

City Council – Action Request Form

Date: August 8, 2022

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

From: Johnnie Taylor, Assistant City Manager
Thomas Kureczka, Chief Information Officer

Council Action Requested:

Resolution Approving a Contract with NWN Corporation for the Purchase of Wireless Network 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:

The Information Systems Department maintains 114 wireless network access points that are installed at The Carolina Classic Fairgrounds and The Benton Convention Center. The network access points at these locations enable secure wireless communication and Wi-Fi internet access for visitors and staff at these facilities. The existing network access points have reached end-of-life and are no longer supported by the manufacturer. Staff recommends replacing these aging devices with next-generation wireless network equipment that will provide better performance and reliability, improved compatibility with modern mobile devices, and seamless integration with the existing Cisco cybersecurity infrastructure.

Using specifications provided by Information Systems staff, the Purchasing staff advertised an Invitation for Bid (IFB) for wireless network equipment. Responses were received from eight vendors, with the lowest quote provided by NWN Corporation.

Committee Action:

Committee	<u>Finance 8/8/22</u>	Action	<u>Approval</u>
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For	<u>Unanimous</u>	Against	<u></u>
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Remarks:

The eight vendors responded with the following pricing quotes:

Vendor	Network Hardware	Office Location	M/WBE
NWN Corporation	\$191,153.04	Greensboro, NC	No
Trace3, LLC	\$199,673.15	Irvine, CA	No
mvation	\$204,044.13	Glen Cove, NY	Yes
Alta Consulting Services, Inc.	\$210,247.51	North Brunswick, NJ	Yes
Focus Camera, LLC	\$217,738.71	Brooklyn, NY	No
World Wide Technology, Inc.	\$227,226.79	Maryland Heights, MO	No
Highpoint Solutions, Inc.	\$235,226.79	Charlotte, NC	Yes
Ntstek, LLC	\$238,936.05	Raleigh, NC	No

Approval is requested to purchase the network equipment from NWN Corporation for \$191,153.04. NWN Corporation is headquartered in Waltham, MA, with a local office in Greensboro, NC. The approved FY 22-23 Information Systems budget includes leasing funds specifically allocated to cover the total cost of this purchase.

M/WBE comment: This project was advertised on the City, State, and HUB websites with 45 businesses notified directly of this opportunity. Notifications were also sent to all local M/WBE and regional HUB businesses.

See Exhibit A for a complete list of businesses that were notified of the bidding opportunity and NWN Corporation's Workplace Demographics form.