

CITY OF SAN MATEO
City Council Regular Meeting
February 20, 2024
7:00 PM



COUNCIL MEMBERS
Lisa Diaz Nash, Mayor
Rob Newsom Jr., Deputy Mayor
Rich Hedges
Amourance Lee
Adam Loraine

AGENDA ITEM

12. Network Hardware Replacement – Purchase

Adopt a Resolution to approve an alternative purchasing procedure and approve a Master Purchasing Agreement with CDW Government, LLC (CDW-G) for the purchase of network switches in the amount of \$328,484.49; and authorize the Director of Information Technology to execute the agreement in substantially the form presented.

CEQA: This Council action is not a project subject to CEQA, because it can be seen with certainty that there is no possibility the purchase of network equipment may have a significant effect on the environment. (CEQA Guidelines Section 15061(b)(3).)



CITY OF SAN MATEO

City Hall
330 W. 20th Avenue
San Mateo CA 94403
www.cityofsanmateo.org

Agenda Report

Agenda Number: 12

Section Name: CONSENT CALENDAR

Account Number: 10-212:

File ID: 24-8397

TO: City Council
FROM: Alex Khojikian, City Manager
PREPARED BY: Information Technology Department
MEETING DATE: February 20, 2024
SUBJECT:
Network Hardware Replacement – Purchase

RECOMMENDATION:

Adopt a Resolution to approve an alternative purchasing procedure and approve a Master Purchasing Agreement with CDW Government, LLC (CDW-G) for the purchase of network switches in the amount of \$328,484.49; and authorize the Director of Information Technology to execute the agreement in substantially the form presented.

BACKGROUND:

Network switches are the foundation of the City's technology infrastructure. In addition to computers, telephones, and copiers, every wireless access point, video camera, or any of the growing number of Internet of Things (IoT) devices on any City site depends on network switches. The City's strategy is to replace network switches after seven years of service to mitigate maintenance issues and support problems, and to keep equipment within industry standards. The network hardware replacement fund is based on this amortization schedule. On September 6, 2016, Council approved the previous cycle of network switches. This purchase agreement represents a continuation of these established technology replacement purchasing practices.

Staff obtained a quotation for the proposed purchase through a purchasing cooperative known as Sourcewell Cooperative Purchasing (Sourcewell). Sourcewell contracts allow participants to pay less through competitively solicited, evaluated, and awarded contracts that leverage the cooperative buying power of local government agencies. Leveraging Sourcewell results in a net savings of 61% over the list price of \$848,969 on this purchase. Purchasing from CDW-G, through Sourcewell, is recommended because of CDW-G's quality of its customer support and services. The quotation from CDW-G is provided for reference. In addition, the continued use of Juniper brand products is recommended due to Juniper's rich feature set including unrivaled network intelligence, which will substantially contribute to proactive problem resolution and security. City staff is experienced with Juniper products which greatly reduces the need and expense of outside expertise for installation and maintenance and further reduces costs.

San Mateo Municipal Code section 3.60.070(h)(3) provides that the City may use any purchasing procedures approved by the City Council if the City Council makes a finding concurrent with the award of the contract that the procedures are in the best interest of the City. The Sourcewell procurement service offers competitively priced contracts for goods and services, avoiding costs normally associated with the development of highly technical bid specifications, while assuring that competitive prices were received. Based on the above, staff recommends approving the purchase of network equipment pursuant to the Master Purchasing agreement with CDW-G in the amount of \$328,484.49.

BUDGET IMPACT:

Funds have been accrued and are available through the Network Hardware Replacement Fund for this purchase. The total amount of the purchase will be \$328,484.49.

ENVIRONMENTAL DETERMINATION:

This Council action is not a project subject to CEQA, because it can be seen with certainty that there is no possibility the purchase of network equipment may have a significant effect on the environment. (CEQA Guidelines Section 15061(b)(3).)

NOTICE PROVIDED

All meeting noticing requirements were met.

ATTACHMENTS

Att 1 - Proposed Resolution

Att 2 – CDW-G Pricing Quote

STAFF CONTACT

Steve Engle, Systems and Network Manager

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Pete Owen, Director, Information Technology

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(650) 522-7074

**CITY OF SAN MATEO
RESOLUTION NO. ____ (2024)**

**APPROVING AN ALTERNATIVE PURCHASING PROCEDURE FOR A PURCHASE ORDER WITH CDW GOVERNMENT,
LLC FOR THE PURCHASE OF REPLACEMENT NETWORK SWITCHES
(\$328,484.49)**

WHEREAS, the City replaces network switches once they have exceeded their operational lifespan; and

WHEREAS, City staff have determined the inventory of network switches that were last replaced in 2016 have reached the end of their operational lifespan per the replacement schedule; and

WHEREAS, the City, as a public sector agency, may participate in Sourcewell Cooperative Purchasing service (Sourcewell) which offers contracts that have been competitively bid and negotiated; and

WHEREAS, CDW Government, LLC (CDW-G) is a participating vendor under Sourcewell; and

WHEREAS, CDW-G offers Juniper brand network switches for sale through Sourcewell; and

WHEREAS, City staff have determined Juniper brand network switches purchased from CDW-G best meets the City's needs because Juniper brand network switches have proven to be of high quality, reliable, full-featured, and with a low hardware failure rate; and

WHEREAS, Municipal Code section 3.60.070(h)(3) provides that the City may use purchasing procedures approved by the City Council if the City Council makes a finding concurrent with the award for the contract that the procedures are in the best interest of the City for the particular contract; and

WHEREAS, based on the above, the Department of Information Technology recommends approval of a purchase order with CDW-G in the amount of \$328,484.49 for Juniper brand network switches.

NOW, THEREFORE, THE CITY COUNCIL OF THE CITY OF SAN MATEO, CALIFORNIA, FINDS and RESOLVES that:

1. This Council action is exempt from CEQA, because it can be seen with certainty that there is no possibility the purchase of replacement network switches may have a significant effect on the environment. (CEQA Guidelines Section 15061(b)(3).)
2. Pursuant to Municipal Code section 3.60.070 (h)(3), the purchase of network switches from CDW-G through Sourcewell is in the best interest of the City because:
 - a. Sourcewell offers competitively priced contracts for goods and services; and
 - b. Sourcewell avoids costs normally associated with the development of highly technical bid specifications, while assuring that competitive prices were received; and
 - c. Purchasing network switches from CDW-G through Sourcewell will result in cost savings for the City.
3. The purchase order to CDW-G in the amount of \$328,484.49 is approved, in accordance with the terms of the Sourcewell Cooperative Purchasing contract number 081419-CDW.
4. The Director of Information Technology is authorized to execute the purchase order in substantially the same form presented on behalf of the City.



Thank you for choosing CDW. We have received your quote.

Hardware Software Services IT Solutions Brands Research Hub

QUOTE CONFIRMATION

STEVE ENGYL,

Thank you for considering CDW•G for your technology needs. The details of your quote are below. **If you are an eProcurement or single sign on customer, please log into your system to access the CDW site.** You can search for your quote to retrieve and transfer back into your system for processing.

For all other customers, click below to convert your quote to an order.

This quote is subject to CDW's Third Party Cloud Services Order Form Terms and Conditions set forth at <https://www.cdw.ca/content/cdwca/en/terms-conditions/third-party-cloud-services-order-form-terms-and-conditions.html>.

Convert Quote to Order

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
NRWL994	1/10/2024	NRWL994	6671948	\$328,484.49

QUOTE DETAILS				
ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
Juniper EX4400 24-Port 10GBase-X Ethernet Switch with 2x100GbE Uplink Mfg. Part#: EX4400-24X Contract: Sourcewell 081419-CDW Tech Catalog (081419#CDW)	1	7373418	\$6,466.00	\$6,466.00
Juniper Networks - power cable - power IEC 60320 C13 to NEMA 5-15 - 8 ft Mfg. Part#: CBL-EX-PWR-C13-US UNSPSC: 26121636 Contract: Sourcewell 081419-CDW Tech Catalog (081419#CDW)	1	1413287	\$25.00	\$25.00
Juniper Networks - power supply - hot-plug redundant - 550 Watt Mfg. Part#: JPSU-550-C-AC-AFO Contract: Sourcewell 081419-CDW Tech Catalog (081419#CDW)	1	6523767	\$289.00	\$289.00
Juniper Networks - expansion module - Gigabit Ethernet 10 Gigabit SFP+ x Mfg. Part#: EX4400-EM-4S Contract: Sourcewell 081419-CDW Tech Catalog (081419#CDW)	1	6493055	\$795.00	\$795.00
Juniper EX4400 48x 1GbE PoE Ethernet Switch Mfg. Part#: EX4400-48P Contract: Sourcewell 081419-CDW Tech Catalog (081419#CDW)	6	6989575	\$4,100.00	\$24,600.00
Juniper Networks power cable Mfg. Part#: CBL-PWR-C15MHITEMPUS UNSPSC: 26121636	6	3221656	\$36.00	\$216.00

QUOTE DETAILS (CONT.)

Contract: Sourcwell 081419-CDW Tech Catalog (081419#CDW)

Juniper Networks - power supply - hot-plug redundant - 1600 Watt	6	6875749	\$629.00	\$3,774.00
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Mfg. Part#: JPSU-1600-C-AC-AFO

Contract: Sourcwell 081419-CDW Tech Catalog (081419#CDW)

Juniper Networks - expansion module - Gigabit Ethernet 10 Gigabit SFP+ x	6	6493055	\$795.00	\$4,770.00
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Mfg. Part#: EX4400-EM-4S

Contract: Sourcwell 081419-CDW Tech Catalog (081419#CDW)

Juniper EX4100 48-Port PoE+ Ethernet Switch	43	7132548	\$3,100.00	\$133,300.00
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Mfg. Part#: EX4100-48P

Contract: Sourcwell 081419-CDW Tech Catalog (081419#CDW)

Juniper Networks power cable - 8 ft	43	4274067	\$25.00	\$1,075.00
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Mfg. Part#: CBL-PWR-C13-US-48P

UNSPSC: 26121636

Contract: Sourcwell 081419-CDW Tech Catalog (081419#CDW)

Juniper Networks - power supply - redundant - 920 Watt	43	4111097	\$549.00	\$23,607.00
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Mfg. Part#: JPSU-920-AC-AFO

UNSPSC: 39121004

Contract: Sourcwell 081419-CDW Tech Catalog (081419#CDW)

Juniper EX4100 24-Port PoE+ Ethernet Switch	19	7132546	\$2,100.00	\$39,900.00
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Mfg. Part#: EX4100-24P

Contract: Sourcwell 081419-CDW Tech Catalog (081419#CDW)

Juniper Networks power cable - 8 ft	19	4274067	\$25.00	\$475.00
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Mfg. Part#: CBL-PWR-C13-US-48P

UNSPSC: 26121636

Contract: Sourcwell 081419-CDW Tech Catalog (081419#CDW)

Juniper Networks - power supply - redundant - 920 Watt	19	4111097	\$525.00	\$9,975.00
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Mfg. Part#: JPSU-920-AC-AFO

UNSPSC: 39121004

Contract: Sourcwell 081419-CDW Tech Catalog (081419#CDW)

Juniper EX4100 12-Port PoE+ Switch	9	7132542	\$1,395.00	\$12,555.00
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Mfg. Part#: EX4100-F-12P

Contract: Sourcwell 081419-CDW Tech Catalog (081419#CDW)

Juniper Networks 40 Gigabit Ethernet Direct Attach Copper Cable - direct at	8	3116981	\$89.00	\$712.00
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Mfg. Part#: EX-QSFP-40GE-DAC50CM

UNSPSC: 26121609

Contract: Sourcwell 081419-CDW Tech Catalog (081419#CDW)

Juniper Networks 40 Gigabit Ethernet Passive Direct Attach Copper Cable - d	2	3136634	\$119.00	\$238.00
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Mfg. Part#: QFX-QSFP-DAC-1M

UNSPSC: 26121609

Contract: Sourcwell 081419-CDW Tech Catalog (081419#CDW)

QUOTE DETAILS (CONT.)

Juniper Networks direct attach cable - 3.3 ft Mfg. Part#: EX-SFP-10GE-DAC-1M UNSPSC: 26121609 Contract: Sourcewell 081419-CDW Tech Catalog (081419#CDW)	33	2154321	\$69.00	\$2,277.00
Juniper Networks direct attach cable - 10 ft Mfg. Part#: EX-SFP-10GE-DAC-3M UNSPSC: 26121609 Contract: Sourcewell 081419-CDW Tech Catalog (081419#CDW)	13	1920589	\$79.00	\$1,027.00
Juniper 10GbE SR SFP+ Transceiver Mfg. Part#: SFPP-10G-SR-C Contract: Sourcewell 081419-CDW Tech Catalog (081419#CDW)	3	6415751	\$48.00	\$144.00
Juniper Networks - SFP+ transceiver module - 10 GigE Mfg. Part#: SFPP-10G-LRT2-C Contract: Sourcewell 081419-CDW Tech Catalog (081419#CDW)	2	6468962	\$79.00	\$158.00
Juniper 1GE-LX SFP Optical Transceiver Mfg. Part#: SFP-1G-LX-C Contract: Sourcewell 081419-CDW Tech Catalog (081419#CDW)	41	7036109	\$41.00	\$1,681.00
Juniper 1Gbps Transceiver Mfg. Part#: SFP-1G-SX-C Contract: Sourcewell 081419-CDW Tech Catalog (081419#CDW)	40	6935948	\$26.00	\$1,040.00
Juniper 1GBase-LH SFP Transceiver Mfg. Part#: SFP-1G-LH-C Contract: Sourcewell 081419-CDW Tech Catalog (081419#CDW)	3	7535027	\$159.00	\$477.00
Juniper 1000Base-T Gigabit Ethernet Transceiver Module Mfg. Part#: SFP-1G-T-C Contract: Sourcewell 081419-CDW Tech Catalog (081419#CDW)	1	7143587	\$60.00	\$60.00
Juniper Networks Mist Wired Assurance and Marvis Virtual Network Assistant Mfg. Part#: SUB-EX24-2S-1Y-N Electronic distribution - NO MEDIA Contract: Sourcewell 081419-CDW Tech Catalog - Software (081419-CDW)	20	6590192	\$329.00	\$6,580.00
Juniper Networks Wired Assurance and Virtual Network Assistant (VNA) - subs Mfg. Part#: SUB-EX48-2S-1Y-N Electronic distribution - NO MEDIA Contract: Sourcewell 081419-CDW Tech Catalog - Software (081419-CDW)	49	6367421	\$495.00	\$24,255.00
Juniper Networks Wired Assurance and Virtual Network Assistant (VNA) - subs Mfg. Part#: SUB-EX12-2S-1Y-N Electronic distribution - NO MEDIA Contract: Sourcewell 081419-CDW Tech Catalog (081419#CDW)	9	6602653	\$229.00	\$2,061.00

These services are considered Third Party Services, and this purchase is subject to CDW's [Third Party Cloud Services Terms and Conditions](#), unless you have a written agreement with CDW covering your purchase of products and services, in which case this purchase is subject to such

other written agreement.

The third-party Service Provider will provide these services directly to you pursuant to the Service Provider's standard terms and conditions or such other terms as agreed upon directly between you and the Service Provider. The Service Provider, not CDW, will be responsible to you for delivery and performance of these services. Except as otherwise set forth in the Service Provider's agreement, these services are non-cancellable, and all fees are non-refundable.

SUBTOTAL	\$302,532.00
SHIPPING	\$0.00
SALES TAX	\$25,952.49
GRAND TOTAL	\$328,484.49

PURCHASER BILLING INFO	DELIVER TO
Billing Address: CITY OF SAN MATEO STEVE ENGLE 330 W 20TH AVE SAN MATEO, CA 94403-1388 Phone: (650) 522-7062 Payment Terms: NET 30-VERBAL	Shipping Address: CITY OF SAN MATEO STEVE ENGLE 330 W 20TH AVE SAN MATEO, CA 94403-1388 Phone: (650) 522-7062 Shipping Method: DROP SHIP-GROUND
	Please remit payments to: CDW Government 75 Remittance Drive Suite 1515 Chicago, IL 60675-1515



Sales Contact Info

Kenny Stoller | (877) 246-8092 | kennsto@cdwg.com

LEASE OPTIONS			
FMV TOTAL	FMV LEASE OPTION	BO TOTAL	BO LEASE OPTION
\$302,532.00	\$8,029.20/Month	\$302,532.00	\$9,296.81/Month

Monthly payment based on 36 month lease. Other terms and options are available. Contact your Account Manager for details. Payment quoted is subject to change.

Why finance?

- Lower Upfront Costs. Get the products you need without impacting cash flow. Preserve your working capital and existing credit line.
- Flexible Payment Terms. 100% financing with no money down, payment deferrals and payment schedules that match your company's business cycles.
- Predictable, Low Monthly Payments. Pay over time. Lease payments are fixed and can be tailored to your budget levels or revenue streams.
- Technology Refresh. Keep current technology with minimal financial impact or risk. Add-on or upgrade during the lease term and choose to return or purchase the equipment at end of lease.
- Bundle Costs. You can combine hardware, software, and services into a single transaction and pay for your software licenses over time! We know your challenges and understand the need for flexibility.

General Terms and Conditions:

This quote is not legally binding and is for discussion purposes only. The rates are estimate only and are based on a collection of industry data from numerous sources. All rates and financial quotes are subject to final review, approval, and documentation by our leasing partners. Payments above exclude all applicable taxes. Financing is subject to credit approval and review of final equipment and services configuration. Fair Market Value leases are structured with the assumption that the equipment has a residual value at the end of the lease term.

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This order is subject to CDW's Terms and Conditions of Sales and Service Projects at <http://www.cdw.com/content/terms-conditions/product-sales.aspx>

For more information, contact a CDW account manager.

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