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11-007

AUTHORIZATION TO UTILIZE AN INTER-
GOVERNMENTAL COOPERATIVE CONTRACT FOR
THE ACQUISITION OF JUNIPER NETWORKING
PRODUCTS

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REPORT: The College has a need to purchase new networking communications equipment. The intent is to replace the existing core environment with a more robust, fault-tolerant, and cost-effective environment that can better manage the College's growing needs. The estimated cost will exceed the \$150,000 threshold, requiring the Board of Directors approval.

The College technical team (comprised of TSS Technical and Bond Team members) evaluated two products: Cisco and Juniper. After careful review and discussions, the team selected Juniper products because they offer: a single code train (across models used to deploy solutions); a low technology operating cost over a five (5) year term; local support and reseller relationships; the capability of concurrent support of multiple customers; cost-effective onsite training; and other advantages. The team also consulted with Gartner Group (a firm who provides an information technology research and advisory board to make sure their clients make the right decisions), and this service was provided at no cost to the College. Juniper was selected based on the cost, technology maturity per product, and hard operational performance. Overall, Juniper is the better product to help meet the College's requirement. The Juniper product is available through Western States Contracting

Alliance (WSCA). The College is a member of WSCA, which is an incorporated not-for-profit multi-state membership organization dedicated to maximizing the value of state and local government technology. Utilizing a WSCA contract is allowed without a competitive process per the College Procurement Rules (CCR 214). The WSCA contract for Juniper products (AR 229) is valid through May 31, 2012. Under this contract, Juniper products would be available for purchase through local reseller companies. This will enable the College to do comparisons amongst resellers and select the one that offers the best value when purchasing Juniper products.

RECOMMENDATION: That the Board of Directors authorize the use of an inter-governmental contract for the acquisition of Juniper networking products based on the WSCA contract (AR 229). The term of the WSCA contract for the Juniper products is valid through May 31, 2012. The estimated cost is \$800,000. Funding will be from General Fund and Bond Fund.