

EXECUTIVE SUMMARY

TO: Jim Scholl, City Manager

FROM: Mark Z. Finigan, Assistant City Manager, Admin.

DATE: 5/19/2011

SUBJECT: Refresh of Network Infrastructure
Purchase of Cisco Switching Equipment – Modcomp Systems & Solutions



ACTION STATEMENT:

City of Key West City Commission is respectfully requested to approve the purchase of the following Cisco switching equipment from Modcomp Systems & Solutions at a total cost of \$29,985.55.

<u>Qty</u>	<u>Item Number</u>	<u>Description</u>	<u>Unit Price</u>	<u>Extended Price</u>
4	0335WS-C3560-12PC-S	Compact SWCH POE 10/100	\$784.00	\$3136.00
1	0335ASA5510-SEC BUN-K9	Cisco ASA 5510 Adaptive Security Appliance	\$1,765.00	\$1,765.00
3	0335CISCO2921/K9	2921 W/3 GE 4 EHWIC3 DSP1 256MB CF 512MB DRAM IPB	\$1,462.60	\$4,387.80
5	0335WS-C2960S-24PS-L	CATALYST 2960S 24 GIGE POE 370W 4X SFP LAN BASE	\$1,581.35	\$7,906.75
2	0335AIR-AP1252AG-A-K9	802.11A/G/H-D2.0.2.4/5 GHZ AUTO AP 6 RP-TNC FCC	\$445.00	\$5,340.00
2	0335WS-C2960S-48FPD-L	CAT2960S STACK 48 GIGE POE 740W 2 X 10G SFP + LAN	\$3725.00	\$7,450.00
TOTAL				\$29,985.55

The aforementioned equipment is being purchased pursuant to City of Key West Code Section 2-797 (4) (b.). Formal competitive bidding procedures for acquisitions which exceed \$20,000 were substituted with three (3) written competitive quotes from Modcomp Systems and Solutions, PC MallGov and Presido.

BACKGROUND:

The City of Key West has initiated a Technology Replacement Plan for computer equipment to include network devices. This plan is a proactive one that protects the City of Key West and provides necessary stability in the network. The plan is in place to ensure all technology at the various city locations is kept up-to-date to safeguard the network from older attacks, human error, and natural disaster. It also ensures compliance with industry and government regulations. One step of the plan is replacing hardware infrastructure that has met or exceeded technical obsolescence. In this case the listed Cisco equipment is 6-8 years old. Cisco has established nonnegotiable trade values for the existing City Cisco equipment. Additionally, Cisco establishes base prices for the replacement hardware listed, only leaving the solicited vendors the ability to quote a margin, or percent markup. Bottom line prices quoted by the three bidders are net of the trade values.

Upgrading to secure a network isn't just a defensive strategy. It's a proactive one that protects your business and provides necessary stability to your network. In addition to safeguarding a network from older attacks, human error, and natural disaster, a secure network can help an organization:

- Ensure compliance with industry and government regulations
- Provide employees with the widest appropriate levels of access to the tools and applications they need to work remotely, as well as appropriate defenses against inappropriate use or unauthorized access
- Promote collaboration by allowing non-employees to access your network with appropriate controls
- Enhance the customer's experience
- Reduce the risk of litigation from loss of data or security breaches
- Adapt more quickly and confidently to changing business conditions
- Provide the best posture to adapt to new threat remediation requirements

FINANCIAL IMPACT:

The FY 2010-11 City of Key West budget included an appropriation for the requested network infrastructure equipment.

RECOMMENDATION:

Approve the purchase of the aforementioned network equipment from Modcomp Systems & Solutions at a total cost of \$29,985.55.