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TO: Chairperson Plank and Members of the Finance Committee  
Date: September 18th, 2013

Re: Recommendation to contract with CDW-G for replacement of network core and edge switches in the amount of \$216,337.68 plus a contingency of \$21,633.77 for a total not to exceed \$237,971.45.

#### Background

In 2005 we installed the switches we have today as part of the VoIP project. A year later the HP Core went in. All that equipment has served us well but is now approaching 9 years old and is lacking in capacity and functionality needed to meet future network demands. A CIP budget allotment was made last year for \$400,000 to replace this equipment citywide and bring it up to date.

#### Recommendation

I recommend we accept CDW-G's bid of \$216,337.68. Due to the complexities of the project, a contingency of 10% for unknown circumstances is also requested for a total of \$237,941.45. Below were the bids received less any contingency considerations:

CDW-G \$216,337.68  
Camera Corner Connecting Point; \$192,757.00  
Heartland Business Systems \$266,525.63  
CoreBTS Inc. \$299,740.20

The proposal from CDW-G allows us to put new equipment in all locations and provides a 10 Gb link from the beginning to APD, City Hall and MSB, it also provides for 1 Gb to the desktop and will integrate with our existing Motorola Wireless plans. I believe the CDW-G proposal also provides the best overall value through the following benefits:



- Local with 100 engineering resources throughout the state
- Well thought out Scope Of Work with an easy to understand project plan
- The CDW bid included spare units to reduce the cost of having to cover all equipment on support contracts
- Will integrate well with the existing Cisco equipment we procured for our VMware environment last year.
- Advanced Security features that will allow us to adapt to the next requirement at the APD during our 3 year network security audits.
- The option of purchasing Cisco Prime for network monitoring and management.
- Cisco has nearly 70% of the world market when it comes to network infrastructure deployment with demonstrated reliability and serviceability.

If you have any questions regarding this recommendation please contact Dean Fox.