

# CITY OF HIGH POINT

## AGENDA ITEM



**Title:** Meraki Managed Services

**From:** Steve Lingerfelt, Director of Information  
Technology Services

**Meeting Date:** April 15, 2019

**Public Hearing:** No

**Advertising Date /  
Advertised By:**

**Attachments:** 5S Technologies Quote

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### **PURPOSE:**

The purpose of this contract is to provide managed services for the wireless Meraki devices located throughout the downtown area and multiple City facilities. This will replace all end of life devices and provide remote management and configuration services in case of failure.

### **BACKGROUND:**

Information Technology Services is recommending the award of the five year service contract to 5S Technologies. This purchase will replace devices which are approaching end of life and provide managed services for all 119 devices in place. Bids were received from three vendors and the lowest responsible bidder was 5S technologies with a yearly fee of \$43,200 with a five year combined cost of \$216,000.

### **BUDGET IMPACT:**

Funds are included in the 2018-19 budget to cover this purchase.

### **RECOMMENDATION / ACTION REQUESTED:**

The Department of Information Technology Services recommends approval of the contract and that the appropriate City official and/or employee be authorized to execute all necessary documents.



**5S Technologies, LLC**  
570 New Waverly Place, STE 240  
CARY, NC 27518  
(919)234-0875  
Mike.Shook@5Stechnologies.com  
www.5Stechnologies.com

## QUOTE

### ADDRESS

City of High Point

**QUOTE #** 100561

**DATE** 03/19/2019

**EXPIRATION DATE** 05/01/2019

### PAYMENT TERMS

Net 30

### QUOTE NUMBER

100561

| ACTIVITY   | QTY | RATE     | AMOUNT      |
|--|-----|----------|-------------|
| <b>Meraki</b><br>MR33 (Additional one time fee per device over quantity 10 \$831. This includes co-term cloud management licensing)  | 10  | 0.00     | 0.00T       |
| <b>Meraki</b><br>MR42 (Additional one time fee per device over quantity 26 \$1,327. This includes co-term cloud management licensing)  | 26  | 0.00     | 0.00T       |
| <b>Meraki</b><br>MR52 (Additional one time fee per device over quantity 05 \$1,584. This includes co-term cloud management licensing)  | 5   | 0.00     | 0.00T       |
| <b>Meraki</b><br>MR74 (Additional one time fee per device over quantity 66 \$1,584. This includes co-term cloud management licensing)  | 66  | 0.00     | 0.00T       |
| <b>Meraki</b><br>MS225-24P (Additional one time fee per device over quantity 02 \$2,450. This includes co-term cloud management licensing)   | 2   | 0.00     | 0.00T       |
| <b>Meraki</b><br>MX65 (Additional one time fee per device over quantity 10 \$1,427. This includes co-term cloud management licensing)  | 10  | 0.00     | 0.00T       |
| <b>Support</b><br>All listed physical HW (119 assets), SW Subscription, Support, Monitoring, Configuration, and Full Management for term of the agreement  | 1   | 0.00     | 0.00T       |
| <b>Managed Service</b><br>5S Management - Mutually agreed MaaS SOW - 60 Month term - paid monthly - if contract is cancelled within 60 months COHP agrees to pay out the remainder of contract prorated. | 60  | 3,600.00 | 216,000.00T |

| ACTIVITY   | QTY      | RATE | AMOUNT              |
|--|----------|------|---------------------|
| Price is for managing 119 assets -additional assets over 119 can managed at \$15/month per asset                       |          |      |                     |
| Monthly health check meeting and reporting included  |          |      |                     |
| City responsible for replacing HW in the event of a failure - 5S would assist onsite when needed at no additional cost |          |      |                     |
| City of High Point responsible for replacing power or cabling work   |          |      |                     |
| 60 month contract 5/1/2019 - 4/30/2024 (Billed Monthly at \$3,600)   |          |      |                     |
| 5S will quote initial install or replacement at cost. 5S time included in the managed service                          |          |      |                     |
| 5S will provide up to 40 additional antennas for MR74's in the event any need replacing. This is at no additional cost |          |      |                     |
| <hr/>  |          |      |                     |
|  | SUBTOTAL |      | 216,000.00          |
|  | TAX (0%) |      | 0.00                |
|  | TOTAL    |      | <b>\$216,000.00</b> |

Accepted By

Accepted Date