

## City Council – Action Request Form

**Date:** December 13, 2021

**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 Data Center Server Equipment

**Strategic Focus Area:** Service Excellence

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

**Strategic Plan Action Item:** No

**Key Work Item:** No



**Summary of Information:**

The Information Systems Department manages a large application server farm within the City's two data centers. Each physical server has the capacity to support up to 20 of the City's enterprise and departmental business applications, depending on the size of each application. The oldest of the existing servers were purchased in FY14-15 and have reached end of manufacturer support. Due to the modular architecture of the data center server systems, staff is able to follow a planned technology refresh cycle to replace aging servers without interruption to critical City services. Staff recommends replacing the oldest of these servers with next-generation equipment to maintain manufacturer support and to improve system performance, reliability, redundancy, and security.

Using specifications provided by Information Systems staff, the Purchasing Department advertised an Invitation for Bid for the replacement server equipment. Responses were received from five vendors, with the lowest quote provided by NWN Corporation.

**Committee Action:**

<b>Committee</b>	<u>Finance 12/13/21</u>	<b>Action</b>	<u>Approval</u>
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<b>For</b>	<u>Unanimous</u>	<b>Against</b>	<u></u>
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**Remarks:**

Five vendors responded with the following pricing quotes:

<b>Vendor</b>	<b>Equipment Pricing</b>	<b>Office Location</b>	<b>M/WBE</b>
NWN Corporation	\$188,878.98	Greensboro, NC	No
Netxperts, Inc.	\$189,830.94	Walnut Creek, CA	No
Netsync	\$192,415.60	Houston, TX	Yes
Miracle Software Systems, Inc.	\$236,236.64	Novi, MI	Yes
Dvteck	\$288,764.27	Miami, FL	No

Approval is requested to purchase the server equipment from NWN Corporation for \$188,878.98. NWN Corporation is headquartered in Waltham, MA with a local office in Greensboro, NC. The approved Information Systems FY21-22 budget includes leasing funds allocated to cover the total cost of this purchase.

M/WBE comment: This project was advertised on the City, State, and HUB websites with 36 businesses notified directly of this opportunity. Notifications were also sent to all local M/WBE and regional HUB businesses.

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