

## City Council – Action Request Form

**Date:** March 15, 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 a Contract with NWN Corporation for the Purchase of 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:**

Many of the network infrastructure devices that enable secure and reliable communication between the City's data centers and facilities are end-of-life and out of date, no longer supported by the manufacturer, and incompatible with modern cyber security systems and software. These devices (routers and switches) are located in numerous data closets spread across all of the City's facilities that are connected to the network. Staff recommend replacing these aging devices with next-generation network equipment for improved 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 the network equipment. Responses were received from seven vendors, with the lowest quote provided by NWN Corporation.

**Committee Action:**

<b>Committee</b>	<u>Finance 3/15/2021</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:**

Seven vendors responded with the following pricing quotes:

<b>Vendor</b>	<b>Network Hardware</b>	<b>Office Location</b>	<b>M/WBE</b>
NWN	\$168,203.55	Greensboro, NC	No
Totalcomm	\$172,366.95	E Hartford, CN	No
mvation	\$175,713.99	Glen Cove, NY	No
Prohati	\$188,173.36	Morrisville, NC	Yes
Graybar	\$199,517.00	Winston-Salem, NC	No
Vergenovation	\$205,654.07	Charlotte, NC	Yes
GH Systems	\$270,757.08	Lisle, IL	No

Approval is requested to purchase the new network equipment from NWN Corporation for \$168,203.55. NWN's corporate office is in Waltham, MA, with a local office in Greensboro, 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: This project was advertised on the City, State, and HUB websites with 31 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.