



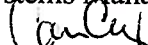


Staff Report

City of Manhattan Beach

TO: Honorable Mayor Montgomery and Members of the City Council

THROUGH:  David N. Carmany, City Manager

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

DATE: April 19, 2011

SUBJECT: Consideration of Cancellation of Existing Purchase of One Budgeted Replacement Core Network Switch and Re-Award to Sigmanet, Inc. in the amount of \$60,155.07

RECOMMENDATION:

Staff recommends that the City Council a) cancel the purchase with Vox Network Solutions and b) award a new purchase to Sigmanet, Inc. for a budgeted replacement Cisco Core Switch in the amount of \$60,155.07.

FISCAL IMPLICATION:

Funds totaling \$90,000 are budgeted in the FY 2010-2011 Information Systems Fund for the purchase and installation of the replacement core switch.

DISCUSSION:

During the FY 2010-2011 Budget process, City Council authorized the replacement of the City's network core switch. This unit is the main component of the City's network infrastructure. The switch directs all network traffic and connects locations, buildings, servers and computers. The proposed core switch will replace the existing unit, purchased in 2001 which is approaching the end of its useful life. The manufacturer will no longer provide parts and technical support for the unit.

On February 1, 2011, City Council approved the award of Bid #823-11 to Vox Network Solutions for a Cisco Core Switch. The vendor recently informed staff that they can not provide a Cisco authorized product as they had initially represented. Although they are an authorized Cisco reseller, the product is coming from another reseller and Cisco will not approve this type of transaction. Without manufacturer approval, the product would not be eligible for technical support. The specifications did state that the product must be able to be supported by the manufacturer. Therefore, staff is requesting that City Council cancel the order with Vox Network Solutions, Inc. and re-award an order to Sigmanet, Inc. who was the next lowest responsive and responsible bidder.

To review the bid of January 2011, staff solicited bids and received 9 responses. A summary of pricing offered by each vendor is shown below:

<u>Bidder</u>	<u>Cost</u>
1. Vox Network Solutions	\$50,480.31
2. Vology Data Systems	\$52,801.82
3. Sigmanet, Inc.	\$60,155.07
4. Vector Resources	\$60,235.24
5. En Pointe Technologies	\$62,478.06
6. Impex Technologies	\$62,668.35
7. Spectrum Communications	\$63,547.67
8. Communication Professionals	\$63,837.10
9. Grainger Sourcing	\$80,733.37

The next lowest bidder is Vology Data Systems. This company is not an authorized Cisco partner, therefore, product procured from this vendor would not be eligible for technical support.

The next bidder, Sigmanet, Inc., is an authorized Cisco partner and the product is eligible for technical support. As a result, staff recommends that the City Council award an order to Sigmanet, Inc., for the purchase of a Cisco Core Switch, in the amount of \$60,155.07. If this purchase is approved, the existing switch will be retired and auctioned for the highest attainable value. The new unit will arrive in approximately three weeks.