



# City Council Report

**Date:** March 19, 2018  
**To:** City Council  
**Through:** Michael Kennington, Chief Financial Officer  
**From:** Edward Quedens, Business Services Director  
Matt Bauer, Procurement Administrator  
**Subject:** Purchase of Replacement/Upgrade Network Hardware and Services for the Information Technology Department (Funded by the Lifecycle Management Program Budget) **(Citywide)**

## Recommendation

Council is requested to approve the award as recommended.

The Information Technology Department and Purchasing recommend authorizing the purchase using the Maricopa County and State of Arizona cooperative contracts with the lowest quoted vendors: Sentinel Technologies; and Trace3; plus contingency funding, for \$1,740,000.00.

## Background / Discussion

The network switches on the City and Police Department data networks are used to connect devices and control access on both networks. These include user workstations, telephones, "Internet of Things" (IoT) devices such as building physical security monitoring, access control systems, building environmental controls, security cameras, etc. The current switches were purchased in 2009 and have been out of support since June 2016. This equipment requires a lifecycle upgrade due to its age, lack of parts and software support, and to remain current with changing technologies and data rate requirements.

The lifecycle upgrade of this network hardware will allow the City to take advantage of increased network speeds, improved reliability, improved security through advanced access controls and increased capacity for future growth.

The State and Maricopa County cooperative contracts were competitively bid, meet procurement requirements and prices are competitive due to nationally based volume contract pricing. It is unlikely that competitive bidding would result in better pricing than through these cooperative contracts.

## Purchase Information

Action: Award  
Procurement Type: Cooperative Contract Use  
Contract Number: 2018154  
Contracting Agency/Contract Numbers: Maricopa County/16076-RFP and State of Arizona/ ADSP016-137342

Local Consideration: Policy did not apply to this procurement method

Protests Received: None

Funding Source: The purchase is funded in the Information Technology Department through the Lifecycle Management Program budget

### AWARD RECOMMENDATION

***Sentinel Technologies – Downers Grove, IL***

Network Hardware and Support per Contract Nos. 2018154, Maricopa County 16076-RFP, and Quote City of Mesa – Catalyst 9000 Access Layer Switches v 3.6 dated 1/26/2018

Network Hardware and Software	\$1,270,106.00
Solution Maintenance and Support	\$128,180.00
Professional Services	\$16,800.00
Shipping	\$250.00
Estimated Sales Tax	<u>\$110,953.93</u>
Total	<b>\$1,526,289.93</b>

Cisco Software per Contract Nos. 2018154, Maricopa County 16076-RFP, and Quote No. 39073 dated 1/30/2018

Software and Support	\$65,333.33
Estimated Sales Tax	<u>\$5,259.33</u>
Total	<b>\$70,592.66</b>

Network Optics per Contract Nos. 2018154, State of Arizona ADSP016-137342, and Quote No. 049064 v1.3 dated 2/12/2018

***Trace3 – Phoenix, AZ***

Network Hardware and Software	\$49,979.82
Estimated 8.6% Sales Tax	<u>\$4,300.00</u>
Total	<b>\$54,279.82</b>

**Combined Total Amount** **\$1,740,000.00**  
(includes Contingency at \$88,837.59)