

Resolution #22-0413  
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**RESOLUTION APPROVING A CONTRACT WITH NWN CORPORATION FOR THE  
PURCHASE OF WIRELESS NETWORK EQUIPMENT**

**WHEREAS**, the Information Systems Department maintains a network of wireless access points at The Carolina Classic Fairgrounds and The Benton Convention Center; and

**WHEREAS**, the network access points at these locations have reached end-of-life and are no longer supported by the manufacturer; and

**WHEREAS**, new wireless network equipment will provide better performance and reliability, improved compatibility with modern mobile devices, and seamless integration with the existing Cisco cybersecurity infrastructure; and

**WHEREAS**, through an Invitation for Bid process, using hardware specifications provided by Information Systems staff, quotes were received from the following eight vendors:

- |                                  |              |
|----------------------------------|--------------|
| - NWN Corporation                | \$191,153.04 |
| - Trace3, LLC                    | \$199,673.15 |
| - mvation                        | \$204,044.13 |
| - Alta Consulting Services, Inc. | \$210,247.51 |
| - Focus Camera, LLC              | \$217,738.71 |
| - World Wide Technology, Inc.    | \$227,226.79 |
| - Highpoint Solutions, Inc.      | \$235,226.79 |
| - Ntstek, LLC                    | \$238,936.05 |

**WHEREAS**, approval is requested to purchase the new network equipment from NWN Corporation for a price of \$191,153.04; and

**WHEREAS**, the Information Systems Department's approved FY 22-23 budget includes leasing funds specifically allocated to cover the cost of this purchase.

**Winston-Salem City Council**  
**APPROVED**  
**August 15, 2022**

**NOW, THEREFORE, BE IT RESOLVED** that the Mayor and City Council of the City of Winston-Salem hereby authorize the City Manager to enter into a contract with NWN Corporation for the purchase of network hardware in the amount of \$191,153.04.

**BE IT FUTHER RESOLVED** that the City Manager is hereby authorized to execute the contract on behalf of the City.