

VILLAGE OF LOMBARD
REQUEST FOR BOARD OF TRUSTEES ACTION
For Inclusion on Board Agenda

_____	Resolution or Ordinance (Blue)	_____ <i>Waiver of First Requested</i>
_____	Recommendations of Boards, Commissions & Committees (Green)	
<u> X </u>	Other Business (Pink)	

TO: PRESIDENT AND BOARD OF TRUSTEES

FROM: Scott Niehaus, Village Manager

DATE: December 21, 2022 (COW)(B of T) January 5, 2023

TITLE: Motion to Waive Bids and Approve a Proposal from SHI International Corp. in the Amount of \$289,661, for the purchase of Cisco Networking Equipment

SUBMITTED BY: Kevin Goethals, IT Manager

FISCAL IMPACT:
Amount of Award: \$289,661. This purchase will come from Technology Reserve Hardware (640.840.840.73920).

BACKGROUND/POLICY IMPLICATIONS:
The Village of Lombard has standardized on the use of Cisco networking equipment, to include switches, routers, and firewalls. All Village networking equipment has a replacement lifecycle that is used as a means of ensuring that Village staff are utilizing up to date equipment and software to operate as secure and efficiently as possible. The Village budgets for these replacements based on the expected lifecycle of equipment on an annual basis from the Technology Reserve Fund. This year, the Village has 29 network switches that have reached the end of their lifecycle and need to be replaced.

RECOMMENDATION:
Staff recommends the Village Board of Trustees approve a Proposal from SHI International Corp. in the amount of \$289,661, for the purchase of Cisco Networking Equipment

Review (as necessary):

Village Attorney X _____	Date _____
Finance Director X _____	Date _____
Village Manager X _____	Date _____

NOTE: All materials must be submitted to and approved by the Village Manager's Office by 12:00 noon, Wednesday, prior to the Agenda Distribution.



To: Village President and Board of Trustees
Scott Niehaus, Village Manager

From: Kevin Goethals, IT Manager

Date: December 21, 2022

Subject: Request Waiver of Bid and Approve a Proposal from SHI International Corp. in the Amount of \$289,661, for the purchase of Cisco Networking Equipment.

The Village of Lombard has standardized on the use of Cisco networking equipment, to include switches, routers, and firewalls. All Village networking equipment has a replacement lifecycle that is used as a means of ensuring that Village staff are utilizing up to date equipment and software to operate as secure and efficiently as possible. The Village budgets for these replacements based on the expected lifecycle of equipment on an annual basis from the Technology Reserve Fund.

This year, the Village has 29 network switches that have reached the end of their lifecycle and need to be replaced.

The IT department accepted proposals from three different vendors with the exact same Bill of Materials. SHI International Corp submitted the lowest proposal, as seen in the chart below.

Vendor	Proposal
CDWG	\$684,963
SHI Int'l	\$289,661
ThinkGard	\$346,174

Staff recommends the Village Board of Trustees approve a Proposal from SHI International Corp. in the amount of \$289,661, for the purchase of Cisco Networking Equipment



Pricing Proposal
Quotation #: 22844517
Created On: 12/8/2022
Valid Until: 1/7/2023

IL-Village of Lombard

Kevin Goethals

IL
United States
Phone: (630) 873-4740
Fax:
Email: GoethalsK@villageoflombard.org

Inside Account Executive

Steve Squires

290 Davidson Ave.
Somerset, NJ 08873
Phone: 888-764-888
Fax: 732-564-8553
Email: Steve_Squires@SHI.com

All Prices are in US Dollar (USD)

Product	Qty	Your Price	Total
1 Catalyst 9300 24-port PoE+, Network Advantage Cisco Systems - Part#: C9300-24P-A	12	\$2,806.00	\$33,672.00
2 SOLN SUPP 8X5XNBD Catalyst 9300 24-port PoE+, Network Adva Cisco Systems - Part#: CON-SSSNT-C93002PA	12	\$490.00	\$5,880.00
3 Catalyst Stack Power Cable 30 CM Cisco Systems - Part#: CAB-SPWR-30CM	12	\$45.00	\$540.00
4 SOLN SUPP SW SUBC9300 DNA Advantage Cisco Systems - Part#: CON-SSTCM-C93A24	12	\$101.00	\$1,212.00
5 C9300 DNA Advantage, 24-Port, 3 Year Term License Cisco Systems - Part#: C9300-DNA-A-24-3Y	12	\$1,173.00	\$14,076.00
6 Catalyst 9300 8 x 10GE Network Module Cisco Systems - Part#: C9300-NM-8X	12	\$1,448.00	\$17,376.00
7 3M Type 1 Stacking Cable Cisco Systems - Part#: STACK-T1-3M	12	\$141.00	\$1,692.00
8 Catalyst 9300 48-port mGig UPoE+, Network Advantage Cisco Systems - Part#: C9300X-48HX-A	17	\$6,789.00	\$115,413.00
9 SOLN SUPP 8X5XNBD Catalyst 9300 48-port mGig UPoE+, Networ Cisco Systems - Part#: CON-SSSNT-C9300XY4	17	\$1,112.00	\$18,904.00
10 3M Type 1 Stacking Cable Cisco Systems - Part#: STACK-T1-3M	17	\$141.00	\$2,397.00
11 Catalyst Stack Power Cable 30 CM Cisco Systems - Part#: CAB-SPWR-30CM	17	\$45.00	\$765.00

12	SOLN SUPP SW SUBC9300 DNA Advantage Cisco Systems - Part#: CON-SSTCM-C93A48	17	\$189.00	\$3,213.00
13	C9300 DNA Advantage, 48-Port, 3 Year Term License Cisco Systems - Part#: C9300-DNA-A-48-3Y	17	\$2,275.00	\$38,675.00
14	Catalyst 9300 8 x 10G/25G Network Module SFP+/SFP28 Cisco Systems - Part#: C9300X-NM-8Y	17	\$1,197.00	\$20,349.00
15	CX LEVEL 1 8X5XNBD DNA Center Appliance (Gen 2) Cisco Systems - Part#: CON-L1NBD-DN2HWWL	1	\$15,497.00	\$15,497.00
			Total	\$289,661.00

Additional Comments

SHI SPIN: #143012572

SHI-GS SPIN (For Texas customers ONLY): #143028315

For E-rate SPI orders, applicant shall be responsible for payment of any outstanding or ineligible costs if USAC rejects reimbursement claim in whole or in part.

Please note, if Emergency Connectivity Funds (ECF) will be used to pay for all or part of this quote, please let us know as we will need to ensure compliance with the funding program.

Hardware items on this quote may be updated to reflect changes due to industry wide constraints and fluctuations.

All orders for Cisco equipment and related software and services submitted, beginning on December 29, 2021, are non-cancelable and cannot be modified starting 45 days prior to the scheduled ship dates. Non-cancelable orders are not eligible for RMA for credit.

Thank you for choosing SHI International Corp! The pricing offered on this quote proposal is valid through the expiration date listed above. To ensure the best level of service, please provide End User Name, Phone Number, Email Address and applicable Contract Number when submitting a Purchase Order. For any additional information including Hardware, Software and Services Contracts, please contact an SHI Inside Sales Representative at (888) 744-4084. SHI International Corp. is 100% Minority Owned, Woman Owned Business. TAX ID# 22-3009648; DUNS# 61-1429481; CCR# 61-243957G; CAGE 1HTF0

The Products offered under this proposal are resold in accordance with the SHI Online Customer Resale Terms and Conditions, unless a separate resale agreement exists between SHI and the Customer.