

ITEM #: 16a&b
DATE: 4-28-09

COUNCIL ACTION FORM

SUBJECT: AWARD OF CONTRACTS FOR INSTALLATION AND PURCHASE OF CISCO EQUIPMENT AT CITY WiFi HOTSPOTS & FACILITIES

BACKGROUND:

Based on direction from City Council related to meeting the goal to facilitate one community through both physical and relationship connections, City staff solicited separate proposals for installation services and hardware to provide wireless broadband data connectivity (WiFi hotspots) at City Hall, the Community Center, Ice Arena, Municipal Pool, and at the new Furman Aquatics Center. WiFi in those locations would provide free public Internet access as well as City business access.

Previously a request for proposal was issued and one response received on November 25, 2008 to provide a complete WiFi system compatible with the City network infrastructure at the targeted locations. The proposal did not include a complete technical solution and exceeded the approved budget amount. As a result, Council rejected the proposal and directed staff to solicit new bids and/or proposals to purchase hardware and installation services separately.

A Request for Proposal for the installation services was issued to twenty seven potential vendors. Three proposals were received as follows:

Alexander Open Systems, Omaha, NE	\$8,355.00
ICS Advanced Technologies, Ames, IA	10,405.00
MSI Systems Integrators, West Des Moines, IA	11,700.00

Evaluations were performed by the Information Technologies Division. Alexander Open Systems scored the highest with a cost of \$8,355 to install the Cisco equipment.

A separate bid was issued to purchase the Cisco equipment to be installed at the targeted locations. The bids were as follows:

<u>Bidder</u>	<u>Total Bid Amount</u>
GooGoz.Com, Fremont, CA	\$34,041.96
En Pointe Technologies, Inc., Gardena, CA	35,673.35
Digital Intelligence Systems Corp., Chantilly, VA	37,714.31
Netelligent Corporation, Chesterfield, MO	38,697.47
Insight Public Sector, Madison, WI	38,164.66
Alexander Open Systems, Omaha, NE	38,895.15
MSI System Integrators, Inc., West Des Moines, IA	39,012.03
ACS Enterprise Solutions, Waite Park, MN	45,200.87
Howard Technology Solutions, Ellisville, MS	48,004.00
ICS Advanced Technologies, Ames, IA	52,850.60

The low bidder, GooGooz.Com notified the Purchasing Division that they would not honor their bid for this equipment. Therefore the second low bidder will be awarded the contract for the Cisco Equipment.

The approved budget of \$46,207 includes both hardware and installation services. With the proposals/bids received we can complete the project within the approved budget.

ALTERNATIVES:

1. Award these bids for the installation and purchase of Cisco equipment as follows:
 - A. Authorize an agreement with Alexander Open Systems, Omaha, NE in the amount of \$8,355 for the Installation of Cisco Equipment at City WiFi Hotspots & Facilities.
 - B. Purchase Cisco Equipment at a cost of \$35,673.35 from En Pointe Technologies, Inc., Gardena, CA.
2. Reject all bids and delay implementation of wireless connectivity at City facilities.

MANAGER'S RECOMMENDED ACTION:

This project is to provide wireless broadband data connectivity (WiFi hotspots) at City Hall, the Community Center, Ice Arena, Municipal Pool, and at the new Furman Aquatics Center. WiFi in those locations will provide free public Internet access as well as City business access.

Therefore, it is the recommendation of the City Manager that the City Council adopt Alternative No. 1, thereby approving award of contracts totaling \$44,028.35 as follows:

- A. Authorize an agreement with Alexander Open Systems, Omaha, NE in the amount of \$8,355 for the Installation of Cisco Equipment at City WiFi Hotspots & Facilities.
- C. Purchase Cisco Equipment at a cost of \$35,673.35 from En Pointe Technologies, Inc., Gardena, CA.