



To: Len Flood
Finance Director

From: Larry McGhinnis
I.T. Manager

Date: March 20, 2007

Subject: I.T. Structure Review

Recently, I.T. issued an RFP for Informational Technology Support Services. Proposals were sent to six firms and two firms responded.

The proposal from Sterling Networks Integration Inc was based on a project by project implementation. They are a small company of 10 employees which does not allow them to assign two people permanently for the Village. Their proposal didn't mention whether they had any expertise in IBM iSeries, Lotus Notes, or Cisco IP Telephony. Therefore, their proposal doesn't meet the necessary requirements requested by the Village.

The firm that provided the best outsourcing solution was Prescient Development, Inc. This is the same company that is presently handling the IT functions for DU-COMM (Village of Lombard's police and fire dispatching center). They also provide contract support services for Village of Glenview and the Village of Glen Ellyn. The Interim Director of IT at DU-COMM indicated to me that she is well pleased with the performance of Prescient and would highly recommend them.

The benefit of Prescient is they will provide two on-site employees but have the expertise of almost 50 other employees, who would be available for specific technical issues at no additional cost to the Village, allowing the Village to move ahead faster on major projects and hardware and software implementation.

It is my recommendation that the Village award a contract to Prescient Development Inc. for IT Technical Support Services in accordance with the terms of the attached agreement. First year costs for the services will be \$318,864.