

# STAFF REPORT

## City of Lancaster

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09/13/2022
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Date: September 13, 2022

To: Mayor Parris and City Council Members

From: George Harris, Director of Finance

Subject: **Approval of the purchase of networking equipment for MOAH, Municipal Stadium, LPAC and City Yard**

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### **Recommendation:**

Approve the purchase of Cisco networking equipment from Logicalis using National Association of State Procurement Officials (NASPO) ValuePoint Master Agreement #AR3227 for City Hall.

### **Fiscal Impact:**

\$266,335.79 as per the attached Logicalis quotation #2022-133254v7 to be paid from account 112-4315-302.

### **Background:**

The City of Lancaster operates an Internet Protocol (IP) network that allows for electronic data and voice communications between city sites and the wider world. City Hall is the core backbone of the larger City wide network that all electronic communications flows through as well as the location of the City's primary data center. Last fiscal year the City Council approved modernizing the City Hall data center with new Cisco networking equipment. Building off last fiscal year's improvements IT is recommending the modernizing of the network equipment at MOAH, Municipal Stadium, LPAC and City Yard to provide supported, robust and secure networking equipment that is also modern allowing for fast network speeds.

This project will replace HP 3800, HP 5700 and HP 2910 series switches with 17 new Cisco 9300 series switches at MOAH, Municipal Stadium, LPAC and City Yard as well as 13 new Cisco Meraki WiFi access points for improved WiFi speed and coverage.

The existing network equipment is eight years old and no longer supported by the vendor leaving the city unable to get support and critical updates and patches. Additionally, the existing network is not capable of delivering gigabit speeds to each city desktop which is becoming increasingly critical in order to deliver online resources such as video teleconferencing and cloud based applications.

IT Staff designed the new equipment to have extra capacity for future growth and flexibility. Cisco was selected as the new networking vendor due to the City's past positive experience

with Cisco switches and routers as well as Cisco's competent and easily available support resources.

Information Technology staff leveraged the NASPO ValuePoint Master Agreement #AR3227 with Cisco Participating Addendum California #7-20-70-40-01 contract to achieve the best possible value for the City of Lancaster. NASPO Master Agreements are awarded by a lead state using a competitive procurement process. First, the lead state works with volunteers from other states to form a sourcing team. The sourcing team collaborates to develop the RFP and the evaluation of the proposals. The sourcing team then evaluates the responses to the solicitation and determine the best offers. Master Agreement #AR3227 allows for a 35% discount on hardware and 10% on services.

GH:JH

**Attachment:**

Logicalis Quotation #2022-133254v7