 Committee Report

# Report ITR-CW-04-17

**To**: Warden Barfoot and Members of Grey County Council

**From**: Jody MacEachern, A/Director of IT

 **Sharon Melville, Buyer**

**Meeting Date:** November 9, 2017

**Subject: RFT-IT-01-17 Award of Routers**

**Status**: Recommendation adopted by Committee as presented per Resolution CW242-17; Endorsed by County Council November 23, 2017 per Resolution CC65-17;

## Recommendation

1. **That Report ITR-CW-04-17 regarding tender award recommendations for RFT-IT-01-17 be received and that the tender be awarded to Dell Canada Inc. for the bid amount of $92,270.00 excluding HST; and**
2. **That the funds be drawn from the IT General Reserve.**

## Background

ITR-CW-03-17, reviewed by Council September 28, 2017, provided staff with direction to proceed with procurement of routers.

The router tender was posted to the County Website from October 6 to October 25, 2017 (closing date).

There were ten bids with results listed below. The bid prices do not include HST.

| **#** | **Name of Bidder** | **Total Bid (Excl. taxes)** |
| --- | --- | --- |
|  | Beartech Solutions Inc. | $121,512.00 |
|  | CDW Canada (1st solution) | $120,350.00 |
|  | CDW Canada (2nd solution) | $162,142.55 |
|  | Cloud Managed Networks | $97,950.00 |
|  | Compugen Inc. | $295,121.00 |
|  | Dell Canada Inc. | $88,245.00 |
|  | End to End Networks Inc. | $149,081.14 |
|  | Infinity Network Solutions | $419,078.00 |
|  | M2M Access | Non-Compliant |
|  | PCM Canada | $197,558.58 |

The tender contained the requirement to purchase 26 routers for all of the County owned locations and 4 back up routers for the Administration Building and the 3 Long Term Care Homes. The backup routers allow for automatic failover to secondary internet connections when a primary internet connection becomes unavailable.

Standardizing routers addresses concerns raised by both the current IT Strategy and the recent security assessment. New routers will replace aging hardware, consolidate management into a single management console, and also significantly improve network security.

Along with Dell’s bid, came an additional option for a SonicWALL SMA 400 Appliance. This option gives IT staff fine-grained control over virtual private network (VPN) access; restricting not just on user-credentials but also on approved devices. It also gives IT staff the added benefit of being able to use the appliance to consolidate an older server into this system that is much easier to use.

## Financial / Staffing / Legal / Information Technology Considerations

The additional option of the SonicWALL SMA 400 Appliance will reduce the bid price by $595.00 by removing the SonicWALL Firewall SSL VPN 100 User License at the Administration Building Site and will add $4,620 to the total bid price.

| **Item** | **Dell Canada Inc. Bid Amount** |
| --- | --- |
| Router Compliment | $87,650.00 |
| Sonic WALL SMA 400 Appliance | $4,620.00 |
| **TOTAL excl. HST** | **$92,270.00** |

The total tendered amount including non-refundable HST, is $93,893.95 and will be drawn from the IT General reserve.

## Link to Strategic Goals / Priorities

The Values Statement of the approved Corporate Strategic Plan includes fiscal responsibility. Consistent application of the purchasing policy requirements focuses on the commitment to ensure effective and efficient processes, which offer prudent use of public funds.

Respectfully submitted by,

Jody MacEachern, A/Director of IT

Sharon Melville, Buyer

Director Sign Off: xxxxxxxxxxxxxxxxxxxxxxxxxxxx