



City Council Report

Date: December 3, 2018
To: City Council
Through: Michael Kennington, Chief Financial Officer
From: Edward Quedens, Business Services Director
Matt Bauer, Procurement Administrator
Subject: Three-Year Term Contract with Two Years of Renewal Options for Siemens Ruggedized Switches and Associated Equipment for the Water Resources and Transportation Departments **(Citywide)**

Recommendation

Council is requested to approve the award as recommended.

The Water Resources and Transportation Departments, and Purchasing recommend awarding the contract to the lowest, responsive and responsible bidders: Graybar Electric Company (a Mesa business) at \$227,596.62 for the Initial Purchase; and L4 Technologies, LLC (Primary) and Graybar Electric Company (Secondary) at \$180,000 annually thereafter with an annual increase allowance of up to 5% or the adjusted Consumer Price Index.

Background / Discussion

This contract provides Siemens RUGGEDCOM network switches for data connectivity to the Utilities SCADA environment as well as Transportation's ITS (Intelligent Transportation System). These ruggedized switches provide the security management and monitoring controls needed to mitigate security vulnerabilities and address communication errors occurring in current, aging devices.

Currently these switches are needed for the Greenfield Water Reclamation Plant, Northwest Water Reclamation Plant, Southeast Water Reclamation Plant, Pump Stations 1, 2 and 3, and the Brown Road Water Treatment Plant. Water Resources and Transportation will also be using these switches on an ongoing basis to replace failing units as needed.

RUGGEDCOM switches are designed to withstand Arizona's extreme temperatures, while providing accuracy and reliability. The City has standardized with RUGGEDCOM throughout the Utilities SCADA system.

Purchase Information

Action: Award
Procurement Type: Request for Bids
Contract Number: 2019043
Local Consideration: The Mesa bidder was already the lowest, responsive and responsible bidder (Group B)

Protests Received: None

Initial Contract Term: Three years

Possible Renewals: Up to a maximum of two years, renewals subject to Administrative review and approval

Funding Source: Transportation and Water Resources Department operating budgets and Capital Improvement Projects.

October 25, 2018 Responses

Group A – Initial Purchase and Group B – Shopping Cart – Future Needs/Purchases

Graybar Electric Company
(Recommended)
Mesa, AZ
Secondary)

Group A - \$210,640.09 plus sales tax

Group B \$15,652.88 (Recommended

L4 Technologies, LLC
Phoenix, AZ
Primary)

Group A - \$214,971.17 plus sale tax

Group B – \$15,486.36 (Recommended

Hypertec USA Inc. dba Hypertec Direct
Tempe, AZ

Non-Responsive (Did not complete the vendor questionnaire as required)