

**City Council – Action Request Form**

**Date:** May 9, 2023  
**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 Wireless Network Equipment

**Strategic Focus Area:** Service Excellence  
**Strategic Objective:** Ensure Service Delivery Efficiency and Effectiveness  
**Strategic Plan Action Item:** No  
**Key Work Item:** Yes



The Information Systems Department maintains a network of access points that enable secure and reliable wireless communication for visitors and staff within City-owned facilities. Ninety-four of these devices are end-of-life and out-of-date, no longer supported by the manufacturer, and are incompatible with modern cybersecurity systems and software. 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 ten vendors, with the lowest quote provided by NWN Corporation.

**Committee Action:**

<b>Committee</b>	<u>FC May 9, 2023</u>	<b>Action</b>	<u>Approval</u>
<b>For</b>	<u>Unanimous</u>	<b>Against</b>	<u></u>

**Remarks:**

The following vendors responded with pricing quotes:

<b>Vendor</b>	<b>M/WBE</b>	<b>Bid Amount</b>	<b>M/WBE</b>	<b>Location</b>
NWN	No	\$170,795.25	No	Greensboro, NC
CNIC, Inc.	Yes	\$175,451.41	Yes	Charlotte, NC
Emerging Technologies	Yes	\$179,827.92	Yes	Columbus, OH
Rebiz	No	\$183,211.00	No	Cleveland, OH
Hodge Systems	No	\$187,259.28	No	Sumter, SC
Staples	No	\$204,919.29	No	Chicago, IL
HitsTech	Yes	\$215,062.32	Yes	Conover, NC
Valen Systems	Yes	\$221,615.06	Yes	Winston-Salem, NC
Applied Automation	Yes	\$237,785.36	Yes	Indian Trail, NC
SkyCon	Yes	\$287,673.67	Yes	Greensboro, NC

Approval is requested to purchase the equipment from NWN Corporation for \$170,795.25. NWN Corporation is headquartered in Waltham, MA with a local office in Greensboro, NC. The approved Information Systems FY22-23 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 80 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 the recommended bidder's Workplace Demographics form.