

Date of Action: 6/27/16	
Approved <input checked="" type="checkbox"/>	Denied <input type="checkbox"/>
By: <i>[Signature]</i>	

CITY COUNCIL ACTION MEMORANDUM

AM No. 16-21: Contract Award to TekMate, LLC in the amount of \$197,755 to supply and install new computers and servers at the new library.

Originator: Public Works Director

Date: June 16, 2016

Agenda of: June 27, 2016

Route to:	Department Head	Signature	Date
X	Public Works Director	<i>[Signature]</i>	6/16/16
X	Finance Director	<i>[Signature]</i>	6-14-16
X	Deputy Administrator	<i>[Signature]</i>	6/16/16
X	City Clerk	<i>[Signature]</i>	6/20/16

Reviewed by Mayor Bert L. Cottle: *[Signature]* 6-19-2016

Fiscal Impact: yes \$197,755 **Funds Available:** yes

Account name/number: New Library/110-4550-455.45-03

Attachments: Proposal (5 pages)

Summary Statement: This contract award is in two parts; one to supply computer equipment at or below NASPO/WSCA government contract pricing, and two for the installation of the computer equipment through the city's existing labor contract with TekMate on an hourly basis.

This project includes the purchase and installation of 2 servers, 37 desktop computers, 23 laptop computers, and other associated equipment for a 60 user VMware/Nimble computer network for the new library.

Staff Recommendation: Adopt AM No. 16-21.

June 15, 2016

City of Wasilla
Attention: Archie Giddings, P.E., Public Works Director/City Engineer/Grants Administrator/Project Manager
290 E. Herning Ave
Wasilla, AK 99654

Subject: Computer IT network, Services & Support (REV2)

Dear Mr. Giddings,

Thank you for allowing TekMate to provide City of Wasilla with the revised quote 18077, and time to submit the enclosed 60 user VMware/Nimble computer and network. Please replace 17992 with the NEW quote 18077. Quote 18069 (Labor) remains unchanged. We are submitting the enclosed quote based on **NASPO, WSCA or lowest cost** expected proposal to help you with your computer (hardware & software) network.

This includes all desktops and laptops with STD or PRO Office 2016, servers/data array and infrastructure – for a specifically design wireless network. The design will use off the shelf, standard IT components with next business day support. As well as engineered per your needs, a complete IT Computer and Support. We've included recommendations for an efficient, longevity and standard network and infrastructure. This response is free of the numerous pages of technical boilerplate, which has become all too common.

Instead, we intend to build upon our partnership between City of Wasilla Library, and TekMate/Alaska Communications. We will bring some distinct advantages to the process of meeting your needs for telecommunications, technology, managed services, support and services:

- TekMate as a small-size firm (60 staff), we have the flexibility and responsiveness to meet all your needs. We offer you the level of service and commitment that the national firms save for their largest clients.
- At the same time, we have the resources, specialized knowledge, and experience to handle complex problems or projects quickly.
- Senior partners of our firm will be directly involved in providing you with superior Information Technology Support Services.
- We provide the highest quality services at a cost-effective price. And all the service and support you could ever need are available locally.

When you consider the 4 factors of expertise, professionalism, experience and overall value, you come to one inescapable conclusion: TekMate is the best choice for City of Wasilla Library.

We look forward to working with you.

Sincerely,

Christian Enslin
Technical Account Manager
907-375-1134

Steven Alden
Solutions Architect
907-375-1150

TekMate, LLC.

Phone: 907-561-6283
 Fax: 907-375-1188
 600 Telephone Ave. MS#13-TP
 Anchorage, AK 99503



Quote
 No.: **18077**
 Date: 06/15/2016

Prepared for:
 Lyn Carden
 City of Wasilla Library

 Wasilla, AK USA

Prepared by: Steve Alden
 Account No.: 1205

 Job: Project

Qty.	Description	List	UOM	Sell	Total
ITEM A.					
Dell Quote 1024244855044.1					
Dell Contract Code: 74777					
Customer type: SLED					
Client: Library City					
20.00	Dell OptiPlex 9020 Small Form Factor, i5, 4GB, 500GB, DVD, W10 (Patron Use)	\$0.00	EA	\$702.09	\$14,041.80
20	Dell Monitor	\$0.00	EA	\$155.56	\$3,111.20
17.00	Dell OptiPlex 9020 Small Form Factor CTO, i5, 8GB, 1TB, DVD, W10, 3yr NBD (Staff Use)	\$0.00	EA	\$702.09	\$11,935.53
17	Dell Monitor	\$0.00	EA	\$155.56	\$2,644.52
23.00	DELL LATITUDE E5470, i5, 8GB, 500GB, Wireless, W7, 3yr NBD (Staff Use) (no external monitor)	\$0.00	EA	\$953.41	\$21,928.43
43	OLP GOVT OFFICE STD 2016 NL (MS/GOV)	\$297.00	ea	\$297.00	\$12,771.00
17	OLP GOVT OFFICE PRO PLUS 2016 NL (MS/GOV)	\$405.00	ea	\$405.00	\$6,885.00
Computing - Servers- Data etc.					
2.00	Quote SLED 1021718558740.1 PowerEdge R530 Server, Xeon E5, 64GB, RAID5, iDrac, DVD, 500GB, Dual PS, WS2012 VMware ESXi 5.5, 3yr NBD	\$0.00	EA	\$11,433.33	\$22,866.66
70	WINSVRCAL 2012 SNGL OLP NL DVC CAL	\$30.00	ea	\$27.60	\$1,932.00
DATA:					
Contract: NASPO-WSCA					
Contract # MNWNC-122					
1	8TB Raw, 4-9TB Usable, 160GB Flash Cache, 4x1 GigE, High Perf Ctr	\$31,000.00	EA	\$15,327.78	\$15,327.78
1	NBD Serv/Softw Support for 210; 24x7, 1 Yr	\$2,470.00	EA	\$2,071.11	\$2,071.11
ITEM B.					
Watchguard Firewall/Router					
Type: Commercial					
Price: less than CDW-G					
1	3YR FIREBOX M400 UTM STE INCLUDES APPLIANCE	\$7,035.00	ea	\$5,901.59	\$5,901.59
ITEM C.					

Quote

No. : **18077**

Date: 06/15/2016

Qty.	Description	List	UOM	Sell	Total
Wireless:					
Contract: NASPO-WSCA Contract					
Aruba Networks Contract Number AR608					
7	Aruba Instant IAP-205 Wireless Access Point, 802.11n/ac, 2x2:2, dual radio, integrated antennas ? Restricted regulatory domain: United States	\$695.00	EA	\$451.00	\$3,157.00
7	ARUBA NETWORKS, INC. : NBD SUPPORT FOR IAP-205-US (1 YEAR)	\$32.99	EA	\$27.62	\$193.34
1	Aruba Instant IAP-215 Wireless Access Point, 802.11n/ac, 3x3:3, dual radio, integrated antennas ? Restricted regulatory domain: United States	\$995.00	EA	\$757.41	\$757.41
1	1YR NBD SUP FOR IAP-215-US	\$39.80	EA	\$38.90	\$38.90
ITEM D.					
HPE-NASPO VP Data Communications Contract #4322000-WSCA-14-ACS as of 05/2016					
2	2920-48G-POE+ SWITCH	\$4,699.00	EA	\$2,560.00	\$5,120.00
96	CAT6 7FT Patch Cable - BLUE (Match CGWG 31345)	\$0.00	EA	\$5.95	\$571.20

Your Price: \$131,254.47

Total: \$131,254.47

TekMate, LLC.

Phone: 907-561-6283
 Fax: 907-375-1188
 600 Telephone Ave. MS#13-TP
 Anchorage, AK 99503



Quote
18069
 No.:
 Date: 6/14/2016

Prepared for:

Prepared by: Steve Alden

Account No.: 1205

City of Wasilla Library

Job: Project

Wasilla, AK USA

Quantity	Item ID	Description	UOM	Discount	Sell	Total
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ITEM A

LABOR

Desktops/Laptops:

Preconfigure/Stage (shop) 1hr each

Setting, plugin and tuning on, verify operation (onsite) .5hr each.

Patch cord, review device config to server, verify Cassie (on-site) 1hr each

60	LABOR	Labor Assembly	HR	\$0.00	\$437.50	\$26,250.00
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Each assembly includes

Qty.	Item ID	Description	UOM	Sell	Total
2.50	4015002	System Administrator - Tier 2	HR	\$150.00	\$375.00
0.50	4011009	Project Management	HR	\$125.00	\$62.50

LABOR

Servers:

Preconfigure/Stage (shop) 32hr each

Setting, plugin and tuning on, verify operation (onsite) 8hr each.

Review server & config, verify Cassie (shop/on-site) 16hr each

2	LABOR	Labor Assembly - Servers w/VMware (60 devices) and CPE Cassie LOB	HR	\$0.00	\$10,300.00	\$20,600.00
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Each assembly includes

Qty.	Item ID	Description	UOM	Sell	Total
40.00	4015002	System Administrator - Tier 2	HR	\$150.00	\$6,000.00
16.00	4015006	Project Engineer	HR	\$175.00	\$2,800.00
12.00	4011009	Project Management	HR	\$125.00	\$1,500.00

ITEM B.

LABOR:

Firewall design

(1) devices

Preconfigure/stage (shop) 12hrs

Mount, plug in, verify operation 8hrs

Configure 2VPNS 4hrs

**Configure for 20MB (work with ISP) 4hrs
and 60 users.**

1	LABOR	Labor Assembly	HR	\$0.00	\$4,700.00	\$4,700.00
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Each assembly includes

Qty.	Item ID	Description	UOM	Sell	Total
28.00	4015002	System Administrator - Tier 2	HR	\$150.00	\$4,200.00
4.00	4011009	Project Management	HR	\$125.00	\$500.00

ITEM C.

Quote

No.: 18069

Date: 6/14/2016

Quantity	Item ID	Description	UOM	Discount	Sell	Total
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LABOR:
Wireless design
(8) devices
Mount, plug in, verify operation
IAP - configure for 20MB and 100 users.

8	LABOR	Labor Assembly	HR	\$0.00	\$543.75	\$4,350.00
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Each assembly includes

Qty.	Item ID	Description	UOM	Sell	Total
3.00	4015002	System Administrator - Tier 2	HR	\$150.00	\$450.00
0.75	4011009	Project Management	HR	\$125.00	\$93.75

ITEM D.

LABOR:
48P POE managed switches design
(2) devices
Preconfigure/stage 16hr each
Mount, plug in, verify operation 8hr each

2	LABOR	Labor Assembly	HR	\$0.00	\$4,100.00	\$8,200.00
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Each assembly includes

Qty.	Item ID	Description	UOM	Sell	Total
24.00	4015002	System Administrator - Tier 2	HR	\$150.00	\$3,600.00
4.00	4011009	Project Management	HR	\$125.00	\$500.00

LABOR:
48P POE managed switches design
Install patch cords X patch panel
(60) desktops/laptops
(2) servers
(1) Firewall
(8) wireless
(71) connections & (1) ISP 16hr

1	LABOR	Labor Assembly	HR	\$0.00	\$2,400.00	\$2,400.00
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Each assembly includes

Qty.	Item ID	Description	UOM	Sell	Total
16.00	4015002	System Administrator - Tier 2	HR	\$150.00	\$2,400.00

Your Price: \$66,500.00

Total: \$66,500.00

Prices are firm until 6/30/2016

Terms: Net 30

Prepared by: Steve Alden, steve.alden@tekmate.net

Date: 6/14/2016

Scope of Work:

- Design per email 6/1/2016 requirements.
- Install based on standard TekMate setup
- Modifications will result in additional cost to client.
- Standard TekMate setup for desktops, laptops and servers.
- All infrastructure setup for basic LAN
- Client to provide CPE Cassie LOB (basic/standard setup)
- Data backup to be provided by City of Wasilla IT Group.