



# City Council Report

**Date:** July 3, 2017  
**To:** City Council  
**Through:** Mike Kennington, Chief Financial Officer  
**From:** Edward Quedens, MPA, C.P.M., CPPO, Business Services Director  
Matt Bauer, MBA, CPPO, CPPB, CPSM, Procurement Administrator  
**Subject:** One-Year Renewal Contract for Juniper Network Technical Support Services for the Information Technology Department – Communications and Infrastructure **(Citywide)**

## Purpose and Recommendation

Council is requested to approve the Renewal Contract for Juniper Network Technical Support Services as recommended.

The Information Technology Department - Communications and Infrastructure and Purchasing recommend authorizing the renewal with Enterprise Networks Solutions (a Mesa business) at \$41,560.35 annually, based on estimated requirements.

## Background / Discussion

This contract provides technical support services, including an extended warranty, to assist City staff in the maintenance and engineering of the microwave core network consisting of Juniper routers and switches. This equipment is used to transport City network data including fire station alerting, telephone, utilities, and other digital communications over the City's private microwave radio network. The purpose of this contract is to provide an extended warranty including a no charge ten-day equipment replacement, all software and firmware upgrades, and factory technical support for the Juniper Network equipment.

Enterprise Networks Solutions offered to renew the contract with a 7.6% increase. Purchasing negotiated and the vendor agreed on 2% based on the Consumer Price Index. The second lowest bidder when originally bid in 2014 was 27% higher. This vendor has held this contract for the past three years and the City has been satisfied with the vendor's performance. This contract continues to be advantageous to the City and it is in the City's best interest to renew the contract.

## Alternatives

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

## Fiscal Impact

The annual contract amount is available in the Information Technology Department – Communications and Infrastructure operating budget.

## Coordinated With

Information Technology – Communications and Infrastructure and Purchasing

### **PURCHASING INFORMATION**

Action: Initial Award

Procurement Type: Request for Bids

Solicitation Number: 2014251

Vendors Registered on Bid List: 6 (2 Mesa)

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

Downloads: 22

Responses: 4 (including 1 alternate bid)

Local Consideration: The Mesa bidder was already the lowest priced, responsive and responsible bidder. Calculating pricing by using Management Policy #214, removing 1.75% (Mesa TPT) for bid evaluation purpose was not necessary.

Protests Received: None

Initial Contract Term: Three years

Possible Renewals: Two, one-year renewals subject to future Council consideration

Prices: Future price increases are capped by the Consumer Price Index

Pricing Available to Other Cooperative Agencies: Yes

### **May 14, 2014 Responses**

Enterprise Networks Solutions Mesa, AZ	\$40,652.93 (Awarded)
JMA Information Technology Overland Park, KS	\$51,613.66 \$29,650.55 (Alternate Bid - unacceptable)
Better Direct LLC Tempe, AZ	\$129,760.00

### **AWARD RECOMMENDATION**

***Enterprise Networks Solutions  
Mesa, AZ***

Description
Juniper Network Technical Support and Equipment per Contract No. 2014251 Terms and Conditions, Specifications and Pricing as offered
<b>Annual Contract Amount: <u>\$41,560.35</u></b>