



*"...meeting community needs...enhancing quality of life."*

Information Technology Department  
100 N. Appleton Street  
Appleton, WI 54911

## MEMO

To: Alderperson Siebers and Members of the HR / IT Committee  
From: Dean J. Fox, Information Technology Director  
Date: 3/4/2020

Re: Request to award Heartland Business Solutions the contract to purchase and implement a new Audio Visual (AV) system for Fire and Police. The amount requested is \$89,628.50 with a 10.4% contingency for a total of \$100,000.

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The CIP budget of \$100,000 includes funding to replace the AV gear at all 6 AFD Stations and add new AV gear to the training room at APD used for inter-station communications and training.

An RFP went out in late November for an AV system to replace the outdated equipment which has reached end of life and 8 years old and is out of maintenance.

We received 7 bids from 6 different vendors and the 2<sup>nd</sup> bid from Heartland was within budget and meets all our needs. All but 2 other bids were over the allotted budget.

I request your consideration and approval of a contract with Heartland Business Solutions as proposed. After considerable review, and multiple follow up questions, it has been determined due to the inclusive nature of the Heartland AV equipment solution, the cost included in the proposal, and the complete software package with it, that the Heartland response is the best solution for the next 7 years for the City of Appleton.

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