Used Networking Equipment

Executive Summary

Lead Agency: City of Tucson, AZ

RFP#: 250135

RFP Posting Date: May 14th, 2025

Preproposal Date: May 22nd, 2025

Response Due Date: June 16th, 2025

Number of Responses: 3

Awarded to: Adanced Network Management (ANM)

Procurement Agent: Noral Corral

Project Description:

The City of Tucson, acting as lead agency for Axia Cooperative, issued RFP # 250135 on May 14th, 2025, to seek proposals from qualified firms and establish a comprehensive national cooperative contract for Used Networking Equipment.

The RFP requested proposals for the following primary categories:

- Network Products / Equipment
- Network Services & Solutions

The solicitation included cooperative purchasing language in the Introduction (Background) and the Special Terms & Conditions (Cooperative Purchasing):

> B.2. BACKGROUND
>
> Axia Coop LLC ("Axia Cooperative" or "Axia") is a national public sector cooperative purchasing organization. Axia works with respected leaders from the public procurement community to offer a growing portfolio of master agreements that leverage national volume to deliver savings, efficiency, and innovation for non-federal public sector agencies. Each agreement is publicly solicited by a lead agency utilizing the strictest of procurement standards. The resulting awards address the dynamic needs of today's evolving market while providing both value and cutting-edge solutions. For more information about the contracting process, please visit axiacoop.org/contracting-process.
>
> The City of Tucson has entered into an agreement with Axia Cooperative to facilitate the Request For Proposals (RFP) and act as the primary contracting authority for the term of the resulting contract(s). Resulting contract(s) is/are made available to other public agencies nationally for "piggybacking" through the Axia Cooperative purchasing program and authorized by various joint powers authority statutes, rules and regulations within each state and local jurisdiction.
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> G.2 COOPERATIVE PURCHASING

Contractor will, when requested, provide goods and services at the same prices and under the same terms and conditions as set forth in this Contract to any public or nonprofit agency that, at the time of request, has a Cooperative Purchasing Agreement with the City or participates in the Strategic Alliance for Volume Expenditures (SAVE) cooperative and/or Axia Cooperative purchasing program. See http://www.tucsonprocurement.com/coop_partners.aspx and click on "Cooperatives" for a list of agencies that have Cooperative Purchasing Agreements with the City; see http://www.mesaaz.gov/home/showdocument?id=23638 for a list of agencies participating in SAVE. These lists are subject to change. Contractor may, however, charge an agency that is outside the Tucson Metropolitan Area for additional out-of-pocket expenses that will be incurred by Contractor in providing goods and services to the agency (i.e., freight charges, travel related expenses, etc.).

Each participating agency that orders goods or services under this Contract as provided above is solely responsible for paying Contractor for those goods and services. The City is not responsible for any disputes arising out of transactions made by others.

Notice of the solicitation was publicly posted on the City of Tucson's website and emailed to all registered vendors who have indicated that email is their preferred delivery method. The solicitation was also advertised in the following:

- Axia Cooperative website & social media
- USA Today, nationwide
- Arizona Business Gazette, AZ
- Albany Times Union
- New Jersey Herald
- Desert Sun, Palm Springs, CA
- Daily Journal of Commerce, OR
- Deseret News, UT
- Seattle Daily Journal of Commerce, WA

Proposals were received from the following:

- Advanced Network Management Inc.
- ConvergeOne Inc
- PivIT Global, Inc.

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter negotiations with **Advanced Network Management Inc. (ANM)** and proceed to contract award upon successful completion of negotiations.

The City of Tucson, Axia Cooperative and **ANM** successfully negotiated a contract, which was executed with a contract effective date of September 18th, 2025.

Term:

The term of the Contract shall commence upon award and shall remain in effect for a period of three (3) years, unless terminated, canceled, or extended as otherwise provided. The City of Tucson shall have the right, at its sole option, to renew the Contract for two (2) additional one-year periods or portions thereof.

PivIT Global pricing is located at https://www.axiacoop.org/contracts/

Axia Cooperative Landing Pages: https://www.axiacoop.org