



## **DISCUSSION**

In October 2006 the City issued a Request for Proposal to upgrade the City's computer network with our existing equipment. The request included two city hall 'core' switches, two server 'group' switches, fifty-five 'edge' switches, replacement firewall, software to manage this equipment and consulting, design, configuration, and installation services.

The City invited seven companies to participate in this RFP and received proposals from the following:

- Compugen;
- Boardwalk;
- Telus, and
- Bell Canada.

An extensive evaluation process followed that included rating all of the responses against a set of pre-determined and weighted criteria and related costs. These criteria included breadth of experience in similar initiatives, record of achievement, corporate viability, qualifications of personnel, level of relationship with the manufacturer, added value, and references from other organizations, combined with the financial criteria of cost of product, consulting services, and ongoing maintenance. The proposal from Bell Canada was about 2% higher than the lowest bidder. However, the evaluation team selected Bell Canada, as the vendor of choice, who best demonstrated their ability to provide the required services and equipment within the parameters outlined in the RFP.

## **CONCLUSION**

In accordance with the City's Purchase Policy, it is recommended that Council approve that the City enter into a contract with Bell Canada for the purchase of network equipment and services to upgrade the City's main computer network, at an upset cost of \$510,000, plus GST and PST. Funding is available in the Capital Replacement Reserve Fund for Information Technology.

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