



# Agenda Report

December 12, 2011

**TO:** Honorable Mayor and City Council

**FROM:** DEPARTMENT OF INFORMATION TECHNOLOGY

**SUBJECT: CONTRACT AWARD TO ALLIANCE INTEGRATED TECHNOLOGY FOR THE INFRASTRUCTURE REPLACEMENT PROGRAM (STORAGE)**

**RECOMMENDATION:**

It is recommended that the City Council:

1. Find that the awarding of a contract for the Infrastructure Replacement Program (Storage) is exempt from the California Environmental Quality Act (CEQA) per Section 15061(b)(3);
2. Accept the proposal dated October 31, 2011, submitted by Alliance Integrated Technology in response to the Request for Proposals for Infrastructure Replacement Program (Storage);
3. Reject all other proposals received; and
4. Authorize the City Manager to enter into a contract with Alliance Integrated Technology for the purchase and implementation of storage infrastructure in an amount not to exceed \$727,560; which includes \$661,419 for the base scope of services and \$66,141 (10%) for contingency. Competitive bidding is not required pursuant to City Charter Section 1002(F), professional or unique services.

**BACKGROUND:**

The City of Pasadena recently completed a comprehensive Information Technology Strategic Plan (ITSP) which was focused on meeting the following objectives:

- Increase and enhance public access to information and services.
- Develop a technology investment strategy to enhance and replace aging systems.
- Develop a strategic plan with an enterprise focus, integrating existing and new systems.
- Maintain the flexibility to incorporate emerging technologies as they become available.

The ITSP also contains a five-year implementation roadmap, which addresses the successful deployment of strategic business technologies required to meet the stated objectives. Following this roadmap, the Department of Information Technology is undertaking an initiative during the first year to address the STORAGE component of the Infrastructure Replacement Program. The primary objective is to replace existing Storage Area Network (SAN) equipment for the City and Pasadena Water & Power which is reaching the end of its useful lifecycle. These SAN devices are heavily utilized pieces of hardware used to store the majority of business critical applications and data across the enterprise. Continuing to operate older SAN hardware would present an unacceptable risk of downtime and possible loss of data that could adversely impact the integrity of City operations.

In compliance with the Competitive Selection process outlined in the Competitive Bidding and Purchasing Ordinance, staff prepared and distributed a Request for Proposals (RFP) in September, 2011. The RFP requested the services of qualified contractors to design and install a system for STORAGE. Proposed solutions included all of the applicable hardware, software, licensing, warranties, connectivity components and other materials associated with providing these systems as well as any labor costs for designing and implementing the solutions.

The City received five responses to the RFP for STORAGE. A panel consisting of staff members from Pasadena Water & Power and the Department of Information Technology reviewed the proposals. After each panel member scored the proposals, ratings were averaged to arrive at the final score for each proposal. It was the panel's decision to select Alliance Integrated Technologies as the firm best able to meet the City's needs.

STORAGE proposals were scored within five categories: 1) Technical Merit and Completeness of Proposed Solution, 2) Recent Experience with Projects of Similar Size and Scope, 3) Cost Proposal (Price), 4) qualification for Pasadena Business and 5) qualification for Small or Micro-Business. The proposers and their scores appear below (details of the assigned ratings are provided in Attachment A):

<b>Proposer</b>	<b>City</b>	<b>Total Score (out of 100)</b>
Alliance Integrated Technologies	Pasadena, CA	86.5
Nth Generation Computing, Inc.	San Diego, CA	81.3
Key Information Systems	Irvine, CA	70.3
Datalink Corporation	Irvine, CA	70.0
S&L International, Inc.	Pasadena, CA	68.3

The proposed contract is in the amount of \$727,560, which includes \$661,419 for the base scope of services and \$66,141 (10%) for contingency.

**COUNCIL POLICY CONSIDERATION:**

This project is consistent with the City Council's Strategic Planning Goals for 2009 – 2012. Specifically, it advances the objectives established to "Improve, Maintain and Enhance Public Facilities and Infrastructure". The proposed solution addresses a key enterprise initiative defined in the Information Technology Strategic Plan – Storage Area Network (SAN) Replacement. Implementation of this solution will provide the high performance, scalable and reliable Citywide IT infrastructure required to support the dynamic requirements of the City.

**ENVIRONMENTAL ANALYSIS:**

The action proposed herein is exempt from the California Environmental Quality Act (CEQA), pursuant to State CEQA Guidelines Section 15061(b)(3). The activity is covered by the general rule that CEQA applies only to projects which have the potential for causing a significant effect on the environment. Where it can be seen with certainty that there is no possibility that the activity in question may have a significant effect on the environment, the activity is not subject to CEQA.

The proposed action is the awarding of a contract for the Infrastructure Replacement Program (Storage) related to the five-year implementation of the ITSP. No construction is proposed. The upgrading of information technology is not an action that would have a significant effect on the environment.

**FISCAL IMPACT:**

The cost of this contract will be \$727,560 and the total cost of this action is \$766,560. Funding for this action will be addressed by the utilization of existing budgeted appropriations in Capital Improvement Program (CIP) budget account number 3119, PWP – Management Information Systems (Power), CIP budget account number 1025, PWP – Management Information Systems (Water), and CIP budget account number 71127, Department of Information Technology (DoIT) Equipment. It is anticipated that all of this cost will be spent during the current fiscal year.

The following table presents a summary of the sources of funds that will be used:

PWP – Management Information Systems, Power (CIP 3119)	\$243,491
PWP – Management Information Systems, Water (CIP 1025)	\$81,164
DoIT - Equipment (CIP 71127)	\$441,905
<b>Total Sources</b>	<b>\$766,560</b>

The following table presents a contract summary:

Contract Amount	\$661,419
Contingency	\$ 66,141
Contract Admin/Program Management	\$ 39,000
<b>Total Fiscal Impact</b>	<b>\$766,560</b>

No impact to other operational programs or capital projects is anticipated as a result of this action.

Respectfully submitted,



DIANA NEFF  
Interim Chief Information Officer  
Department of Information Technology

Prepared by:



Randall E. Hendon  
Program Management Office  
Department of Information Technology

Approved by:



MICHAEL J. BECK  
City Manager

Attachments:

Attachment A – INFRASTRUCTURE REPLACEMENT (STORAGE) PROPOSAL SCORES

**ATTACHEMENT A**

**INFRASTRUCTURE REPLACEMENT (STORAGE) – PROPOSAL SCORES  
(AVERAGE OF INDIVIDUAL PANELIST RATINGS)**

<b>Proposer</b>	<b>Technical Merit and Completeness of Proposed Solution (30 points possible)</b>	<b>Recent Experience with Projects of Similar Size and Scope (20 points possible)</b>	<b>Price (40 points possible)</b>	<b>Local Pasadena Business (5 points possible)</b>	<b>Small or Micro-Business (5 points possible)</b>	<b>Total Score</b>
Alliance Integrated Technology	24.0	17.5	35.0	5.0	5.0	86.5
Nth Generation Computing, Inc.	27.8	19.5	34.0	0.0	0.0	81.3
Key Information Systems	23.3	17.0	30.0	0.0	0.0	70.3
Dataink Corporation	19.5	18.5	32.0	0.0	0.0	70.0
S&L International, Inc.	24.3	15.0	24.0	5.0	0.0	68.3

**EXHIBIT "H"**  
**Disclosure Pursuant to the**  
**City of Pasadena Taxpayer Protection Amendment**  
**Pasadena City Charter, Article XVII**

Contractor/Organization hereby discloses its trustees, directors, partners, officers, and those with more than 10% equity, participation, or revenue interest in Contractor/Organization, as follows:

*(If printing, please print legibly. Use additional sheets as necessary.)*

**1. Contractor/Organization Name:**  
Alliance Integrated Technology

**2. Type of Entity:**

Non-Government       Nonprofit 501(c)(3), (4), or (6)

**3. Name(s) of trustees, directors, partners, officers of Contractor/Organization:**

Andy Tran / General Manager

**4. Names of those with more than a 10% equity, participation or revenue interest in Contractor/Organization:**

Prepared by: Andy Tran

Title: CTO

Phone: 323-363-4400

Date: 10/23/2011