

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

**DEPARTMENT:** Information Technology

**AGENDA DATE:** June 22, 2010

**CONTACT PERSON NAME/PHONE:** Art Armas, 541-4288 Terrence Freiburg, 541-4188

**DISTRICT(S) AFFECTED:** ALL

**SUBJECT:**

Request that the Purchasing Manager, Financial Services, Purchasing Division be authorized to issue a Purchase Order to Calence, LLC, dba Insight Networking, a State Department of Information Resources (DIR) contractor under DIR State Contract DIR-SDD-235 in the amount of \$1,035,165.76 for a WAN optimization appliance to improve and accelerate application performance across the wide-area network (WAN) at City Hall, Police Department (12 sites), Health Department (11 Sites), Parks & Recreation (2 sites), Armijo, Dorris Van Doren, Esperanza Acosta Moreno, Richard Burgess Libraries and the El Paso Archeology Museum and the El Paso History Museum.

**BACKGROUND / DISCUSSION:**

The City's wide-area network (WAN) infrastructure can use WAN optimization solutions like application acceleration and bandwidth optimization to improve productivity across the wide-area network. This improves performance across the network typically by 5 to 50 times while reducing WAN bandwidth utilization by 65 to 95%. WAN optimization also gives users the ability to measure and alleviate problems and adjust to future needs. In addition, this solution is an alternative to fiber optic cabling which can be costly especially in areas where fiber optics only supports a small number of users.

**PRIOR COUNCIL ACTION:**

No

**AMOUNT AND SOURCE OF FUNDING:**

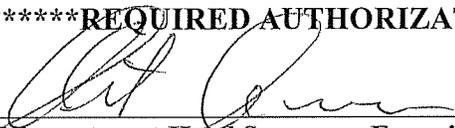
Amount: \$1,035,165.76; 2010 Certificates of Obligation; 508010-27269-14400200-PCP10 IT02

**BOARD / COMMISSION ACTION: N/A**

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*

PROJECT FORM

PROJECT: State DIR Technology Purchases DATE: June 7, 2010
SOLICITATION NO: DIR Contract DIR-SDD-235 DEPARTMENT: Information Technology
BUDGET NO: 508010 -27269-14400200-PCP10 IT02
FUNDING SOURCE: 2010 Certificates of Obligation
REPRESENTATIVE DISTRICT(S): All

RECOMMENDATION: Vendor: Calence, LLC, dba Insight Networking, Tempe, AZ
Item: N/A
Amount: \$1, 035,165.76

Request that the Purchasing Manager, Financial Services, Purchasing Division be authorized to issue a Purchase Order to Calence, LLC, dba Insight Networking, a State Department of Information Resources (DIR) contractor under DIR State Contract DIR-SDD-235 in the amount of \$1,035,165.76 for a WAN optimization appliance to improve and accelerate application performance across the wide-area network (WAN) at City Hall, Police Department (12 sites), Health Department (11 Sites), Parks & Recreation (2 sites), Armijo, Dorris Van Doren, Esperanza Acosta Moreno, Richard Burgess Libraries and the El Paso Archeology Museum and the El Paso History Museum.

Participation by the City of El Paso in the Department of Information Resources (DIR) Program was approved by City Council on February 27, 2007.

COUNCIL APPROVED [ ] REJECTED [ ] MUNICIPAL CLERK \_\_\_\_\_

APPROVED:

COUNCIL MEETING DATE: June 22, 2010

Handwritten signature of Terrence Freiburg
Terrence Freiburg
Purchasing Manager
Information Technology

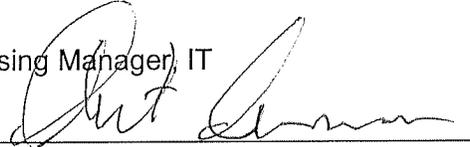
*Dedicated to Outstanding Customer Service for a Better Community*

SERVICE SOLUTIONS SUCCESS



To: Terrence Freiburg, Purchasing Manager, IT

From: Art Armas, IT Director

  
Authorized Signature

Date: June 7, 2010

Re: Texas Department of Information Resources, Contract DIR-SDD-235.

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

The Information Technology Department recommends the purchase of a WAN optimization appliance to improve and accelerate application performance across the wide-area network at 32 facilities across the City.

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

*Yes, the Riverbed appliance will optimize the WAN connection which will increase network and application response time especially at sites which currently have only one T1 line.*

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

*Yes, both Riverbed appliance and mobile client will be standard items within the City Network Infrastructure.*

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

*No, the manufacture does not have a local presence; the Riverbed product requires an authorized partner which at this time does not exist in the local surrounding area.*

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

*Yes, the vendor does have working experience with the City network, during our evaluation period and is familiar via documentation provide to the vendor.*

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

*Yes, price reasonableness has been established because the cooperative purchasing agency used a competitive purchasing process in the awarding of this contract.*

The participation by the City of El Paso in the Texas Department of Information Resources was approved by Mayor and City Council on February 27, 2007. The standard factors used to determine the use of a Cooperative Purchasing program were approved City Council on June 24, 2008.

All

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**Calence, LLC, dba Insight Networking**

<b>URL</b> <a href="#">Vendor Website</a>	<b>DIR Contract Number</b> DIR-SDD-235
<b>Vendor ID</b> 1203791623100	<b>Contract Term End Date</b> 7/12/2010
<b>HUB Type</b> Non HUB	<b>Contract Exp Date</b> 7/12/2010
<b>E-Rate Qualified</b>	

**Calence, LLC, dba Insight Networking DIR**

<b>Contact</b> <a href="#">Jerry Martin</a>	<b>Contact</b> <a href="#">Lisa Maldonado</a>
<b>Phone</b> (512) 691-2015	<b>Phone</b> (512) 463-5662
<b>Fax</b> 512-691-9480	<b>Fax</b> (512) 475-4759

**Contract Overview**

[Get Adobe Reader](#)

**Contract:** [DIR-SDD-235](#)

**[Standard Terms and Conditions PDF - 166 KB](#)**

This appendix contains the standard DIR Terms and Conditions for the contract as of the date identified. Any initial exceptions to these Terms will be contained in the original contract. All subsequent changes or updates to the Terms and Conditions will be reflected in contract amendments.

**[HUB Subcontracting Plan \(HSP\) PDF - 176 KB | Updated 02/10/2010](#)**

The purpose of the HUB Program is to promote full and equal business opportunities for all businesses in State contracting in accordance with the goals specified in the State of Texas Disparity Study. The HSP identifies all authorized resellers and/or all subcontractors performing services.

**[Pricing PDF - 22 KB | Updated 02/10/2010](#)**

Pricing for available products and/or services under this contract are limited to those identified in the appendix.

**How to Order**

1. For product and pricing information, visit the Calence, LLC, dba Insight Networking website or contact Jerry Martin at (512) 691-2015.
2. Generate a purchase order, made payable to Calence, LLC, dba Insight Networking. You must reference Contract Number **DIR-SDD-235** on your purchase order.
3. Fax your purchase order and quote form to Calence, LLC, dba Insight Networking at 512-691-9480.
4. Or send to:  
Calence, LLC  
1130 Rutherford Lane, Building 2, Suite 208  
Austin, Texas 78753

**Available Brands**

- American Power Conversion
- AMP - Tyco Electronics
- Avaya
- Bluesocket
- Calence
- Cisco Networks

**Available Products & Services**

- Cabling Services
- Networking Equipment

**Additional Contract Information**

- [Amendment 1 \(50 KB\)](#)
- [Amendment 2 \(46 KB\)](#)
- [Amendment 3 \(23 KB\)](#)

**Reseller Vendor Contacts**

There are no resellers associated with this contract

- [Capitol Complex Directory](#)
- [Statewide Search](#)
- [Sponsored Sites](#)
- [Planned Procurement Schedule](#)

- [Document Library](#)
- [SAO Fraud Reporting](#)
- [Homeland Security](#)
- [Sunset Review Notification](#)

- [FAQs](#)
- [Site Policies](#)
- [Site Map](#)
- [Job Postings](#)

**Dept. of Information Resources**  
300 W. 15th St. Ste. 1300  
Austin, TX 78701 MAP  
512.475.4700