



Staff Report

City of Manhattan Beach

TO: Honorable Mayor Ward and Members of the City Council

THROUGH: Richard Thompson, Interim City Manager

FROM: Bruce Moe, Finance Director
Leilani Flores Emnace, Information Systems Manager
Gwen Eng, General Services Manager

DATE: February 16, 2010

SUBJECT: Consideration of Budgeted Purchase of Three Network Servers from Impres Technology in the amount of \$22,619.56

RECOMMENDATION:

Staff recommends that the City Council award Bid #798-10 to Impres Technology for three network servers in the amount of \$22,619.56.

FISCAL IMPLICATION:

Sufficient funds are budgeted in the FY 2009-2010 Information Systems budget for the purchase of these servers.

DISCUSSION:

The servers recommended for purchase are part of a new approach to computing that replaces the existing strategy of deploying high powered individual workstations connected to the network. The new method, called desktop virtualization, shifts the computing power from local workstations to more powerful centralized servers. This allows us to purchase less powerful, less expensive work stations (i.e. "thin clients") for the end users, reducing overall costs. Desktop virtualization benefits include:

- **Cost Savings:** The thin client workstations do not have moving parts (hard drives) and have a longer life (five or six years) as opposed to the standard workstations which have a four year life span.
- **Time Savings:** Less staff time is required due to central systems management and software deployments done at the server level (currently, many software deployments require staff to visit each affected work station, which can be labor intensive).
- **Energy savings:** Thin clients use less energy than standard workstations.
- **Security:** Security at the workstation level is increased and better managed with centralized data protection.

The initial desktop virtualization project requires three network servers. Staff sent out bid requests and 15 responses were received. The comparison below shows the aggregate price, including sales tax and discounts.

<u>Company</u>	<u>Bid Total</u>
1. Impres Technology	\$22,619.56
2. Emgence	\$22,855.33
3. Nth Generation	\$23,098.70
4. GST	\$23,222.72
5. Sehi Computer	\$23,778.86
6. Aprisa Technology	\$24,132.53
7. Choice Resale	\$24,278.61
8. EDC System	\$24,687.58
9. Canvas Systems	\$24,696.30
10. Govplace	\$25,414.84
11. Southern Computer Warehouse	\$28,276.30
12. Imaging Systems	\$30,522.51
13. Howard Technology	\$30,584.13
14. Softnet Solutions	\$31,767.46
15. Dotcom	\$33,568.15

Based on these bids, staff recommends awarding to the lowest bidder, Impres Technology, for the purchase of three network servers, in the amount of \$22,619.56.