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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: 2/12/2020

Re: Request to award Heartland Business Solutions the contract to purchase and implement a new network core switching system. The amount requested is \$52,178.68 with a 10% contingency for a project total of \$57,400.

The CIP budget of \$80,000 includes funding to replace the Core Network Equipment

An RFP went out in late November for a core switching system to replace the outdated equipment which has reached end of life and 8 years old

The scores were as follows:

- Heartland Business Solutions 149/160
- Extreme Networks 142/160
- Camera Corner #2 138/160
- Camera Corner #1 125/160
- DigiCorp 96/160

In addition to the cost of all hardware, software and implementation, I requested all costs include 5 years of support, which is included in the above pricing.

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 Cisco 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.