

City Council – Action Request Form

Date: May 14, 2024

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 Cisco Server 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:

There are two Cisco Blade Servers in the City data centers that are end-of-life, no longer supported by the manufacturer, and are incompatible with modern cyber security systems and software. The Cisco Blade Servers are located in the City Hall Data Center and the A1A Data Center. Staff recommends replacing these aging devices with next-generation server equipment for improved speed, 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 Cisco server equipment. Responses were received from six vendors, with the lowest quote provided by NWN.

Committee Action:

Committee FC 5-14-2024

Action _____

For Unanimous Approval

Against _____

Remarks:

Six vendors responded with the following pricing quotes:

Vendor	Bid Amount	M/WBE	Location
NWN Corporation	\$ 376,450.48	No	Greensboro, NC
Saitech, Inc.	\$ 426,250.08	No	Fremont, CA
Brightcenta, Inc.	\$ 438,847.36	No	South San Francisco, CA
Unicom	\$ 470,885.41	No	Chantilly, VA
Sunflower Lab, LLC	\$ 473,203.14	No	Hilliard, OH
Howard Technology Solutions	\$ 479,814.00	No	Ellisville, MS

Approval is requested to purchase two Cisco Blade Servers and associated equipment from NWN Corporation for \$376,450.48. NWN has a corporate office located in Greensboro, NC. The Information Systems approved FY 23-24 budget includes allocated funds to cover the total cost of this purchase.

M/WBE comment: The bid request was advertised on the City and State's Purchasing website. 17 businesses were directly notified of this opportunity, and notifications were sent weekly to all local M/WBE and regional HUB and DBE businesses.

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

Businesses directly notified of bid opportunity		
Business Name	City/State	MWBE
CDW-G	Reston, VA	
CXTec	Raleigh, NC	
Data Link	Cary, NC	
Data Network Solutions	Chapin, SC	
Dimension Data	Johannesburg, South Africa	
Dynamic Quest	Winston-Salem, NC	
Emconit	Brick, NJ	
EPLUS	Herndon, VA	
Howard.gov	Ellisville, MS	
JCMR	Charlotte, NC	
Key Services	Winston-Salem, NC	
NWN	Greensboro, NC	
Presidio	Charlotte, NC	
Saitech, Inc	Fremont, CA	
SHI	Somerset, NJ	MWBE
SMS	Merry Hill, NC	
XenTegra	Huntersville, NC	

Exhibit A

Project/Bid Description: Cisco Data Center Hardware per bid FB224234

Bidder's Company Name: NWN Corporation

City/State: Greensboro, NC

WORKFORCE DEMOGRAPHICS

	Gender		Race/Ethnic Identification							
	Male	Female	White	African-American	Hispanic	Asian	Native-American	Native Hawaiian or Pacific Islander	2 or more races	Total
	<u>753</u>	<u>339</u>	<u>913</u>	58	56	<u>48</u>	<u>2</u>	4	11	<u>1092</u>
% of Total	69.0%	31.0%	83.6%	5.3%	5.1%	4.4%	0.2%	0.4%	1.0%	

The above demographic data is provided to reflect generally the company's efforts to achieve diversity in the workplace in compliance with the applicable equal employment opportunity laws; however, this information is not dispositive of such and may not be used as the basis for awarding or rejecting a bid contract.