

CITY OF SMYRNA
PURCHASING DEPARTMENT
2800 KING STREET
SMYRNA, GEORGIA 30080
678-631-5337

TO: Chris Addicks, Information Systems Manager

FROM: Penny Murphy, Purchasing Manager

DATE: September 2, 2015

SUBJECT: Recommendation - RFP 16-004 Network Hardware Refresh

The City of Smyrna requested proposals for replacement of network hardware, including EOL switches and software, among other system upgrades. We received 10 bids with lump sum pricing and line item detail. Optional NAC software was included in the specifications. After thorough review, the lowest bidder, Summit Systems, Inc., is recommended. This supplier also bid the optional NAC software, etc. and this pricing is shown below.

BIDDER

TOTAL AMOUNT

EXCEPTIONS

Summit Systems, Inc.	TOTAL BID AWARD: \$143,229.87 \$105,826.60 base bid Option to include the Netsight Advanced and NAC = Additional \$37,403.27.	None
SmartWave Technologies	\$113,559.00 No Options included	None
Cpak Technology Solutions	\$149,405.50 (hardware & maintenance) \$20,000. – installation TOTAL: \$169,405.50	None
CDW-G	Option I: \$147,991.00 Option II: \$140,498.00 Option III: \$209,380.74 Installation Services: \$57,000	None
Layer3 Communications	\$162,079.00	None
LockStep Technology Group	\$163,331.06	None
Integrated Office Solutions	\$184,368.67(hardware & Installation) \$21,407 (spares) \$15,252.09 (annual maint.)	None

	TOTAL: \$221,028.37	
Byteworks	\$189,503.51	None
Optimal Technology Solutions	\$255,493.33	None
4Serve Integration	\$301,754.25	None

Please prepare any necessary paperwork to present to Mayor and Council for approval. We will
It is the recommendation of the Purchasing Department that this bid be awarded to the lowest
responsible and responsive bidder, Summit Systems, Inc.

Please prepare any necessary paperwork to present to Mayor and Council for approval. We will
then prepare a Purchase Requisition and complete contract work/purchase order for these
services.