



# City Council Report

**Date:** April 6, 2015  
**To:** City Council  
**Through:** Alex Deshuk, Manager of Technology and Innovation  
**From:** Edward Quedens, MPA, C.P.M., CPPO, Business Services Director  
Matt Bauer, MBA, CPPO, CPPB, CPSM, Procurement Administrator  
**Subject:** Purchase of Replacement Network Infrastructure for Utilities Supervisory Control and Data Acquisition (SCADA) Systems for the Water and Energy Resources Departments **(Citywide)**

## Purpose and Recommendation

Council is requested to approve the Purchase of Network Infrastructure for SCADA Systems as recommended.

Information Technology and Purchasing recommend awarding to the lowest responsive and responsible bidders, Tessco Technology, Inc. at \$65,080.86; Siemens at \$11,499.84; and FishNet Security at \$17,785.15; for the combined total award of \$94,365.85.

## Background / Discussion

The City's Utilities SCADA IT network infrastructure supports all aspects of computer operations, management, monitoring, and data collection for the City's public utilities. It is essential to protect the SCADA network and control systems from cyber-attacks and other malicious hacker activities at all times to prevent the unexpected disruption of utilities service control/customer service delivery. SCADA services support natural gas for approximately 52,000 homes and businesses throughout Mesa and portions of Pinal County; 15,700 electric residential and commercial customers, and water to more than 465,000 Mesa residents.

This purchase is part of the planned lifecycle replacement for utilities SCADA remote/field systems network infrastructure. These network products also provide security controls necessary to mitigate security risk to this critical system and provide the foundation for the planned microwave/radio data network upgrade for next year.

## Alternatives

Council may choose not to authorize the purchase and new responses will be solicited.

## Fiscal Impact

This purchase is funded by the Information Technology Department through the lifecycle budget for SCADA.

## Coordinated With

Information Technology and Purchasing

### **I. PURCHASING INFORMATION**

Action: Initial Award

Procurement Type: Invitation for Bid

Solicitation Number: 2015172

Vendors Registered: ProcureAZ (1,019) and Vendor Self Service (6)

Advertising: Arizona Republic, Bid Net, ProcureAZ and Purchasing Website

Downloads: 12

Responses: 2

Local Consideration: Not applicable as there were no Mesa responses

Protests Received: None

Initial Contract Term: One year

Additional Purchases: The City reserves the right to purchase additional Siemens

RUGGEDCOM network products at the bid price for twelve months after the bid award date

Pricing Available to Other Cooperative Agencies: No

### **February 17, 2015 Responses:**

Tessco Technologies Inc.

dba TESSCO Inc.

Hunt Valley, MD

Item 1 – \$61,072.00 (Recommended)

Item 2 – \$14,300.00

Item 4 – \$557.60 (Recommended)

Siemens Industry, Inc.

Buffalo Grove, IL

Item 1 – \$76,104.00

Item 2 – \$10,890.00 \*

Item 4 – \$570.00

\*Siemens submitted the lowest bid for Item 2; however, their response included unacceptable exceptions to our Terms and Conditions. Purchasing determined it best not to award Item 2, and procure through competitive quotes.

### **AWARD RECOMMENDATION**

***Tessco Technologies, Inc.***

**Hunt Valley, MD**

Description	
Quantity 80 - Items 1. Siemens RUGGEDCOM i800 Ethernet switch (I800-M-U-XX) at <u>\$763.40/each</u> ; and Quantity 10 - Item 4. Siemens RUGGEDCOM Cable DB9 to RJ45 6' Long Console Cable (99-43-0012-001) at <u>\$55.76/each</u>	
Base	\$61,629.60
5.6% Use Tax	<u>\$3,451.26</u>
<b>Total</b>	<b><u>\$65,080.86</u></b>

## **II. PURCHASING INFORMATION**

Action: Award

Procurement Type: Quotes

Mesa Contract Number: 2015172

***Siemens Industry, Inc.***  
**Rocklin, CA**

Description	
Quantity 10 - Item 2. Siemens RUGGEDCOM RS900G Ethernet switch (RS900G-24-D-2LC10-XX) at \$1,089.00/each per Quote #SS1-00120021-R02 dated 3/4/2015	
Base	\$10,890.00
5.6% Use Tax	<u>\$609.84</u>
<b>Total</b>	<b>\$11,499.84</b>

***FishNet Security***  
**Overland Park, KS**

Description	
Network Security Equipment – Quantity 1 - Gigamon GigaVUE-HB1-0416 branch node, 4 10G cages at <u>\$12,796.00</u> ; and Quantity 1 – Gigamon GigaSMART, HB license, De-duplication feature at <u>\$3,996.00</u> ; and Standard Shipping at <u>\$50.00</u> per Quote #270555-5 dated 3/2/2015	
Base	\$16,842.00
5.6% Use Tax	<u>\$943.15</u>
<b>Total</b>	<b>\$17,785.15</b>

**Combined Total Award: \$94,365.85**