

COUNCIL ACTION FORM

SUBJECT: AWARD OF CONTRACT TO IP PATHWAYS, LLC FOR A NETAPP STORAGE SYSTEM REPLACEMENT

BACKGROUND:

In March 2013, the City issued a Request for Proposal (RFP) to expand capacity and improve the efficiency of the City's network storage. A contract was awarded to RSM US, LLP to provide a NetApp network storage system at a cost of \$105,753.

The City now needs to expand this network storage, and the present system (last available in March 2015) has been phased out. Because the present storage system cannot be expanded and is no longer available, staff issued an RFP for a NetApp network storage system replacement. This system includes local server storage, and associated software systems at both the primary and backup network storage locations.

Staff solicited proposals for the replacement of the network storage technology and data management infrastructure. The RFP included the following requirements:

- Maximization of the server and data storage utilization
- Ability to ensure server availability and data storage in the event of hardware failure
- Reduction in data center cooling and associated energy costs
- Ability to implement redundant offsite data storage

Requests for proposals were sent to 16 vendors, with the City seeking a hardware, software, and services proposal that provided the best value to meet the City's data storage needs. Two proposals were received and evaluated by a team of City staff.

The evaluation team independently scored the proposals based on the following criteria:

- Pass/Fail - Completeness of proposal and compliance with proposal requirements (responsiveness)
- 30% - Ability to fulfill the stated technical requirements
- 20% - Experience and qualifications of the vendor and key project personnel
- 20% - Demonstration of the vendor's understanding of the project
- 30% - Cost of vendor's proposal

Rank	Respondent	Evaluation Score	Project Cost
1	IP Pathways LLC Urbandale, IA	258.00	\$108,682.84
2	RSM US LLP Des Moines, IA	212.74	\$130,881.00

The FY 2017/18 budget includes \$414,190 as a pooled amount to replace information technology equipment, including the network storage system. Of this total budget amount for equipment replacement, the storage system replacement was estimated at \$112,727. Staff is confident that planned replacements can be made within this budgeted amount.

Proposals were evaluated and it was determined that the IP Pathways, LLC proposal provided the best value for the City. Determining factors included 1) highest evaluated score; 2) staff being familiar with the products offered; 3) previous positive experience with support; 4) the hardware proposed is already integrated into our monitoring and alerting systems; 5) staff currently supports the same manufacturer for the Combined Public Safety network; and 6) additional staff time would be required for the implementation of an unfamiliar system.

ALTERNATIVES:

1. Award a contract to IP Pathways, LLC of Urbandale, Iowa, for the implementation of the integrated network storage system at a cost of \$108,682.84.
2. Reject proposals and solicit proposals at a later date.

MANAGER’S RECOMMENDED ACTION:

By approving an agreement between the City of Ames and IP Pathways LLC of Urbandale, Iowa, the City will be maximizing the server and data storage utilization, increasing staff efficiency, reducing energy costs, and adding the functionality of offsite data storage.

Therefore, it is the recommendation of the City Manager that the City Council adopt Alternative No. 1, thereby awarding a contract to IP Pathways LLC of Urbandale, Iowa, for the implementation of the integrated network storage system at a cost of \$108,682.84.