

Date ..... November 21, 2011 .....

WHEREAS, the IT Department requested the Finance Department, Procurement Division to solicit bids to provide annual maintenance and support services for CISCO network equipment hardware and software for a three year period payable annually; and

WHEREAS, the Procurement Division solicited bids by advertisement and mailing Invitation to Bid V12-031 to ten (10) potential bidders with four (4) bids received; and

WHEREAS, the low dollar compliant bid was received from Pomeroy IT Solutions, 11105 Aurora Ave., Urbandale, IA 50322 (Chris Froman/President), at a total cost of \$167,460.86 per year, or \$502,382.58 for three years; and

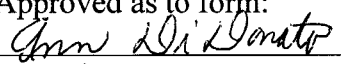
WHEREAS, funding is available from IFT010100/Infrastructure Management; and

WHEREAS, the Procurement Administrator and the IT Department recommend approval of the low dollar compliant bid.

NOW THEREFORE BE IT RESOLVED, that the Des Moines City Council hereby accepts and approves the low dollar compliant bid for annual maintenance and support services for CISCO network equipment hardware and software as submitted by Pomeroy IT Solutions at a total cost of \$167,460.86 annually for a period of three years; and

BE IT FURTHER RESOLVED that the IT Director is hereby authorized and directed to execute any necessary implementing agreements, subject to approval as to form by the Legal Department, and to direct payment for the remaining two years of support at \$167,460.86 per year.

Moved by \_\_\_\_\_ to adopt

Approved as to form:  
  
 Ann DiDonato  
 Assistant City Attorney

(Council Communication No. 11-722)

COUNCIL ACTION	YEAS	NAYS	PASS	ABSENT
COWNIE				
COLEMAN				
GRIESS				
HENSLEY				
MAHAFFEY				
MEYER				
MOORE				
TOTAL				

**CERTIFICATE**

I, DIANE RAUH, City Clerk of said City hereby certify that at a meeting of the City Council of said City of Des Moines, held on the above date, among other proceedings the above was adopted.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed my seal the day and year first above written.

MOTION CARRIED APPROVED

\_\_\_\_\_  
 Mayor

\_\_\_\_\_  
 City Clerk

CITY OF DES MOINES - DEPARTMENT OF FINANCE - PURCHASING DIVISION

Annual Cisco Maintenance and Support

Bid No. V12-031

Information Technology

Opened: 10/10/11

Opened by: mv

Req. # -

<p>Bidder Address City Terms FOB: Delivery:</p>	<p>Pomeroy IT Solutions 11105 Aurora Avenue Urbandale, IA 50322</p>	<p>Vital Support Systems 11191 Aurora Avenue Adel, IA 50003 Net 30</p>	<p>Insight Public Sector, Inc. 444 Scott Drive Bloomington, IL 60100 Net 30</p>	<p>Sirius Computer Solutions 2600 Westown Parkway, Suite 210 West Des Moines, IA 50266</p>
	5 days	2 weeks	7 - 10 days	30 days

Cisco Maintenance and Support

One Year Coverage One Time Payment  
Three Year Coverage One Time Payment

\$185,440.54  
\$486,482.87

\$189,536.97  
\$535,328.69

N/A  
\$490,926.51

\$182,185.00  
N/A

Three Year Coverage Payable Annually: First Year  
Second Year  
Third Year

\$167,460.86  
\$167,460.86  
\$167,460.86  
**\$502,382.58**

\$178,442.89  
\$178,442.89  
\$178,142.91  
\$535,328.69

\$168,502.17  
\$168,502.17  
\$168,502.17  
\$505,506.51

\$168,384.89  
\$168,384.89  
\$168,384.89  
\$505,154.67

Total

NO BIDS FROM:  
CDW-G  
EmbarcIT, Inc.

NO RESPONSE FROM:  
Alexander Open Systems  
Atlantix Global Solutions  
Cisco  
IP Pathways