



RECOMMENDED ACTION

To authorize the President and CEO to enter into a contract with Enterprise Systems Solutions Corp., dba LA Networks, to replace the network access switches at LBT facilities.

STAFF REPRESENTATIVE

Patrick Pham, Executive Director/VP, Information Technology

BACKGROUND

In support of Long Beach Transit's (LBT) strategic priority to 'Improve Safety and Service Quality,' the agency replaces its Information Technology (IT) network equipment when current equipment reaches end-of-useful-life. This ensures the continuity of LBT's daily business operations, as technology is constantly evolving.

LBT staff performs day-to-day business functions utilizing computers whose data traverses the agency's network infrastructure comprised of core switches and access switches. The core switches serve as centralized distribution hubs of data traffic, connecting LBT's computers to the internet, and LBT's servers; while the access switches manage the network traffic from endpoints such as computer workstations, phones and printers, allowing LBT staff access to LBT's software applications, the Internet, and cloud-based applications.

LBT's network access switches have reached the end of their useful life and require replacement. By replacing the network access switches, LBT is anticipating improvements in network performance. In 2019, the Board authorized LBT to replace its core switches, and this project is to replace the access switches.

LBT has selected to deploy Cisco Solutions, based on the following objectives:

- Provide the best technology available that can easily integrate with the existing Information Technology (IT) infrastructure with minimal disruption to the operating environment
- Create a converged network capable of managing data, voice, and video
- Consolidate onto one centralized management platform

The contracted services will include:

- Assessment of the current network
- Design of a network compatible with LBT's current environment
- Installation and Configuration of the new network
- Training and Support

PROCUREMENT

LBT issued a Request for Proposal (RFP) to multiple firms nationwide and received six qualified proposals.



The proposals were evaluated based on the following criteria:

- Experience and Qualifications
- Project Plan and Approach
- Understanding of Scope of Work
- Product and Warranty
- Price

The total amount of possible points for the technical evaluation was 80. Pricing made up an additional 20 points, for a total of 100 points.

The combined technical score and overall cost resulted in the selection of Enterprise Systems Solutions Corp., dba LA Networks, which received the highest score of 82 points.

Enterprise Systems Solutions Corp. was found to be responsive and compliant by LBT's Purchasing department at a cost of \$482,763. Staff is requesting a 10% contingency of \$48,276 for unforeseen issues.

DBE/SBE PARTICIPATION

A Disadvantaged Business Enterprise (DBE) goal of 6% was established for this procurement. Enterprise Systems Solutions Corp is responsive and has committed 2.5% DBE participation to Advetage Solutions.

Advetage Solutions, a DBE certified by the California Unified Certification Program, will provide coordination and installation support on this procurement. Although not meeting the established 6% goal, Enterprise Systems Solutions Corp. passed good faith efforts based on the fact that 96% of the total pricing is the Cisco product itself, which limits opportunities for subcontracting.

Cisco Partner agreements strictly mandate that partners may only source for reselling to end-users from Cisco direct or official Cisco distribution partners and forbid partner-to-partner transactions, Enterprise Systems Solutions Corp., could not subcontract/source any portion of the Cisco product.

ALTERNATIVES CONSIDERED

LBT considered multiple equipment platforms and decided on Cisco technology. By eliminating the compatibility concerns, LBT has maximized its network performance and effectiveness.

BUDGETARY/FISCAL IMPACT

Funds for this project at a total authorized amount not to exceed \$531,038, including a 10% contingency, have been included in the previously approved Fiscal Year 2021 budget. Federal funds will be utilized for this procurement.



STAFF RECOMMENDATION

Staff is recommending LBT's Board of Directors to authorize the President and CEO to enter into a contract with Enterprise Systems Solutions Corp., dba LA Networks to replace the network access switches for \$482,763, with a 10% contingency of \$48,276, for a total authorization amount not to exceed \$531,039.

A handwritten signature in blue ink, reading "K. McDonald", written over a horizontal line.

Kenneth A. McDonald
President and Chief Executive Officer