



# City Council Report

**Date:** October 2, 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:** Purchase of Replacement Network Hardware and Services for the  
Information Technology Department **(Citywide)**

## Purpose and Recommendation

Council is requested to approve the Purchase of Network Hardware and Services as recommended.

The Information Technology Department and Purchasing recommend authorizing the purchase from the State of Arizona cooperative contract and lowest quoted vendors, ENS and Integration Partners at \$629,368.00.

## Background / Discussion

The network routers and switches in use today in the point-to-point microwave radio network support TRWC critical voice communications (both 800 MHZ and Fire Hazard Zone (VHF)), critical public safety data traffic (such as Fire Station Alerting and Computer Aided Dispatch (CAD) data exchange between Mesa, Gilbert, and Phoenix), and Supervisory Control and Data Acquisition (SCADA) traffic from water, wastewater, and natural gas utility sites. The routers are eight years old and will be out of hardware support in May, 2018. This equipment needs to be replaced due to its age, parts support and to remain current with changing technologies and data rate requirements.

Replacement of our outdated network hardware will allow the City of Mesa and its partner agencies in the TRWC to be able to take advantage of greater routing speeds, higher reliability and increased capacity for future growth.

## Alternatives

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

## Fiscal Impact

Funding for the point-to-point microwave radio network replacement routers and switches will come from the Information Technology Life Cycle budget. Because these network routers carry traffic for both City of Mesa Departments as well as the TRWC, the cost for replacement of this equipment is split equally between the City and the TRWC.

The net result of this funding split results in the following costs to the City and members of the TRWC:

- City of Apache Junction, \$26,528.00
- Fort McDowell Yavapai Nation, \$5,601.00
- Town of Gilbert, \$52,143.00
- City of Mesa (TRWC share), \$226,416.00 plus \$314,684.00 City Share = \$541,100.00
- Rio Verde Fire District, \$94.00
- Superstition Fire & Medical District (formerly Apache Junction Fire District), \$2,517.00
- Town of Queen Creek, \$1,385.00

**Coordinated With**

Information Technology and Purchasing

**PURCHASING INFORMATION I**

Action: One-Time Purchase Award

Procurement Type: Request for Quotes (Cooperative Contract)

Contracting Agency and Number: State of Arizona, ADSPO16-137344

Mesa Contract Number: 2018045

**QUOTES** (Sub-Total before Taxes)

ENS – Mesa, AZ (State of Arizona)	\$524,103.00 (Recommended)
Integration Partners – Lexington, MA	\$524,793.00
Vology – Clearwater, FL	\$537,955.60

**AWARD RECOMMENDATION**  
***Enterprise Network Solutions (ENS)***  
**Mesa, AZ**

Description	
Juniper Network Hardware and Support per Contract No. 2018045, State of Arizona Contract ADSPO16-137344 and Quote No. 0807 MX104 v1.1MK dated 8/24/2017	
Network hardware and Support	\$524,103.00
Estimated 8.05% Sales Tax	<u>\$42,190.29</u>
<b>Total</b>	<b>\$566,293.29</b>

**PURCHASING INFORMATION II**

Action: One-Time Purchase Award

Procurement Type: Request for Quotes (Cooperative Contract)

Contracting Agency and Number: State of Arizona, ADSPO16-137344

Mesa Contract Number: 2018045

**QUOTES** (Sub-Total before Taxes)

ENS – Mesa, AZ (State of Arizona)	\$44,677.90 (Recommended)
Integration Partners – Lexington, MA	\$46,182.04
Vology – Clearwater, FL	\$46,175.76

**AWARD RECOMMENDATION**  
***Enterprise Network Solutions (ENS)***  
**Mesa, AZ**

Description	
Juniper Network Hardware and Support per Contract No. 2018045, State of Arizona Contract ADSPO16-137344 Quote No. 0807 EX3400 v1.1MK dated 8/24/2017	
Software and Support	\$44,677.90
Estimated 8.05% Sales Tax	<u>\$3,596.57</u>
<b>Total</b>	<b>\$48,274.47</b>

**PURCHASING INFORMATION III**

Action: One-Time Purchase Award

Procurement Type: Request for Quotes (Professional Services)

Mesa Contract Number: 2018045

**QUOTES**

Integration Partners – Lexington, MA	\$185.00 per hour (Recommended)
ENS – Mesa, AZ (State of Arizona)	\$325.77 per hour
Vology – Clearwater, FL	No Bid

**AWARD RECOMMENDATION**  
***Integration Partners***  
**Lexington, MA**

Description	
Installation Services for Juniper equipment (estimated 80 hours at \$185.00 per hour) per Contract No. 2018041, and Quote No. 020977 v1 dated 8/7/2017	
<b>Total</b> Installation Services (Non-Taxable)	<b>\$14,800.00</b>

**Combined Total: \$629,367.76**