City Council Report

Date: May 22, 2017

To: City Council

Through: Michael 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 Network Equipment for the Mesa Public Libraries as requested by the Library Services Department ($219,447.94 – 80% funded by the E-Program and $54.861 .98 – 20% funded by the Information Technology Department operating budget.) **(Citywide)**

Purpose and Recommendation

Council is requested to approve the contract for the Purchase of Network Equipment for the Mesa Public Libraries as recommended.

The Library Services Department and Purchasing recommend authorizing the purchase with the lowest, responsive and responsible bidders, Sentinel Technologies, Inc. at $256,464.42; and ManCom Inc. at $17,845.50; for the total purchase of $274,309,92.

Background / Discussion

Cisco Ethernet switches, Ruckus wireless access points and uninterrupted power supply (UPS) equipment are used to support wired and wireless network connectivity at all City of Mesa library locations (Main, Dobson Ranch, Red Mountain and Express). The existing wired network connectivity is end of sale and out of product and maintenance support. The existing 802.11n wireless connectivity is being replaced to newer 802.11AC wave 2 technology which is a performance increase from 450Mbps to 2.3Gbps. The existing wired and wireless equipment will be replaced and retired.

The Universal Service Schools and Libraries Program, commonly known as the E-Rate Program helps ensure that schools and libraries obtain high-speed Internet access and telecommunications at affordable rates. The process starts with competitive bidding for the services needed and then selection of the most cost-effective provider. Upon contract execution, the Universal Services Administrative Company's (USAC) issues the funding commitment and the applicant starts receiving discounts on the services USAC has approved.

Library Services completed a formal bid process and vendor selection contingent upon Council approval of the E-Rate Program funding. The City filed the e-rate application on 7/21/2016 and received a funding commitment decision letter (FCDL) on 4/12/2017; the E-Rate Program will fund $219,447.94 (80%) to replace the Mesa Public Libraries wired and wireless connectivity.

Alternatives

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

Fiscal Impact

This purchase is 80% ($219,447.94) funded by the E-Rate Program and 20% ($54.861.98) funded by the Information Technology Department operating budget.

Coordinated With

Library Services Department and Purchasing

PURCHASING INFORMATION
Action: Initial Award
Procurement Type: Request for Bids
Solicitation Number: 2016288
Vendors Registered: ProcureAZ (2,972) and Vendor Self Service (310)
Advertising: Arizona Republic, Bid Net, ProcureAZ and Purchasing Website
Downloads: 30
Responses: 7 responses (1 No Bid response)
Local Consideration: Policy did not apply to this procurement (services)
Protests Received: None
Initial Contract Term: 2016 through 2017
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

July 19, 2016 Responses

Vendor	Section 1 Main Library	Section 2 Dobson Ranch Library	Section 3 Red Mountain Library	Section 4 Express Library
CenturyLink Communications, LLC - Denver, CO	$137,476.58*	$57,491.92*	$87,984.36*	$21,784.02*
Converged Networks, LLC - Charleston, SC	$114,717.76*	$42,674.13*	$55,036.27*	$13,668.62*
Enterprise Network Solutions, Inc. - Mesa, AZ	$121,938.56**	$50,613.36**	$66,984.00**	$16,415.58**
Management Communications Incorporated dba ManCom, Inc. - Phoenix, AZ (Recommended - Ruckus Wireless Access Points)	$136,433.75*	$57,624.89*	$83,307.99*	$20,531.86*
Sentinel Technologies Inc. - Tempe, AZ (Recommended – Cisco Ethernet Switches and UPS Equipment)	$117,385.10*	$48,524.06*	$69,069.45*	$16,744.68*
Logicalis - Phoenix, AZ	$243,792.00	$89,842.00*	$126,372.00*	$29,192.00*
Trans-West Telephone Co., Inc. dba Trans-West Network Solutions - Phoenix, AZ	$243,792.00**	$89,842.00**	$126,372.00**	$29,192.00**

* Did Not Bid All Items
** Did Not Bid "Preferred Vendor"

No Bid Response received from
GECO Inc.

AWARD RECOMMENDATION

Description
E-Rate Services for the Mesa Public Library per Agreement No. 2016288; Exhibits – Scope of Work, Pricing, Mesa Standard Terms and Conditions and Other Exhibits; Solicitation including any addenda; and Contractor Response ***Sentinel Technologies Inc.* - Tempe, AZ** Cisco Ethernet Switches and UPS Equipment at $256,464.42 ***Management Communications Incorporated dba ManCom, Inc.* - Phoenix, AZ** Ruckus Wireless Access Points at $17,845.50 **Contract Amount: $274,309.92**