

S T A T E O F M I C H I G A N

BOARD OF COMMISSIONERS OF THE COUNTY OF ALLEGAN

INFORMATION SERVICES – AWARD CISCO NETWORK SWITCH PROCUREMENT

WHEREAS, \$28,000 was budgeted in the 2022 Information Services Operational budget (#101-228) for network switch replacement; and

WHEREAS, given the large number of switches needing replacement this year, an additional \$25,000 in capital funds was requested and appropriated by the Board of Commissioners in 2022 (#401 - CIP Public Improvements Fund); and

WHEREAS, quotes were solicited to confirm that Sentinel Technologies is able to offer the County preferred pricing on CISCO network switches which exceeds the discounts offered through the State MiDEAL cooperative purchasing agreement from other vendors; and

WHEREAS, the cost for ten switches including seven year licensing is \$59,420 of which \$8,348.47 in licensing costs for years two through seven can be spread to future budgets reducing the total 2022 expenditures to \$51,071.43 which is less than the \$53,000 in available funding.

THEREFORE BE IT RESOLVED that the Board of Commissioners awards the quote to Sentinel Technologies, Inc. P.O. Box 85080 Chicago, IL 60680 for the not to exceed cost of \$59,420 for the procurement of ten network switches and licenses (Project #1018-22); and

BE IT FINALLY RESOLVED that the County Administrator and/or the Board Chairman are authorized to negotiate a final contract and sign the necessary documents on behalf of the County and that the Executive Director of Finance is authorized to make the necessary budget adjustments to complete this action.

REQUEST FOR ACTION - PROCUREMENT OF GOODS AND/OR SERVICES

RFA #: 214-470 RFA Date: 6/16/2022 RFA Submitted By: Kristin VanAtter

PROJECT/SERVICE: Network Switch Replacements
Project/Service Procurement to purchase ten replacement network switches as part of annual plan to
Description: replace them every seven years.
Project/Contract # 1018-22 Contact Name: Randy VanAtter
Department: Information Services Contact Info: rvanatter@allegancounty.org

PROCUREMENT METHOD: Other

Desired CISCO network switches are available for purchase from various suppliers under a state MiDEAL cooperative purchasing agreement and a quote with MiDEAL pricing was obtained for reference. However, Sentinel has registered with CISCO as Allegan County's supplier and is therefore able to offer the County preferred pricing which exceeds the discounts offered through MiDEAL.

CONTRACT AWARD: \$59,420.00

Parties - County and: Sentinel Technologies, Inc.
Contract Duration: until scope of work completion
Evaluation Team: Randy VanAtter and Valdis Kalnins
References Checked: No - Current or previous vendor with satisfactory performance Debarred: No

FUNDING SOURCE: Capital Funds from #401 combined with budgeted Operational Funds - IS

\$	25,000.00	Approved Capital Appropriation
\$	28,000.00	Budgeted Operational Funds - Information Services
\$	53,000.00	Total Funds Available
\$	59,420.00	Cost to purchase the Network Switch with 7 year licensing
\$	(8,348.57)	Licensing costs to be spread to future budgets (Years 2 through 7)
\$	51,071.43	2022 Total Expenditure
\$	1,928.57	Funds Remaining

AWARD THRESHOLD: BOC - Budgeted Capital Procurement over \$50,001

NEW CONTRACT SUMMARY: No Contract Terms (Purchase Order, Reverse Auction, etc.)

BID PRESENTATION FOR PROJECT #: 1018-22
 Project Name: Network Switches
 Service Area: Information Services
 Award Recommendation: Sentinel
 Award Criteria: Lowest bidder

Date: 6/16/2022
 Advertised: Request for Quote
 # of Firms Invited to Bid: 3
 # of Bids Received: 3

VENDOR TABLE	Vendor 1	Vendor 2	Vendor 3
Company Name	Sentinel	Logicalis	Converge One
Company Address1	P.O. Box 85080	2600 S Telegraph Rd.	5 Stewart Court
City, State, Zip	Chicago, IL 60680	Bloomfield Twp, MI 48302	Denville, NJ 07834

COST TABLE			
Cisco Meraki Switch	\$ 4,960.00	\$ 5,328.73	\$ 10,291.00
Seven Year Licensing	\$ 974.00	\$ 1,045.80	\$ 2,019.71
Shipping (if any)	\$ 8.00	\$ -	\$ -
Total Cost per Switch	\$ 5,942.00	\$ 6,374.53	\$ 12,310.71
Number of switches to purchase	10	10	10
Total Project Cost	\$ 59,420.00	\$ 63,745.30	\$ 123,107.10