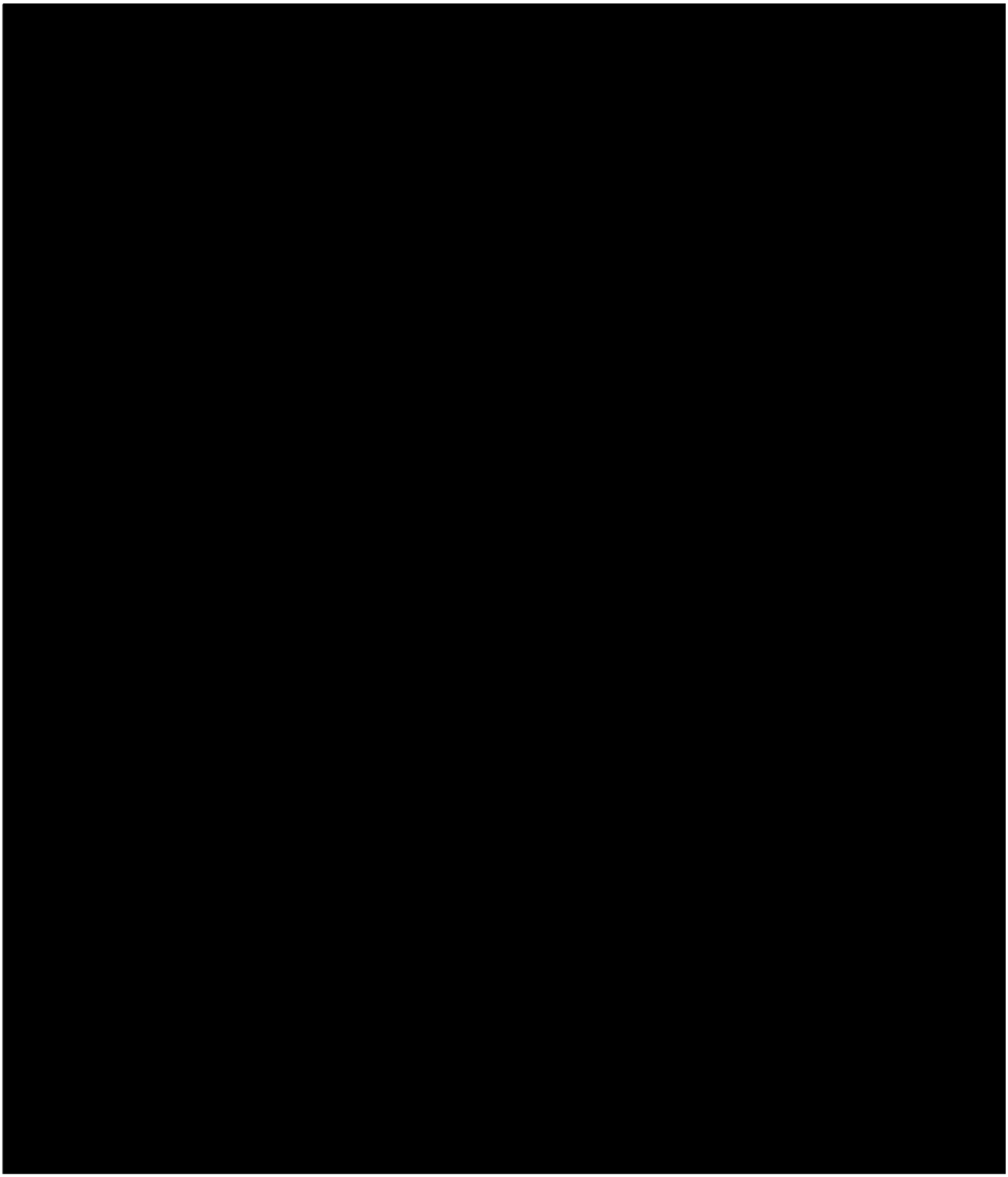

APPENDIX A: INSURANCE CERTIFICATE

B2B maintains liability insurance at all times which meet or exceed the requirements of this RFP. We are including a general Certificate of Liability Insurance for reference. Upon the request for submissions for a specific job, a certificate will be provided as required by the district.

ACORD

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY): 10/24/2018

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER: PointeNorth Insurance Group, LLC PO Box 724728 Atlanta GA 31139	CONTACT NAME: Beth Smith PHONE (A/C, No, Ext): (678) 336-7327 FAX (A/C, No): (770) 858-7545 E-MAIL ADDRESS: bsmith@pointenorthins.com	
	INSURER(S) AFFORDING COVERAGE	NAIC #
	INSURER A: Hanover Insurance Co	22292
	INSURER B: Security National Insurance Company	19879
	INSURER C: Travelers	
	INSURER D: Lloyds of London	
	INSURER E:	
	INSURER F:	
INSURED: B2B TECHNOLOGIES LLC 225 OTTLEY DR. NE, STE 100 STE 100 ATLANTA GA 30324		

COVERAGES **CERTIFICATE NUMBER:** CL187272155 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	X COMMERCIAL GENERAL LIABILITY CLAIMS-MADE X OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: X POLICY PRO-JECT LOC OTHER:	Y		OHAA356905	07/15/2018	07/15/2019	EACH OCCURRENCE DAMAGE TO RENTED PREMISES (Ea occurrence) MED EXP (Any one person) PERSONAL & ADV INJURY GENERAL AGGREGATE PRODUCTS - COMP/OP AGG	$ 2,000,000 $ 300,000 $ 10,000 $ 2,000,000 $ 4,000,000 $ 4,000,000 $
A	AUTOMOBILE LIABILITY ANY AUTO X OWNED AUTOS ONLY X HIRED AUTOS ONLY SCHEDULED AUTOS X NON-OWNED AUTOS ONLY	Y		OHAA356905	07/15/2018	07/15/2019	COMBINED SINGLE LIMIT (Ea accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident)	$ 1,000,000 $ $ $ $
A	X UMBRELLA LIAB X OCCUR EXCESS LIAB CLAIMS-MADE DED X RETENTION $ 0.00	Y		OHAA356905	07/15/2018	07/15/2019	EACH OCCURRENCE AGGREGATE	$ 4,000,000 $ 4,000,000 $
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) Y/N: N If yes, describe under DESCRIPTION OF OPERATIONS below	N/A		SWC1197190	07/15/2018	07/15/2019	X PER STATUTE OTH-ER E.L. EACH ACCIDENT E.L. DISEASE - EA EMPLOYEE E.L. DISEASE - POLICY LIMIT	$ 1,000,000 $ 1,000,000 $ 1,000,000
C/D	Crime Cyber/Professional Liability			105864008 / ESH00687628	07/15/2018	07/15/2019	Employee Theft Cyber/Professional Employee Dishonesty	$1,000,000 $5,000,000 $5,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Endorsements:
Businessowners Coverage form 391-1003 08-16
Businessowners Liability Special Broadening Endorsement 391-1006 08-16
Notice of Cancellation to Designated Entity
401-1235 12 14

CERTIFICATE HOLDER

Gwinnett County Board of Commissioners
75 Langley Drive
Lawrenceville GA 30046-6935

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

William H Shula

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