

City Council – Action Request Form

Date: January 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 Awarding 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:

Expanding on the use of public safety security cameras is an Information Systems FY22-23 Key Work Item. Installation of security cameras is scheduled for numerous facilities throughout the City, including 18 Recreation sites, the Hydroponics Facility, Hanes Mill Landfill, and City Yard. Prior to the installation of security cameras, end-of-life network equipment at these facilities must be replaced.

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

Committee Action:

Committee	<u>Finance 1/9/2023</u>	Action	<u>Approved</u>
For	<u>Unanimous</u>	Against	<u></u>

Remarks:

Seven vendors responded with the following pricing quotes:

Vendor	Bid Amount	M/WBE	Location
NWN Corporation	\$133,310.44	No	Waltham, MA
ConvergeOne	\$139,735.67	No	Bloomington, MN
Data Network Solutions	\$141,483.15	No	Chapin, SC
AKA Comp Solutions, Inc.	\$141,661.88	Yes	Chicago, IL
Brooks Network Service, LLC	\$145,828.92	No	Gibsonville, NC
MUR Trading, LLC	\$158,434.66	Yes	Apollo Beach, FL
Hit Solutions, LLC	\$165,292.80	Yes	Conover, NC

Approval is requested to purchase the network equipment from NWN Corporation for \$133,310.44. 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 31 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.