

**RESOLUTION APPROVING CONTRACT WITH NWN CORPORATION
FOR CISCO WI-FI NETWORK EQUIPMENT FOR FIRE STATIONS**

WHEREAS, internet access for Fire personnel at the fire stations is provided through a minimum number of desktop devices and hard wired connections, resulting in resource limitations for staff when requiring internet access for administrative, planning, scheduling, and training activities; and

WHEREAS, Wi-Fi network availability in the stations will eliminate resource limitation issues and accommodate internet access for both City provided and personal devices via a secure and monitored network path; and

WHEREAS, increased availability to internet access will support a growing demand from staff as the City moves to cloud-based applications such as the new Records Management System and an increased use of the internet for various training activities, communications, and staff collaboration; and

WHEREAS, after due advertisement, bids were received and publicly opened by the City/County Purchasing Department at 12:00 p.m., December 21, 2017, to provide the necessary Cisco equipment, to be installed by City staff, to support a Wi-Fi network in each fire station and the following bids were received:

	<u>City/State</u>	<u>Total Bid</u>
NWN Corporation	Greensboro, NC	\$107,419.75
Data Network Solutions	Chapin SC	109,421.33
Saitech, Inc.	Bethesda, MD	111,988.00
AKA Comp Solutions, Inc.	Chicago, IL	116,015.26
M7 Technology Solutions, Inc.	Summerfield, NC	130,710.10
Synergy Telcom Inc.	Indianapolis, IN	138,017.22

; and

WHEREAS, as with all new equipment, this Wi-Fi equipment should be added to the City's Cisco SmartNet maintenance agreement, currently held by NWN Corporation, for a cost of \$12,485.48; and

WHEREAS, approval is requested to enter into a contract with NWN Corporation for the Cisco Wi-Fi network equipment per bid specifications at the cost of \$107,419.75 and SmartNet maintenance at the cost of \$12,485.48 for the total award amount of \$119,905.23.

NOW, THEREFORE, BE IT RESOLVED by the Mayor and City Council of the City of Winston-Salem that a contract for the Cisco Wi-Fi network equipment per bid specifications at the cost of \$107,419.75 and SmartNet maintenance at the cost of \$12,485.48 for the total award amount of \$119,905.23 is hereby awarded to NWN Corporation in the total bid amount of \$119,905.23 and that all other bids are rejected.

BE IT FURTHER RESOLVED that the award of this purchase constitutes a preliminary determination as to the qualification of the bidder. The City is not legally bound to perform the purchase until the contract is duly executed by the City.

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

BE IT FURTHER RESOLVED funds are available for this purchase in the approved FY17-18 I.S. operating budget.