

**CITY OF EL PASO, TEXAS  
AGENDA ITEM  
DEPARTMENT HEAD'S SUMMARY FORM**

**DEPARTMENT:** Libraries

**AGENDA DATE:** April 26, 2011

**CONTACT PERSON NAME AND PHONE NUMBER:** Dionne Mack-Harvin – Library Director, (915) 543-5413  
Bruce D. Collins – Purchasing Manager, (915) 541-4313

**DISTRICT(S) AFFECTED:** All

**SUBJECT:**

**APPROVE** a resolution / ordinance / lease to do what? **OR AUTHORIZE** the City Manager to do what? Be descriptive of what we want Council to approve. Include \$ amount if applicable.

Request that the Purchasing Manager for Financial Services, Purchasing Division, be authorized to issue purchase orders to Sigma Solutions, Inc. for a Cisco 5508 Series Wireless Controller, and related hardware and licenses. This will be purchased off of Department of Information Resources contract DIR-SSD-1385 at an estimated expenditure of \$106,615.40.

**BACKGROUND / DISCUSSION:**

Discussion of the what, why, where, when, and how to enable Council to have reasonably complete description of the contemplated action. This should include attachment of bid tabulation, or ordinance or resolution if appropriate. What are the benefits to the City of this action? What are the citizen concerns?

The Library is recommending the award of the above to Sigma Solutions, Inc. It is to replace the Cisco 4100 Wireless Controller that currently is supporting 85 Access points (APs) which is reaching its limits of 100 APs and required to support the City's obligation to the ARRA Broadband Technology Opportunities Program (BTOP) Public Computer Center (PCC) grant number 48-42-B10570. This purchase will be done to retrofit the first 34 Public Computer Centers.

**PRIOR COUNCIL ACTION:**

Has the Council previously considered this item or a closely related one?

No

**AMOUNT AND SOURCE OF FUNDING:**

How will this item be funded? Has the item been budgeted? If so, identify funding source by account numbers and description of account. Does it require a budget transfer?

Department: Library  
Amount: \$106,615.40  
Funds Available: Dept # 53150073 – Acct # 508010 – Fund # 07079 – Grant # 48-42-B10570  
Funds Source: ARRA BTOP Virtual Village

**BOARD / COMMISSION ACTION:**

Enter appropriate comments or N/A

\*\*\*\*\*REQUIRED AUTHORIZATION\*\*\*\*\*

**DEPARTMENT HEAD:**

(If Department Head Summary Form is initiated by Purchasing, client department should sign also)

*Information copy to appropriate Deputy City Manager*



**TO:** Bruce D. Collins, Purchasing manager (915) 541-4313

**FROM:** Dionne Mack- Harvin, Library Director (915) 543-5413

**DATE:** March 10, 2011

**RE:** Purchase of software and hardware to retrofit 34 centers as mandated by the ARRA Broadband Technology Opportunities Program (BTOP) Public Computer Centers (PCC) grant number 48-42-B10570 – DIR-SDD-1385.

The Library recommends utilizing the Texas Department of Information Resource (DIR) contract number DIR-SDD-1385 to issue a purchase order to Sigma Solutions, Inc. for the amount of \$106,615.40, to replace the Cisco 4100 Wireless Controller that currently is supporting 85 Access points (APs) which is reaching its limits of 100 APs and required to support the City's obligation to the ARRA Broadband Technology Opportunities Program (BTOP) Public Computer Center (PCC) grant number 48-42-B10570. This purchase will meet the City's obligation to the ARRA Broadband Technology Opportunities Program (BTOP) Public Computer Centers (PCC) grant number 48-42-B10570. This purchase will be done to retrofit the first 34 Public Computer Centers. The following are the factors used to evaluate the use of this procurement program as the best approach:

**1. Is there an urgent need for the product/service? In other words, is time of the essence?**

Yes, there is a grant deadline of June 30, 2011, dictating the purchase of the reference item in order to complete the installation required.

**2. Does the purchase through the Program promote the standardization of equipment?**

Yes, software standardization will continue to be preserved with the use of this purchase.

**3. Does the purchase through the Program support local business? If not, is there a comparable product/service available locally?**

No, Sigma Solutions, Inc. is not a local business, however they are part of the Texas Department of Information Resource (DIR) contract number DIR-SDD-1385.

**4. Do the available vendors have prior work experience and/or familiarity with the City?**

Mayor  
John F. Cook

**City Council**

*District 1*  
Ann Morgan Lilly

*District 2*  
Susie Byrd

*District 3*  
Emma Acosta

*District 4*  
Carl L. Robinson

*District 5*  
Rachel Quintana

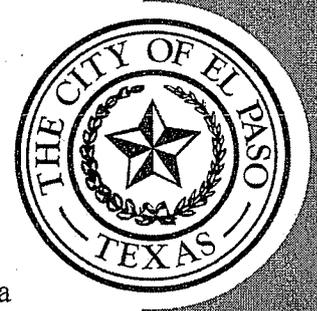
*District 6*  
Eddie Holguin Jr.

*District 7*  
Steve Ortega

*District 8*  
Beto O'Rourke

City Manager  
Joyce A. Wilson





Yes, Sigma Solutions, Inc. has been servicing the City of El Paso for years. It is a reliable vendor whose deliverables are expected to arrive timely to help us meet this and other grant deadlines.

**5. Is the pricing reasonable as compared to other similar products/work performed for the City of El Paso in the past or as quoted from other companies?**

Price reasonableness has been established because the cooperative purchasing agency used a competitive bidding process in the awarding of the contract.

The participation by the City of El Paso in the Texas Department of Information Resource (DIR) Cooperative Purchasing Program was approved by Mayor and City Council on February 27, 2007.

*Mayor*  
John F. Cook

*City Council*

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*District 2*  
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*District 3*  
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*District 8*  
Beto O'Rourke

*City Manager*  
Joyce A. Wilson



Ed Loveless  
 422 E Ramsey Rd.  
 San Antonio, TX 78216  
 (210) 387-3111 (Cell)  
 (210) 348-9124 (FAX)  
 eloveless@sigmasolinc.com

## Sales Quotation

Mike Valencia  
 CITY OF EL PASO  
 2 CIVIC CENTER PLAZA BASEMENT  
 EL PASO, TX 79901

Quote #: 37868  
 Quote Date: 04/13/2011  
 Quote is valid for thirty (30) days only.

Remit to address  
 Sigma  
 PO Box 792766  
 San Antonio, TX 78279-2766

Line	Product Number	Description	Cat	Qty	Unit Price	Extended Price
1	*	TEXAS DIR CONTRACT # DIR-SSD-1385				
2	*	TEXAS DIR VENDOR ID 1742893658100				
3	*	Wireless Controller				
4	AIR-CT5508-500-K9	Cisco 5508 Series Wireless Controller for up to 500 APs		1.00	\$58,797.20	\$58,797.20
5	LIC-CT5508-500	500 AP Base license		1.00	\$0.00	\$0.00
6	LIC-CT5508-BASE	Base Software License		1.00	\$0.00	\$0.00
7	SWC5500K9-70	Cisco Unified Wireless Controller SW Release 7.0		1.00	\$0.00	\$0.00
8	AIR-PWR-CORD-NA	AIR Line Cord North America		1.00	\$0.00	\$0.00
9	CON-SNT-CT08500	SMARTNET 8X5XNBD Cisco 5508 Series		1.00	\$6,636.00	\$6,636.00
10	*	ACE				
11	AIR-MSE-3350-K9	MSE Hardware SKU		1.00	\$11,197.20	\$11,197.20
12	AIR-CAS-1KC-K9	Context Aware Engine for Clients License For 1K Clients		1.00	\$1,400.00	\$1,400.00
13	AIR-MSE-PAK	Mobility Services Configurable PAK		1.00	\$0.00	\$0.00
14	AIR-PWR-CORD-NA	AIR Line Cord North America		2.00	\$0.00	\$0.00
15	SWMSE3350K9-60	Cisco 3350 Series Mobility Services Engine SW Release 6.0		1.00	\$0.00	\$0.00
16	CON-SNT-A3350K9	SMARTNET 8X5XNBD MSE Hardware SKU		1.00	\$1,264.00	\$1,264.00
17	CON-SAU-A1KCK9	SW APP SUPP + UPGR Context Aware Engine for Clients License		1.00	\$395.00	\$395.00
18	CON-SAU-AMSEPAK	SW APP SUPP + UPGR Mobility Services Configurable PAK		1.00	\$0.00	\$0.00
19	*	AP				
20	AIR-CAP3502I-A-K9	802.11a/g/n Ctrlr-based AP w/CleanAir; Int Ant; A Reg Domain		5.00	\$725.20	\$3,626.00
21		Cisco 3500 Series IOS Wireless LAN Controller-based Recovery		5.00	\$0.00	\$0.00
22		1040/1140/1260/3500 Low Profile Mounting Bracket (Default)		5.00	\$0.00	\$0.00
23		Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)		5.00	\$0.00	\$0.00

24	SMARTNET 8X5XNBD 802.11a/g/n Ctrlr-based AP w/CleanAir; I	5.00	\$104.00	\$520.00
26	Wireless Implementation by SOW	1.00	\$6,780.00	\$6,780.00
27	US ONLY 10 PREPAID TRAINING CREDIT REDEEM W/CISCO LEARN PARTNER	16.00	\$1,000.00	\$16,000.00
<b>Total</b>				<b>\$106,615.40</b>

Accepted by: \_\_\_\_\_ Date: \_\_\_\_\_ PO#: \_\_\_\_\_

- \* Quotes are valid for 30 days from the quote date.
- \* Ground shipping is at no charge.
- \* Applicable taxes are the responsibility of the customer, and will be added at the time of invoicing unless a valid resale or exemption is on file at the Company's corporate office.
- \* Please include Company Remit To address on purchase order.
- \* Cancellation and/or restocking fees may apply if the order is cancelled or changed after the purchase order is received.
- \* Returns: RMA# must be issued prior to return. Software must be unopened with original manufacturer seal unbroken.
- \* Lease pricing may be available. Contact your sales representative for more information.
- \* All quotes are in US Dollars.

**EXECUTIVE SUMMARY**  
**2011-234 – CISCO EQUIPMENT – LIBRARY (BTOP Grant)**  
**VENDOR: SIGMA SOLUTIONS INC.**

<b>NATURE OF ITEM: (ONE TIME, COOP PURCHASE)</b>	- DIR CO-OP Purchase (Contract: DIR-SDD-1385) from Sigma Solutions to upgrade routing equipment for the BTOP Project.
<b>TOTAL ESTIMATED AMOUNT:</b>	\$106,615.40
<b>LOCATION OF VENDOR</b>	San Antonio, TX
<b>PRINCIPLE STRENGTHS</b>	<ul style="list-style-type: none"> <li>- Sigma Solutions Inc. has provided similar services and equipment before with a good working history with the city.</li> <li>- Cost effective COOP pricing</li> </ul>
<b>PREVIOUS AND EXISTING CONTRACTS (SAME VENDOR)</b>	Item 2011-071 was approved by City Council on November 2, 2010 Item 7B for an upgrade to the City's Firewall. The award was for \$115,528.12 and was through DIR Contract DIR-SDD-1385 and with Sigma Solutions, Inc.
<b>VENDOR PERFORMANCE HISTORY</b>	No known issues – good working history and service response
<b>PRICE REASONABLENESS (COMPARED TO PREVIOUS OR COOP CONTRACT)</b>	<ul style="list-style-type: none"> <li>- DIR states that price reasonableness was determined by use of a competitive bidding process and comparing pricing received from various vendors and selecting the overall lowest bidder.</li> <li>- The City receives a 44% discount off of list price per the DIR contract. The price would otherwise be \$190,384.64.</li> </ul>
<b>OTHER INFORMATION</b>	- Items recommended by City/County IT