

OHLONE COMMUNITY COLLEGE DISTRICT

MEMORANDUM

TO: Board of Trustees
FROM: Douglas Treadway
DATE: October 24, 2007
SUBJECT: Approval of Contract 278-0801 for Network Equipment and Professional Services

The Newark Center for Health, Science and Technology construction has progressed to the point where it is time to order Local Area Network (LAN) and Wireless Local Area Network (WLAN) networking equipment and installation. The District contracted with the Network Design consulting firm of Infrastructure Design Associates (IDA) to prepare specifications for obtaining this equipment and services.

To expedite the process, the Information Technology Department requested price quotes from several firms capable of meeting the specifications. The IT Department and its consultant conducted extensive analysis of vendor responses to the pricing requests and subsequently modified the requirements to specify the exact performance, interoperability, cost, and implementation requirements for the LAN/WLAN infrastructure.

AT&T, as an authorized Cisco Systems dealer, was the most responsive to our system requirements. They proposed utilizing a two month project timeline with Project Manager engagement covering both LAN and WLAN projects that provides:

- Dedicated on site engineer to reflect three (3) weeks on site installation services for both LAN and WLAN and one (1) week help desk cutover and post installation support
- AT&T DataComm Professional Services for LAN implementation 8.5% of Hardware LIST price and 12% of LAN and WLAN solutions LIST price.
- AT&T DataComm and Cisco Systems delivering a 55% hardware discount to Ohlone CCD for this Newark Campus purchase.

The LAN infrastructure equipment, including all hardware, taxes, services, maintenance, training and delivery, totals \$453,837.80. The WLAN infrastructure equipment, including all hardware, taxes, services, maintenance, training and delivery, totals \$129,262.76. Both projects total \$583,100.56. These products and services are included in the Cal-Net contract between AT&T and the State of California. Ohlone College has been a signatory and utilized this contract in the past.

Public Contract Code Section 20652 allows the District to purchase materials and equipment through other public agencies, provided that "...the board has determined it to be in the best interests of the district..."

Funds for this acquisition have been approved and are budgeted in bond fund 42, Group II Equipment - Newark Center.

RECOMMENDATION:

The President/Superintendent recommends that the Board of Trustees determine that it is in the best interests of the district to utilize the Cal-Net contract and approve contract number 278-0801 with AT&T in the amount of \$583,100.56, for the purchase of LAN and WLAN equipment and services for the Newark Center.