

City Council – Action Request Form

Date: April 12, 2021

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 Contract with Prohati, Inc. 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: No



Summary of Information:

Many of the network access points that enable secure and reliable wireless communication within City-owned facilities are end-of-life and out-of-date, no longer supported by the manufacturer, and incompatible with modern cybersecurity systems and software. There are 106 out-of-date wireless access points located in the Bryce A. Stuart Municipal Building and in buildings at City Yard 1 and City Yard 2. Staff recommends replacing these aging devices with next-generation wireless network equipment for improved speed, performance, reliability, and seamless integration with the existing Cisco cybersecurity infrastructure.

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

Committee Action:

Committee	Finance 4/12/2021	Action	Approval
For	Unanimous	Against	

Remarks:

Six vendors responded with the following pricing quotes:

Vendor	Bid Amount	M/WBE	Location
Prohati, Inc	\$135,526.35	Yes	Morrisville, NC
Maven IT Group	\$137,195.00	Yes	Irvine, CA
Graybar	\$144,449.20	No	Raleigh, NC
RJ Young	\$147,398.95	No	Winston-Salem, NC
HypertecDirect	\$157,944.45	No	Tempe, AZ
Howard Technology Solutions	\$161,805.00	No	Laurel, MS

The IFB specified a target quantity of 115 wireless network access points but reserved the right to order a higher or lower quantity of devices based on available budget. Approval is requested to purchase 106 wireless network access points from Prohati, Inc. for \$124,919.94. The corporate office of Prohati, Inc. is located in Morrisville, NC. The Information Systems approved FY 20-21 budget includes NCMLC leasing funds allocated to cover the total cost for this purchase.

M/WBE comment: The bid request was advertised on the City and State's Purchasing website, 12 businesses were directly notified of this opportunity, and notifications were sent weekly to all local M/WBE and regional HUB and DBE businesses. Prohati, Inc. and Maven IT Group, LLC are minority-owned businesses.

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