



City of Aurora

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Cover Memorandum

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TO: Mayor Richard Irvin

FROM: Michael Pegues, CIO
Jeff Anderson, Deputy CIO

DATE: March 1, 2021

SUBJECT:

Resolution to award a three-year contract with a two-year option to Scientel Solutions LLC., 2021 N Eola Rd, Aurora, IL 60502, for Network Infrastructure Managed Services of city-wide network infrastructure for a total amount not to exceed \$1,858,197.53.

PURPOSE:

The City of Aurora's Network Infrastructure is managed by the IT Division and consists primarily of city-owned hardware and a maintenance contract through Cisco SmartNet. The SmartNet maintenance contracts ended in Feb/Mar 2021, and various devices have reached end of support and are targeted for obsolescence and or replacement.

BACKGROUND:

The City sought a strategic and trusted partner to help support the network technology infrastructure. The selected partnership would include support, maintenance and monitoring of existing infrastructure as well as professional services to develop and implement a network lifecycle management plan, create effective and secure services, and evolve with the City's changing infrastructure needs.

- Publication Date: 10/21/2020
- Publication Information: Aurora Beacon News, Demand Star and the City's website
- Marketplace.city Clear Box Review
- Nine (9) vendor responses were submitted: 11/6/2020
- Four (4) vendors were determined qualified and invited to demonstrate their devices.
 - qualification was based on capabilities, approach and experience
- City Stakeholders conducted Vendor Meetings with all 4 vendors
 - RFP conducted among 4 vendors determined to be qualified: 1/12/2021-

1/26/2021

- Fujitsu Network Communications
- Peters & Associates

- Scientel Solutions
- Sentinel Technologies
- Sentinel Technologies withdrew after determining they could not provide competitive pricing
- Final Vendor Scoring: 2/1/2021 - 2/16/2021
- Final Selection made 2/18/2021

DISCUSSION:

In 2016, the IT Division received Council approval to enter into a five (5) year SmartNet maintenance agreement with Cisco that totaled \$2,159,885. Since 2016, the IT Division has received Council approval for purchase of new and replacement Cisco equipment totaling \$1,034,753. This 5-year total spend of \$3,194,638, equates to a \$638,928 average annual spend on equipment, services and support.

By selecting a Network Infrastructure Managed Services partner, the City reduces the risk of running network equipment beyond end of life as well as reduces annual expenditures to an average annual spend on equipment, services and support. If all 5 years of this agreement were to be executed, the average annual spend would be \$371,640. This would result an annual average savings of \$267,288 and a 5-year savings of \$1,336,440 if the current contract was extended at the rate of increase shown in the previous four years.

City IT staff maintains accountability and control of the network traffic and is responsible for overall network performance. With this agreement, City IT will have a co-partner to help manage physical components and develop network enhancements as the requirements of the City's network continue to expand over time.

City IT staff selected Scientel Solutions the Network Infrastructure Managed Services partner. Scientel's Solution offered an efficient, cost-effective, and risk-reducing approach for the City.

Scientel's new global headquarters based locally in Aurora, IL is home to a 24x7x365 Network Operations Center (NOC) with a world-class dispatch process. Scientel can integrate all City networking equipment into Scientel's 24x7 NOC for monitoring to ensure that all networking equipment is operating effectively.

Purchase will be made using existing funds in Account Number # 101-1380-419.38-26 which is budgeted at \$554,700 in 2021 for this purpose.

IMPACT STATEMENT:

As part of the City of Aurora Technology Strategic Plan or "IT Roadmap" for 2019, the Information Technology Division is seeking to evaluate and improve efficiencies throughout the organization. This purchase is aligned with the Strategic Plan.

RECOMMENDATIONS:

Request approval to adopt the proposed resolution.

cc: Infrastructure & Technology Committee

CITY OF AURORA, ILLINOIS

RESOLUTION NO. _____
DATE OF PASSAGE _____

A Resolution to award a three-year contract with a two-year option to Scientel Solutions LLC., 2021 N Eola Rd, Aurora, IL 60502, for Network Infrastructure Managed Services of city-wide network infrastructure for a total amount not to exceed \$1,858,197.53.

WHEREAS, the City of Aurora has a population of more than 25,000 persons and is, therefore, a home rule unit under subsection (a) of Section 6 of Article VII of the Illinois Constitution of 1970; and

WHEREAS, subject to said Section, a home rule unit may exercise any power and perform any function pertaining to its government and affairs for the protection of the public health, safety, morals, and welfare; and

WHEREAS, the City of Aurora's Network Infrastructure is managed by the IT Division and consists primarily of City-owned hardware and a maintenance contract through Cisco SmartNet; and

WHEREAS, some of these SmartNet maintenance contracts have reached the end of support and IT would retire or replace items as needed; and

WHEREAS, City IT staff wishes to reduce risk and costs while maintaining a high-performing City-wide network; and

WHEREAS, City IT through Marketplace.city searched through an RFQ process to find the most responsive vendor to provide the city's requested services; and

WHEREAS, funding for this project has been budgeted in Account Number # 101-1380-419.38-26 which is budgeted at \$554,700 in 2021 for this purpose.

NOW, THEREFORE, BE IT RESOLVED by the City Council of the City of Aurora, Illinois, as follows: Resolution to award a three-year contract with a two-year option to Scientel Solutions LLC., 2021 N Eola Rd, Aurora, IL 60502, for Network Infrastructure Managed Services of city-wide network infrastructure for a total amount not to exceed \$1,858,197.53