

## City Council – Action Request Form

**Date:** May 14, 2024

**To:** Mayor, Mayor Pro Tempore, and Members of the City Council

**From:** Ben Rowe, Assistant City Manager  
Thomas Kureczka, Chief Information Officer

**Council Action Requested:**

Resolution Approving a Contract with NWN Corporation for the Purchase of Cisco Server Equipment

**Strategic Focus Area:** Service Excellence

**Strategic Objective:** Ensure Service Delivery Efficiency and Effectiveness

**Strategic Plan Action Item:** No

**Key Work Item:** Yes



**Summary of Information:**

There are two Cisco Blade Servers in the City data centers that are end-of-life, no longer supported by the manufacturer, and are incompatible with modern cyber security systems and software. The Cisco Blade Servers are located in the City Hall Data Center and the A1A Data Center. Staff recommends replacing these aging devices with next-generation server equipment for improved speed, performance, reliability, and seamless integration with the existing Cisco cyber security infrastructure.

Using specifications provided by Information Systems staff, the Purchasing Department advertised an Invitation for Bid (IFB) for Cisco server equipment. Responses were received from six vendors, with the lowest quote provided by NWN.

**Committee Action:**

**Committee**

**Action**

**For**

**Against**

**Remarks:**

Six vendors responded with the following pricing quotes:

Vendor	Bid Amount	M/WBE	Location
NWN Corporation	\$ 376,450.48	No	Greensboro, NC
Saitech, Inc.	\$ 426,250.08	No	Fremont, CA
Brightcenta, Inc.	\$ 438,847.36	No	South San Francisco, CA
Unicom	\$ 470,885.41	No	Chantilly, VA
Sunflower Lab, LLC	\$ 473,203.14	No	Hilliard, OH
Howard Technology Solutions	\$ 479,814.00	No	Ellisville, MS

Approval is requested to purchase two Cisco Blade Servers and associated equipment from NWN Corporation for \$376,450.48. NWN has a corporate office located in Greensboro, NC. The Information Systems approved FY 23-24 budget includes allocated funds to cover the total cost of this purchase.

M/WBE comment: The bid request was advertised on the City and State's Purchasing website. 17 businesses were directly notified of this opportunity, and notifications were sent weekly to all local M/WBE and regional HUB and DBE businesses.

See Exhibit A for a complete list of businesses notified directly of the bidding opportunity and the recommended bidder's Workplace Demographics form.