

## City Council – Action Request Form

**Date:** February 14, 2023

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**To:** Mayor, Mayor Pro Tempore, and Members of the City Council

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**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 Data Center 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:**

The Information Systems Department manages a large application server farm within the City’s two data centers. Each physical server has the capacity to support up to 20 of the City’s enterprise and departmental business applications, depending on the size of each application. Additional server capacity is needed to support the continued growth of critical applications and databases that run within the data centers. The installation of new server equipment in each data center will provide additional capacity, enhanced redundancy between the data centers, and improved compatibility with modern application and database requirements.

Using specifications provided by Information Systems staff, the Purchasing Department advertised an Invitation for Bid for the data center equipment. Responses were received from six vendors, with the lowest quote provided by NWN Corporation.

**Committee Action:**

<b>Committee</b>	Finance 2.14.23	<b>Action</b>	Approval
<b>For</b>	Unanimous	<b>Against</b>	
<b>Remarks:</b>			

Six vendors responded with the following pricing quotes:

Vendor	Bid Amount	M/WBE	Location
NWN Corporation	\$135,433.68	No	Waltham, MA
Saitech	\$135,895.70	Yes	Fremont, CA
Softchoice	\$138,352.19	No	Chicago, IL
Riverside Technologies, Inc.	\$139,873.64	No	North Sioux City, SD
Emerging Technology Integration	\$148,411.62	Yes	Columbus, OH
Hit Solutions, LLC	\$168,882.32	Yes	Conover, NC

Approval is requested to purchase the data center equipment from NWN Corporation for \$135,433.68. 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 64 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 vendor's Workplace Demographics form.