



FORTFRANCES
BOUNDLESS

PURCHASE OF NETWORK SWITCHES

**ADMINISTRATIVE
REPORT**

Date: 2022-03-28
From: Jeremy Hughes, Information Technology Manager
To: Committee of the Whole
File Number: 2022-COTW-1006

1. ISSUE

- (1) Purchasing network switches and required networking accessories to fulfill stages of various projects approved in the 2022 Capital Budget

2. ADMINISTRATIVE RECOMMENDATION

It is the recommendation of the Information Technology Manager:

THAT Council of the Town of Fort Frances authorize the purchase of network switches from Compugen Inc. at a cost of \$160,599.64, including the Town's portion of HST.

3. STRATEGIC IMPACT

Objective 19 of the *Strategic Plan* proposes improving information technology capacity. The *Network Upgrades* project builds network capacity, speed, and redundancy by adopting a homogenized core network topology based on industry best practices.

Objective 20 of the *Strategic Plan* proposes developing a disaster recovery plan. The *Disaster Recovery* project builds redundant capacity for network operations at a remote site that can be operated in response to a catastrophic failure of primary systems.

Objective 23 of the *Strategic Plan* proposes working with community partners to address social issues more effectively. The *Downtown Core Video Surveillance Upgrade* project addresses community safety concerns by enhancing video surveillance capabilities throughout the downtown core of Fort Frances to support the Ontario Provincial Police's vision for safe communities and a secure Ontario.

Efficiencies will be achieved by consolidating the procurement of network switches and required networking accessories for these projects into a single process.

4. OPTIONS & ALTERNATIVES

- (1) Authorize the purchase of network switches and required networking accessories from Compugen Inc. at a cost of \$160,599.64, including the Town's portion of HST, and in compliance with a resolution of Council from November 23rd, 2020 detailing *Collaborative Sourcing*.
- (2) Deny the purchase of network switches and required networking accessories.

5. HISTORY

On January 31st, 2022, capital expenditures for new and carryover projects were approved, including the purchase of network switches for the *Network Upgrades* project, the *Disaster Recovery* project, and the *Downtown Core Video Surveillance Upgrade* project.

6. ANALYSIS

This purchase is funded through a Provincial Grant, out of the Modernization Fund and out of the Corporate Projects Reserve. Some items are funded and independently capitalized by the Fort Frances Power Corporation.

As per a report to Council approved on November 23rd, 2020 detailing *Collaborative Sourcing*, quotes have been obtained, without the need for a formal Tender or Request for Proposal, from the following qualified vendors:

- CDW Canada Corp.
- Compugen Inc.
- Integra Data Systems Corporation

Each vendor has quoted pricing for identically specified network switches and required networking accessories, including:

- 6x Aruba 6300M Access switches
- 4x Aruba 8360-1 2C Core switches
- 2x Aruba 8360-16Y2C Access switches
- Various fibre and copper cables
- Various fibre and copper transceivers

Hardware warranties are included for at least 5 years on all switches.

Compugen quoted the lowest price as shown in the attached *Quotation Analysis*. The total cost is below the total approximate budget for the applicable stages of each project as shown in the attached *Proposed Budget Allocations*.

7. CONSULTATION

- Systems engineers provided by the manufacturer of the network switches
- Data centre team provided by the manufacturer of the servers
- Systems team provided by the manufacturer of the firewalls
- Administration of the Fort Frances Power Corporation

8. SUPPORTING DOCUMENTS

- (1) Quotation Analysis
- (2) Proposed Budget Allocations

QUOTATION ANALYSIS

Vendor	CDW	Compugen	Integra
6300M Access Switches	\$55,513.38	\$51,367.68	\$55,906.20
8360-12C Core Switches	\$55,925.80	\$52,349.60	\$56,951.52
8360-16Y2C Access Switches	\$25,852.34	\$23,898.02	\$25,998.82
Cables	\$9,501.73	\$9,043.83	\$8,853.53
Transceivers	\$23,681.74	\$21,162.84	\$22,851.72
Subtotal	\$170,474.99	\$157,821.97	\$170,561.79
Town's Payable Tax (1.76%)	\$3,000.36	\$2,777.67	\$3,001.89
Total Cost	\$173,475.35	\$160,599.64	\$173,563.68
Difference from Low Quotation	\$12,875.71	\$0.00	\$12,964.04
Approximate Budget Allocation	\$161,000.00	\$161,000.00	\$161,000.00
Total Quotation Price (13% HST)	\$192,636.74	\$178,338.83	\$192,734.82

PROPOSED BUDGET ALLOCATIONS

Approved 2022 Capital Project	Fund	Proposed Allocation	Town's Payable Tax (1.76%)	Subtotal	Approximate Budget for Stage	Variance
Disaster Recovery (FFPC)	FFPC	\$25,036.41	\$440.64	\$25,477.05	\$22,500.00	\$2,977.05
Disaster Recovery (Town)	Corporate Projects	\$25,036.41	\$440.64	\$25,477.05	\$22,500.00	\$2,977.05
Downtown Core Video Surveillance Upgrade	Modernization & Provincial Grant	\$11,445.50	\$201.44	\$11,646.94	\$9,000.00	\$2,646.94
Network Upgrades	Corporate Projects	\$96,303.65	\$1,694.94	\$97,998.59	\$107,000.00	-\$9,001.41
Total		\$157,821.97	\$2,777.66	\$160,599.63	\$161,000.00	-\$400.37