



New Jersey Schools Insurance Group  
6000 Midlantic Drive, Suite 300 North  
Mount Laurel, New Jersey 08054  
[www.njsig.org](http://www.njsig.org)

**Board of Trustees Meeting of November 18, 2020**  
**Action Item**  
**Cloud data storage and recovery services**  
**NJSIG No. 1120-2**

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As a part of NJSIG's efforts to maintain compliance with the PSCL, NJSIG issued a request for proposals for cloud data storage and recovery services (I-2020-0003). As a result of this open and fair process, NJSIG received one proposal. This proposal was evaluated using weighted evaluation criteria, and the results of that evaluation are attached. Thus, it is proposed that the contract for cloud data storage and recovery services be awarded to VMSources Group, Inc. based on the results of the committee's evaluation.

**Recommended Resolution (NJSIG No. 1120-2):** to adopt the contract for cloud data storage and recovery services be awarded to VMSources Group, Inc. based on the results of the committee's evaluation.

Jeff Cook  
Information Systems Manager



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**Resolution Authorizing the Execution of  
Contracts Pursuant to the Public School Contracts Law  
NJSIG No. 1120-2**

**WHEREAS**, the New Jersey Schools Insurance Group (“NJSIG”) is authorized by N.J.S.A. 18A:18B-1, et seq. to provide risk transfer mechanisms for its members;

**WHEREAS**, NJSIG requires cloud data storage and recovery services;

**WHEREAS**, NJSIG has engaged in an open and fair process for the procurement of cloud data storage and recovery services, pursuant to which proposals were solicited; and,

**WHEREAS**, an evaluation committee was convened by NJSIG and has evaluated all proposals submitted.

**NOW THEREFORE, BE IT RESOLVED, that:**

- 1) NJSIG awards the contract for cloud data storage and recovery services to:
  - a. VMSources Group, Inc.
- 2) NJSIG awards the contract for cloud data storage and recovery services to this provider based on technical criteria, management criteria and cost criteria;
- 3) The Executive Director is hereby authorized to execute a contract with the above-referenced provider;
- 4) This designation is in accordance with the Public School Contracts Law, N.J.S.A. 18A:18A-1, et seq.;



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5) A notice of this action shall be published once in the official newspaper designated by NJSIG, and is on file and available for public inspection at the office of NJSIG.

I certify that the foregoing is a true copy of a Resolution passed by the New Jersey Schools Insurance Group at the meeting duly held on the 18th day of November, 2020.

New Jersey Schools Insurance Group

By: \_\_\_\_\_

Irene Le Febvre, Chairperson

Board Secretary  
Use Only

DATE:

MOVED BY:

SECONDED BY:

VOTE:

**NEW JERSEY SCHOOLS INSURANCE GROUP  
MEMORANDUM**

**Date:** 11/5/2020

**To:** Board of Trustees  
New Jersey Schools Insurance Group

**From:** Evaluation Committee for I-2020-0003

**Subject:** Cloud data storage and recovery services (I-2020-0003) competitive contracting narrative summary report and recommendations

The New Jersey Schools Insurance Group (“NJSIG”) is a school board insurance group, also known as a governmental risk pool, established in accordance with P.L. 1983, c. 108, that provides insurance coverage and risk management services to member school districts.

The concept of pooling is one whereby public entities can join together to provide protection from risks on a group basis. As a school board insurance group, NJSIG is governed by a Board of Trustees which is comprised of school board members, superintendents and business administrators from NJSIG member districts.

By joining NJSIG, members collectively attain benefits not possible individually and pool their premiums into a common fund to be used for the benefit of all member districts. NJSIG is comprised of approximately four hundred boards of education and charter school districts, and offers members a cost-effective method of obtaining coverage for all property and casualty lines, including but not limited to: workers’ compensation, general liability, automobile liability, excess liability, property, error and omissions, bonds, crime, electronic data processing, environmental liability, equipment breakdown, and auto physical damage coverage. NJSIG provides claims administration, underwriting and loss control services for members.

NJSIG has approximately eighty (80) full-time employees. NJSIG’s primary location is in Mount Laurel, New Jersey. NJSIG’s secondary location, which serves as a disaster recovery site is in Morganville, New Jersey. NJSIG currently utilizes the Morganville location as a disaster recovery site for storing two hour replication snapshots and data backups. We are looking to move our disaster recovery data storage needs from the Morganville location to the cloud.

NJSIG sought proposals from qualified organizations to provide Cloud data storage and recovery services. NJSIG’s objective with this RFP is to identify an

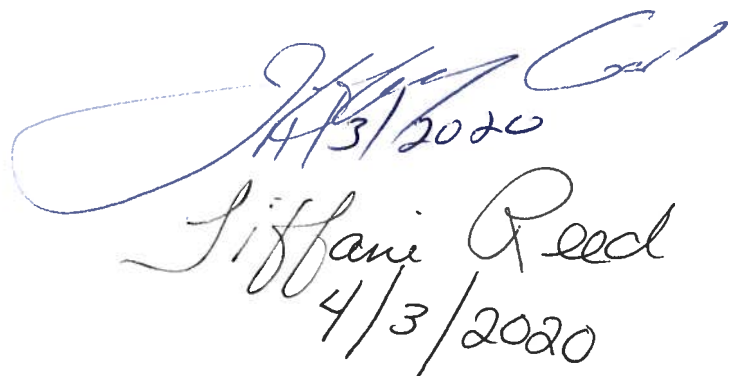
organization to provide cloud data storage and recovery services that are stable, scalable, and innovative, and that provides NJSIG with the tools needed to manage the day to day disaster recovery replication, backup and recovery needs. The proposer must include 24/7 Eastern Standard Time (EST) support for storage, replication, backup and recovery needs.

A full copy of the scope of work is contained within the request for proposals for Cloud data storage and recovery services (I-2020-0003). This solicitation was conducted in a fair and open process in accordance with the requirements for competitive contracting under the Public School Contracts Law, N.J.S.A. 18A:18A-1, et seq. Proposers were invited to submit proposals to provide Cloud data storage and recovery services via a fair and open competitive contracting process. As a result of this solicitation, NJSIG received one proposal in total.

An evaluation committee was convened to evaluate and summarize the proposals based on weighted evaluation criteria. These weighted evaluation criteria were designed to fairly evaluate all proposals, and are based on the model evaluation criteria set forth by the State of New Jersey, Department of Community Affairs, Division of Local Government Services as codified at N.J.A.C. 5:34-4.2. This evaluation methodology is designed to fairly evaluate the responsiveness of each proposal, and the responsibility of each proposer, based on the technical criteria, management criteria and cost criteria. A complete copy of the evaluation criteria, the relative weights assigned to the evaluation criteria and an explanation of the factors each criteria are intended to evaluate is included in the request for proposals for Cloud data storage and recovery services (I-2020-0003).

The results of the evaluation committee are summarized below:

1. VMSources had a 93.33 mean composite score. The evaluation committee found this proposal reasonable as to cost. The evaluation committee found the proposal to be responsive as to management and technical criteria. The evaluation committee recommends accepting this proposal.

  
4/3/2020  
Liffani Reed  
4/3/2020