

**TOWN OF SMITHFIELD
BID TABULATION**



Project: RFP 25415: Microsoft Government Office 365 Licensing & Migration of the Town's email services

Bid opening Date: Friday 6/20/2025

TIME: 10:00 AM

Bid Prepared by: Carlos A. Santos, Procurement

NOTES:

	MICRO Tech. Solutions 132 Alden Rd. Fairhaven, MA 02719 Attn: Jesse Cabral P: 508-324-9475 E: jcabral@mtsolutions.net	eMazzanti Tech 701 Grand Ave. Hoboken, NJ 07030 Attn: Gabrielle Taylor P: 201-360-4400 X:4412 E: gtaylor@emazzanti.net	Datanetix Solutions Inc. 6 Normandie Aliso Viejo, CA 92656 Attn: Bala Sriraghavan P: 949-340-2540 E: rfp@datanetix.com	DivIHN Integration Inc. 2800 W. Higgins Rd. Suite240 Hoffman Estates, IL 60169 Attn: Scot Berkey P: 847-882-0585 E: scot.berkey@divihn.com	UplinkIT 976 Main St. Warren, RI 02885 Attn: Korey Mendes P: 401-400-2356 X: 2 E: sales@gouplinkit.com	Cloud Navigator, Inc. 2551 Welaunee Blvd. Tallahassee, FL 32308 Attn: Thom Michael P: 850-512-1474 E: thom.michael@cloudnav.com	Golden Five LLC 2655 First St. Suite: 250 Simi Valley, CA 93065 Attn: Nitin Saxena P: 231-631-5660 E: nitinsaxena@goldenfive.net
BID ITEM DESCRIPTION	AMOUNT	AMOUNT	AMOUNT	AMOUNT	AMOUNT	AMOUNT	AMOUNT
1. Price of 43 - O365 G3 Licenses (1 year)	\$ 19,504.80	\$ 9,355.08	\$ 11,868.00	\$ 14,241.60	\$ 10,611.00	\$ 12,461.40	\$ 10,652.82
2. Price of 18 - O365 G1 Licenses (1 year)	\$ 2,160.00	\$ 2,336.04	\$ 2,160.00	\$ 2,592.00	\$ 1,931.00	\$ 2,268.00	\$ 1,938.78
3. Price of 18 - Enterprise Mobility + Security G3 Licenses (1 year)	\$ 2,160.00	\$ 2,071.44	\$ 2,095.20	\$ 2,514.24	\$ 1,873.00	\$ 2,203.20	\$ 1,863.90
4. Price of migration approximately 61 mailboxes from 3rd party hosted exchange to O365 GCC tenant	\$ 5,250.00	\$ 8,800.00	\$ 18,655.00	\$ 5,300.00	\$ 2,458.00	\$ 23,000.00	\$ 11,200.00
5. Price of user training	\$ 2,250.00	\$ 500.00	\$ 2,240.00	omitted	\$ 792.00	\$ 2,562.00	\$ 4,000.00
6. Price of post migration support (30 days)	\$ 1,500.00	\$ 1,400.00	\$ 21,710.00	omitted	\$ 1,360.00	\$ 4,000.00	\$ 5,000.00
7. Any additional fees or optional services	\$ 6,000.00	Not listed. See proposal	\$ -	omitted	N/A	\$ 976.00	omitted
TOTAL BID AMOUNT	\$ 38,824.80	\$ 24,462.56	\$ 58,728.20	\$ 24,647.84	\$ 19,025.00	\$ 47,470.60	\$ 34,655.50

REFERRED TO THE EVALUATION COMMITTEE AND FUTURE RECOMMENDATION WILL BE FOWARDED TO THE TOWN COUNCIL FOR APPROV

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NOTES:

BID ITEM DESCRIPTION	Connecticut Bus. Sys. LLC 100 Great Meadow Rd. Wethersfield, CT 06109 Attn: Connie Csizmadia P: 203-368-8320 E: constance.csizmadia@xerox.com		Ryse Technologies 867 Boylston St. 5th Fl. 1019 Boston, MA 02155 Attn: Amber Lane P: 617-459-4283 E: al@rysetechnologies.com		Zones, LLC 1102 15th St. SW, Suite 102 Auburn, WA 98001 Attn: Imran Yunus P: 310-766-0124 E: imran.yunus@zones.com		Arctic Info. Tech, Inc. 11500 Sukdu Way, Suite 150 Anchorage, AK 99515-2616 Attn: Phillip Jackson P: 907-261-9500 E: proposals@arcticit.com		Genesys Consulting Asso., LLC 1023 Waterman Ave East Providence, RI 02914 Attn: Steven Gorriaran P: 401-351-0050 E: billing@genesysca.com		Communication Square LLC 30 N Gould St. Ste 20333 Sheridan, Wyoming 82801 Attn: Aliha Khan P: 772-210-1040 E: alha.khan@communicationsquare.com		Attn: P: E:	
	AMOUNT	AMOUNT	AMOUNT	AMOUNT	AMOUNT	AMOUNT	AMOUNT	AMOUNT	AMOUNT	AMOUNT				
1. Price of 43 - O365 G3 Licenses (1 year)	\$ 9,994.06	\$ 10,681.20	\$ 10,655.83	\$ 18,576.00	\$ 10,922.00	\$ 11,868.00								
2. Price of 18 - O365 G1 Licenses (1 year)	\$ 1,818.90	\$ 1,944.00	\$ 1,939.32	\$ 2,160.00	\$ 1,980.00	\$ 2,160.00								
3. Price of 18 - Enterprise Mobility + Security G3 Licenses (1 year)	\$ 1,764.36	\$ 1,885.70	\$ 1,881.18	\$ 2,095.20	\$ 1,926.00	\$ 2,096.00								
4. Price of migration approximately 61 mailboxes from 3rd party hosted exchange to O365 GCC tenant	\$ 16,710.00	\$ 34,125.00	\$ 30,640.00	\$ 22,500.00	\$ 4,910.50	\$ 12,000.00								
5. Price of user training	\$ 2,616.00	\$ 8,000.00	\$ -	\$ 2,000.00	\$ 795.00	\$ 4,000.00								
6. Price of post migration support (30 days)	Included with migration	\$ 13,650.00	\$ 1,400.00	\$ 3,000.00	\$198 /hr	\$ 2,970.00	\$ 3,000.00							
7. Any additional fees or optional services	\$ 1,004.50	Omitted	N/A	\$ 1,250.00	See Proposal	Not Provided								
TOTAL BID AMOUNT	\$ 33,907.82	\$ 70,285.90	\$ 46,516.33	\$ 51,581.20	\$ 23,503.50	\$ 35,124.00	\$ -							

REFERRED TO THE EVALUATION COMMITTEE AND FUTURE RECOMMENDATION WILL BE FOWARDED TO THE TOWN COUNCIL FOR APPROV



TOWN OF SMITHFIELD INFORMATION TECHNOLOGY

(401) 233-1011

it@smithfieldri.gov

Dave Duchesneau
IT Director
Town of Smithfield
June 23, 2025

To: Carlos Santos, Purchasing Agent

Re: Microsoft Government Office 365 Licensing and Migration of Email Services (RFP 25415)

Carlos,

The evaluation committee has been seated, and we have evaluated the responsive RFPs as submitted. The members are as follows:

Christopher Celeste, Assessor
Caitlyn Choiniere, Finance Director
Dave Duchesneau, IT Director
Todd Manni, EMA Director

The responsive bidders are as follows:

Arctic IT, Cloud Navigator, Zones, Golden Five LLC, Micro Technology Solutions, Inc., eMazzanti Technologies, DivIHN, Datanetiix Solutions Inc., Communication Square LLC, Genesys Consulting Associates LLC, Ryse Technologies, UplinkIT, and Connecticut Business Systems.

The committee has awarded points to the weighted criteria as shown on the Bid Evaluation sheet (attached). The points were awarded based on the submitters' experience, technical approach for the project, cost effectiveness, and their references and past performance, based on the information provided in each RFP. We conclude that the most advantageous proposal is the one submitted by UplinkIT.

Sincerely,

Dave Duchesneau
IT Director
Town of Smithfield



TOWN OF SMITHFIELD INFORMATION TECHNOLOGY

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it@smithfieldri.gov

Microsoft Government Office 365 Licensing and Migration of Email Services (RFP 25415) – Bid Evaluation:

The evaluation committee has reviewed and evaluated each submitted proposal in accordance with the requirements of this RFP. The following weighted criteria has been utilized to select the most advantageous proposal:

<u>Criterion</u>	<u>Points</u>
Experience	30
Technical Approach	35
Cost Effectiveness	20
References & Performance	15
TOTAL	100

Evaluation Committee Members:

NAME: Christopher Celeste – Assessor

NAME: Caitlyn Choiniere – Finance Director

NAME: Dave Duchesneau – IT Director

NAME: Todd Manni – EMA Director

Responding Companies:	Total Average Score:
Arctic IT	68
Cloud Navigator	70
Zones	72
Golden Five LLC	69
Micro Technology Solutions Inc.	62
eMazzanti Technologies	81
DivIHN	75
Datanetiix Solutions Inc.	62
Communication Square LLC	71
Genesys Consulting Associates LLC	89
Ryse Technologies	30
UplinkIT	96
Connecticut Business Systems	77

Award Recommendation: UplinkIT



ATTACHMENT A COST PROPOSAL FORM

Agrees to respond on: Microsoft Government Office 365 Licensing & Migration of Town's email services from current hosted Exchange environment
Date and time to be opened: at 10:00 AM on Friday, June 20, 2025

Vendor Name:	UplinkIT
Vendor Address:	976 Main St
City, State, Zip:	Warren, RI 02885
Soc. Sec. # or Fed. Id #:	84-3920552

WHEREAS, the TOWN OF SMITHFIELD has duly asked for proposals for performance of services and/or supply of goods in accordance with the indicated specifications.

The person or entity does irrevocably offer to perform the services and/or furnish the goods in accordance with the specifications, which are hereby incorporated by reference in exchange for the proposal price below.

This offer will remain open and irrevocable until the TOWN OF SMITHFIELD has accepted this proposal or another proposal on the specifications or abandoned the project.

The bidder agrees that acceptance by the TOWN OF SMITHFIELD will transform the proposal into a contract. This proposal and contract will be secured by Bonds, if required by the specifications.

Breakdown of costs:

1. Price of 43 O365 G3 Licenses (1 year) - ten thousand six hundred eleven dollars <hr/> (In words)	\$ <u>10,611.00</u> (In figures)
2. Price of 18 O365 G1 Licenses (1 year) - one thousand nine hundred thirty-one dollars <hr/> (In words)	\$ <u>1,931.00</u> (In figures)
3. Price of 18 Enterprise Mobility + Security G3 Licenses (1 year) - one thousand eight hundred seventy-three dollars <hr/> (In words)	\$ <u>1,873.00</u> (In figures)
4. Price of migration for approximately 61 mailboxes from 3rd party hosted exchange to O365 GCC tenant - two thousand four hundred fifty-eight dollars <hr/> (In words)	\$ <u>2,458.00</u> (In figures)

5. Price of user training –

Seven hundred ninety-two dollars
(In words) \$ 792.00
(In figures)

6. Price of post migration support (30 days) –

One thousand three hundred sixty dollars
(In words) \$ 1,360.00
(In figures)

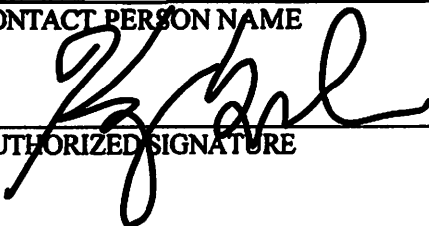
7. Any additional fees or optional services -

N/A
(In words) \$ N/A
(In figures)

EMAIL: sales@GoUplinkIT.com

PHONE (401) 400-2356 x2 FAX (401) 400-3833

Korey Mendes Owner
CONTACT PERSON NAME TITLE


AUTHORIZED SIGNATURE

RFP # 25415

MICROSOFT GOVERNMENT OFFICE 365 LICENSING AND MIGRATION OF THE TOWN'S EMAIL SERVICES



Prepared For:

Town of Smithfield, Rhode Island

Presented By:

Korey Mendes
(401) 400-2356, ext. 2
sales@GoUplinkIT.com
<https://www.GoUplinkIT.com>

Date:

6/20/25

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Company Overview

UplinkIT, Inc.

400 Reservoir Ave, Providence, RI 02885

Phone: (401) 400-2356

Fax: (401) 385-9096

Email: sales@GoUplinkIT.com

EIN: 84-3920552

UplinkIT is a Managed IT Services Provider based out of Warren, RI who believes value, above all else, is the cornerstone of the ideal provider-client relationship. Every decision made, or provided, by UplinkIT is done in a way to justify direction, garner creativity, and elicit choice in the management strategy of a client's technology landscape.

Formed in 2019, UplinkIT is the product of two co-workers who each owned and operated their own companies – One, a Managed Services Provider; the other, a Telecommunications contractor. Combining their experience, UplinkIT has been able to leverage over 30 years of expertise between both owners in a way that's allowed the company to thrive and grow its client base to over 150 clients, 4 of which are in the public sector.

As a fully insured Managed Services Provider, including general liability, auto, professional services, and worker's compensation, UplinkIT provides its services to clients in a few ways – Through outside consultation, supplementing existing internal IT departments, and outsourcing an organization's entire IT operations. These services include design, implementation, and ongoing management of technology hardware, software, commodity services, as well as structured cabling. UplinkIT's status as an MSP allows it to form partnerships with numerous vendors, providing advanced support and flexible pricing that UplinkIT can pass along to its customers.

Regarding public sector clients, UplinkIT has over eight years of experience managing and working with applications such as CentralSquare IMC for Police and Fire Departments; Tyler Technologies for Town Halls; VHF and 800 MHz radio systems for public safety and public works; State Police integrations with local departments; as well as existing working relationships with vendors in all the above areas. UplinkIT's owner, Korey Mendes, has such a granular understanding of public sector technology requirements that he was able to work on the construction committees, and manage and conduct the migration, of two new police stations, one of which acted as the primary network and IT infrastructure hub between the Town Hall, Police, Fire, and Public Works departments during the length of the project. This level of understanding between the applicable technologies and Town operations allowed both projects to transition smoothly with minimal planned downtime.



Approach and Methodology

Timeline for Completion

This project's proposed timeline for completion would be as follows:

1. **Discovery & Planning:** 14 days
2. **Pre-Migration Setup:** 14 days
3. **Migration Execution:** 2 days
4. **Monitoring and Validation:** 3 days
5. **Post-Migration Activities:** 30 days

Total expected timeline of project: 63 days (9 weeks)

Proposed Migration Strategy and Downtime Mitigation Plan

1. Discovery & Planning

- **Environment Assessment:** Use AvePoint's discovery tools to inventory mailboxes, shared mailboxes, public folders, and permissions in the hosted Exchange environment. Also account for Microsoft Entra security/encryption configurations, allowed/disallowed domains/senders, enterprise applications, API integrations, and remaining tenant settings.
- **Government Cloud Readiness:** Confirm that the new Microsoft 365 tenant is provisioned for GCC or GCC High and that AvePoint Fly supports the specific government cloud tier (it does support GCC High migrations).
- **Compliance Mapping:** Identify sensitive data and ensure it aligns with FedRAMP, CJIS, HIPAA and/or ITAR requirements, depending on the client's needs.
- **Communication:** Coordinate with client to ensure a comprehensive understanding of the project's objectives and expectations.

2. Pre-Migration Setup

- **Secure Authentication:** Configure AvePoint Fly with app-based authentication and ensure it's scoped for GCC/GCC High endpoints.
- **User Mapping:** Create user accounts in new Microsoft 365 tenant, and map source mailboxes to destination accounts in the government tenant, including aliases and legacy email addresses.
- **Tenant Preparation:** Transpose Microsoft Entra security/encryption configurations, allowed/disallowed domains/senders, enterprise applications, API integrations, and remaining settings into new tenant.



- **Multifactor Authentication:** Work with client and end users to establish MFA on new Microsoft 365 accounts prior to migration date.
- **Pilot Migration:** Run a test migration on a small batch to validate fidelity, performance, and compliance.
- **Communication:** Maintain clear expectations with client and end users in the run-up to the migration. Include documentation on pre-migration and post-migration end user responsibilities, login processes, endpoint configuration requirements, and application usage to ensure seamless transition between Microsoft tenants.

3. Migration Execution

- **Full-Fidelity Transfer:** Migrate emails, calendar items, contacts, tasks, folder structures, and permissions. AvePoint supports metadata preservation and category color retention where possible.
- **Encryption:** AvePoint Fly conducts encrypted data transmission using TLS 1.2/1.3. Data is also encrypted at rest using AES 256, Microsoft Azure's standard level of encryption.
- **Throttling Management:** AvePoint Fly uses Azure BLOB staging and Microsoft Graph APIs to minimize throttling and optimize throughput.
- **Scheduling:** Migrate in phases or during off-hours to reduce user impact.
- **Communication:** Convey migration timeline expectation to client; provide regular updates during process at specific project milestones.

4. Monitoring & Validation

- **Real-Time Dashboard:** Monitor migration progress, error logs, and performance metrics.
- **Automated Alerts:** Configure notifications for stakeholders and IT admins.
- **Post-Migration Reports:** Validate item counts, permissions, and folder structures to ensure completeness.
- **Compliance:** Verify and document where the Microsoft 365 tenant's as-built configurations comply with client's required security regulations.
- **Communication:** Review migration after-action report with client; outline any outstanding objectives related to the migration, and revisit expectations on upcoming post-migration activities.

5. Post-Migration Activities

- **Coexistence Support:** If needed, maintain hybrid mail flow or calendar sharing during the transition.
- **Security Hardening:** Apply Microsoft 365 Government security baselines and conditional access policies.
- **Training:** Provide specific client users administrative training on the management of the new Microsoft 365 tenant.
- **Communication:** Work with client to ensure end users and devices are properly setup and authenticating to the new Microsoft 365 tenant; provide ongoing helpdesk support and training to the client, as per the project's specifications.

Risk Assessment and Contingency Plan

1. Data Sovereignty & Compliance Gaps

- **Risk:** Improper handling could violate FedRAMP High, DFARS, or ITAR regulations.
- **Contingency:** Validate that all data and workloads moved are appropriate for GCC High; use certified tools and services, such as AvePoint Fly, that meet government compliance standards.

2. Unsupported Workloads or Features

- **Risk:** Some Office 365 services (e.g., Teams Voice, Power Automate connectors) may have limited or no support in GCC High.
- **Contingency:** Perform a feature-by-feature impact analysis; communicate changes to end users early.

3. Identity Synchronization Issues

- **Risk:** Azure AD configuration differences between commercial and GCC High tenants may disrupt SSO or user synchronization.
- **Contingency:** Plan identity migration separately; consider Azure AD B2B/B2C limitations and reconfigure conditional access and MFA policies.

4. Cutover & Downtime Risks

- **Risk:** Downtime during the switchover could lead to missed communications or business disruption.
- **Contingency:** Plan migration in phases if possible; use staged MX cutovers and clear end-user communication.

5. User Experience Degradation

- **Risk:** Limited third-party integrations and interface differences may affect usability.
- **Contingency:** Provide targeted training sessions; update documentation and offer tailored support.

6. Security Policy Discrepancies

- **Risk:** Inconsistent enforcement of DLP, encryption, or ATP policies between tenants.
- **Contingency:** Rebuild security configurations manually; conduct side-by-side testing in both environments.

7. Licensing & Service Activation Delays

- **Risk:** Procurement or provisioning of GCC High licenses may lag, especially with government vetting.
- **Contingency:** Start license and service provisioning well in advance; involve procurement early in planning.



References

Karen Pinch

Town Administrator
Town of Richmond, RI
5 Richmond Townhouse Rd
Richmond, RI 02898
(401) 539-9000
townadministrator@richmondri.com

Description: UplinkIT has worked with the Town of Richmond since 2022 as the Town's Managed IT Services Provider. This includes working with the Town Hall, Police Department, and Public Works Department. The annual contract amounts to just over \$35,000.

Richard Rainer

Town Administrator
Town of Portsmouth, RI
2200 East Main Road
Portsmouth, RI 02817
(401) 643-0163
rrainer@portsmouthri.gov

Description: UplinkIT has worked with Mr. Rainer since the beginning of his tenure as the Town of Portsmouth, RI's Town Administrator in 2016. UplinkIT provides services to the Town Hall, Police Department, Fire Department, and Public Works Department on a contractual basis, and they spend approximately \$89,000 per year for services provided by UplinkIT.

Eric Rollinson

Chief of Police
Scituate, RI Police Department
1301 Chopmist Hill Road
Scituate, RI 02857
(401) 757-1252