



City of Aurora

Network Managed Services

Information Technology Department
June 2026

Today's Agenda



-
- Current Network Managed Services Being Performed
 - 5 Year Financial Review

Current Service Options

- 1 Year Extension - Existing Managed Service Contract
- 3 Year Extension - Existing Managed Service Contract

Purchased Option

- Purchased New Equipment from Fortinet Reseller

Current Network Managed Services Being Performed

New Project Support

- Network Engineering & Design
- RF Engineering & Design
- WLAN & Outdoor PMP/PTP
- Equipment Staging, Installation and Optimization
- Onsite Engineer Resource Assistance
- Rack Layout Design/Equipment Placement across buildings
- NTI fiber coordination and planning on network equipment requirements for fiber
- Network Operation Assistance

Lifecycle Management

- Change Management Coordination
- Warranty & Software/Firmware Updates
- Including Network Security Patching (Critical PSIRT/CVE)
- Network Equipment EOL (End-of-Life) planning and remediation
- Includes standards migration
- SD-WAN Migration
- On-going Capacity Planning and Load Balancing throughout the Network (Wired & Wireless)

Dispatch and On-Going Maintenance

- Monitoring, alerting and performance analysis for infrastructure equipment
- Tier 1-4 Engineer Escalation on trouble tickets
- Manufacturer Software Defect Escalation and Resolution
- Equipment RMAs Processing and Reinstallation
- In-city equipment sparing & Inventory Management
- On site troubleshooting of up to 650 devices at 47 locations across the city.
- Outage Remediation
- Weekly Status Meetings & Ticket Reviews
- Quarterly Network Documentation Updates
- Special events and after hour/weekend on site support as needed (i.e., River Edge)
- Support for Fiber Maintenance & Cutovers
- 9 FTE are currently supporting the City of Aurora

5-Year Financial Review

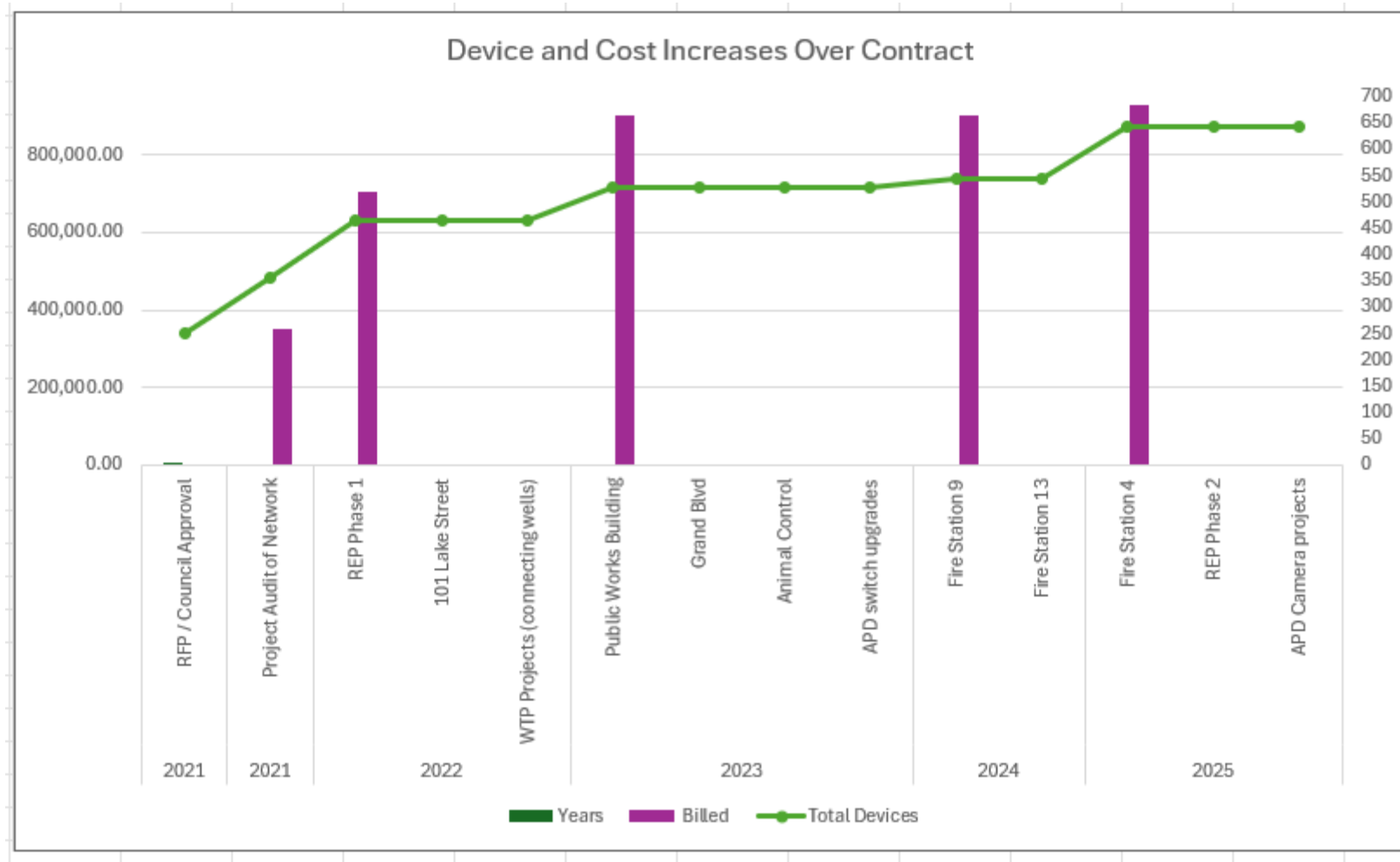
Year	Start of Year 1	Start of Year 2	Start of Year 3	Start of Year 4	Start of Year 5
Contracted Devices	Up to 250	Up to 500	Up to 600	Up to 600	Up to 600
Actuals	355	463	524	544	602
Cost of Services	\$350,000	\$705,000	\$901,250	\$901,250	\$928,288

Audit of network after initial RFP showed 355 existing devices

New City Buildings drove the increase to 600+ devices over the last 4 years

- **Public Works**
- **RiverEdge Park**
- **Fire Station 13, 9, and 4**
- Other smaller network extensions added to total including **101 Lake Street**, **Phillips Park** improvements – both Golf and Zoo, **Stolp Island Garage**, **Grand Boulevard** and others.

5-Year Financial Review



3 Year Extension

Existing Network Managed Services

Year	Year 6 2026	Year 7 2027	Year 8 2028	3-Year Total
Contracted Devices	Up to 650	Up to 650	Up to 650	Up to 650
Contracted Price	\$1,005,000	\$1,035,150	\$1,066,205	\$3,106,355
Discount	\$201,201	\$310,545	\$426,482	\$939,288
Fee	\$803,799	\$724,605	\$639,723	\$2,168,127

3-Year extension offers a Y1-20%, Y2-30%, Y3-40% decrease from the original contract price

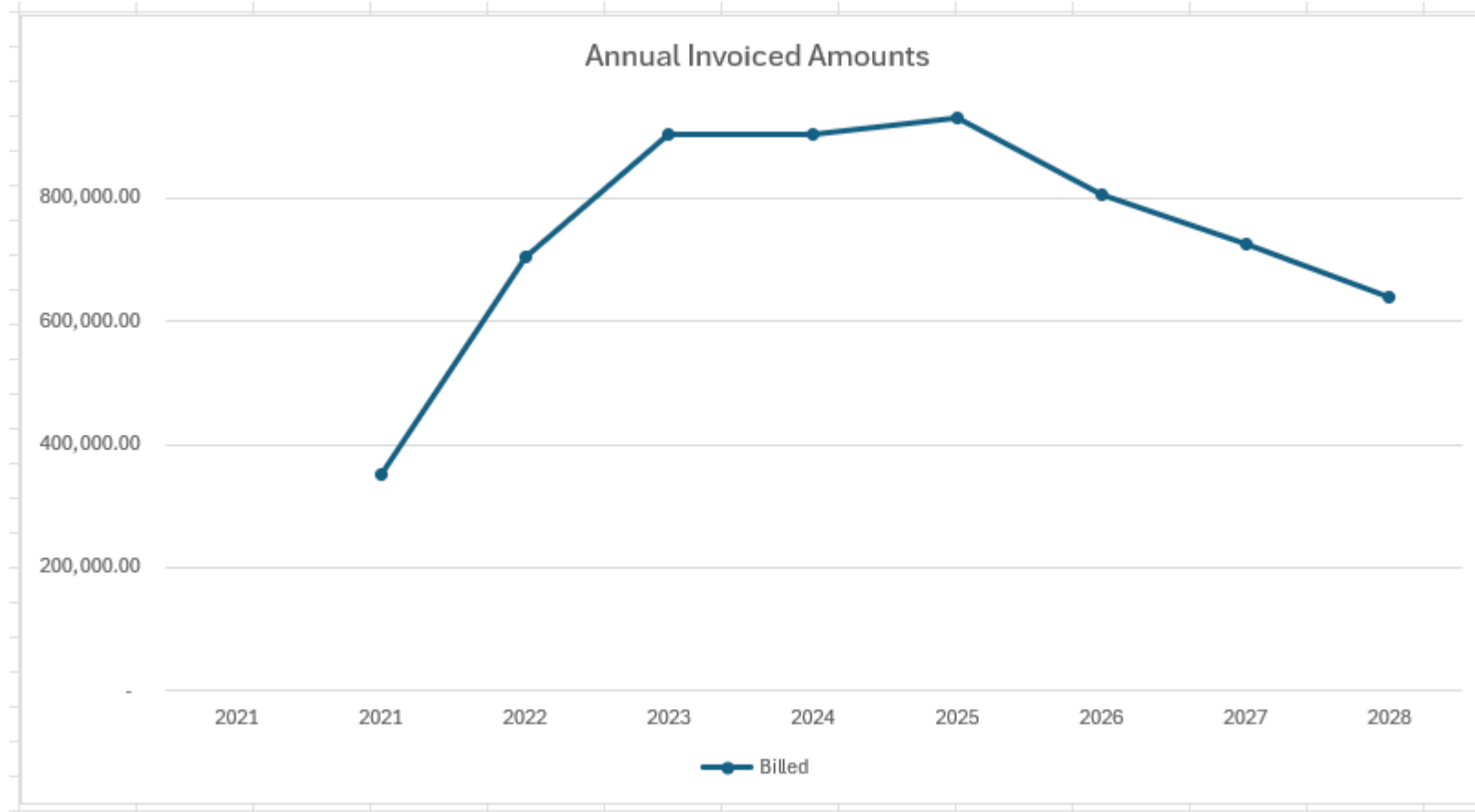
Pros

- Allows for bulk purchase of 3-year software updates/extended warranties vs 1 year at a time for increased cost savings.
- Allows for additional years of amortization of networking equipment thus allowing the spread of remaining amortization costs over 3 years vs 1 year for increased cost savings.
- Predictable & forecastable costs for the next 3 years regardless of inflation, tariffs and price increase due to supply chain issues.
- **With a 3-year extension is signed, Scientel will sell all the equipment to the City of Aurora for \$1 at the end of year 3**

Cons

- Locked in for 3 years

Financial Overview with 3-Year Extension



Alternatives Explored



1-Year Extension Existing Network Managed Services

Service	Year 6
Contracted Devices	Up to 650
Contracted Price	\$1,005,000
Discount	\$117,083
Year 6 Total	\$887,918

Pros

- 1-Year extension offers an 11.7% decrease from the original contract price
- Continue with all support services listed on page 3
- Extensive of replacement of 650 devices not needed

Cons

- Loss of services on page 3 including 24 x 7 support
- Increased capital expenses vs operating expenses

Purchase New Equipment from Fortinet Reseller

Year	Year 6 2026	Year 7 2027	Year 8 2028	3-Year Total
Equipment	\$1,747,977.79			\$1,747,977.79
FortiCare	\$ 132,246.68	\$132,246.68	\$132,246.68	\$ 396,740.04
SFPs	\$ 200,000.00			\$ 200,000.00
Totals	\$208,0224.47	\$132,246.68	\$132,246.68	\$2,344,717.83

Pros

- City would own all the equipment

Cons

- City must manage the entire lifecycle of each devices
- Increased capital expenses vs operating expenses
- No 24 x7 support as for any other services on page 3
- Additional City resources would be required for ongoing support

New Device Purchase

- The SOW covers a total of 650 devices purchased. Any additional devices purchased in excess of 650 will be purchased and owned by the City.
- Scientel currently has purchased and supports 643 non firewall devices with Forticare to date under this contract and an additional 7 non firewall devices can be purchased on behalf of the City and it is deemed necessary within Aurora's network by both parties.
- Any Forticare purchases after 650 devices will be purchased by the City.
- Scientel will provide the same scope of services for up to 700 devices. If additional devices are added, Scientel will provide a quote for services for any additional devices.

Appendix



5-Year Financial Review

Year	Event	Devices	Billed	Total Devices	Overall Increase
2021	RFP / Council Approval	250		250	
2021	Project Audit of Network	105	350,000.00	355	42.0%
2022	REP Phase 1	108	705,000.00	463	85.2%
	101 Lake Street			463	85.2%
	WTP Projects (connecting wells)			463	85.2%
2023	Public Works Building	64	901,250.00	527	110.8%
	Grand Blvd			527	110.8%
	Animal Control			527	110.8%
	APD switch upgrades			527	110.8%
2024	Fire Station 9	17	901,250.00	544	117.6%
	Fire Station 13			544	117.6%
2025	Fire Station 4	99	928,288.00	643	157.2%
	REP Phase 2			643	157.2%
	APD Camera projects			643	157.2%