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# Memorandum

**TO:** HONORABLE MAYOR AND  
CITY COUNCIL

**FROM:** Jim McBride  
Ed Shikada

**SUBJECT:** Requests for Proposals for Converged  
Network and Consolidated Server  
and Storage Solution for the New  
City Hall

**DATE:** 1-18-05

Approved

Date

01-19-05

## INFORMATION

The purpose of this information memo is to provide the City Council with an update on two Requests for Proposals (RFPs) for the new City Hall (NCH): the Converged Network, and the Consolidated Server and Storage Solution (Server/Storage). On December 1, 2004, the City released the two RFPs. The Converged Network RFP was issued for installation and operational support for a converged network capable of meeting the voice, video and data requirements of the new City Hall. The Server Storage RFP was designed to consolidate appropriate technical infrastructures supporting data storage and applications, and migrate most of the City's computing infrastructure into a new Network Operation Center (NOC) located in the NCH.

The schedule for both procurements required prospective proposers to submit all written questions, requests for clarifications and objections to the RFP by December 10, 2004. On December 15, 2004, the City provided all responses via addendum and granted a one-week extension to the proposal due date. Proposals were originally due on January 7, 2005; this deadline was extended to January 14, 2005 at 12:00 noon.

As of 12:00 noon on Friday, January 14, the City received six (6) proposals for Converged Network and (1) proposal for Server/Storage. Vendors that submitted a proposal for the Converged Network RFP include: NetVersant, Nortel, SBC, Shared Technologies, Siemens, and Verizon. Xiotech was the single vendor submitting for Server/Storage.

Four vendors submitted or attempted to submit proposals after the 12:00 noon deadline, including Hewlett Packard, Ketchum, Unisys, and Sun Microsystems/Deloitte Consulting LLP. Those proposals received remain sealed in view of the fact that they were not submitted by the deadline as required in the RFPs and will not be evaluated.

HONORABLE MAYOR AND CITY COUNCIL

1-18-05

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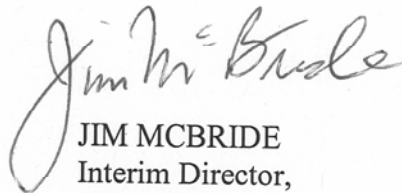
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Staff, in consultation with Gartner Inc., the City's consultant for both procurements, believes we received a competitive range of proposals that meet the minimum requirements for the Converged Network RFP and are proceeding with the evaluations. Furthermore, staff believes the sole vendor proposal for the Server/Storage RFP will not allow the City to competitively procure a Server/Storage solution for the new City Hall, and are currently evaluating the RFP for recirculation.

This memo has been coordinated with the City Attorney's Office.



ED SHIKADA  
Deputy City Manager



JIM MCBRIDE  
Interim Director,  
General Services