

**FOR CONSIDERATION**

December 16, 2010

**TO:** The Directors

**FROM:** Dennis M. Mullen

**SUBJECT:** Procurement of Power over Ethernet Routing Switches

**REQUEST FOR:** Authorization to Enter into a Contract with Integration Partners Inc for Purchase and Installation of Avaya/Nortel Power over Ethernet Routing Switches and to Take Related Actions

---

I. Contract Summary

Contractor: INTEGRATION PARTNERS INC.

Scope of Services: Replace the old Legacy Nortel BayStack 450 Ethernet Routing Switches in the Local Area Network (LAN) Rooms on the 33<sup>rd</sup> through 37<sup>th</sup> Floors and in the Main Computer Room on the 34<sup>th</sup> Floor here at 633 Third Avenue with 15 new Avaya/Nortel 4548GT-PWR Ethernet Routing Switches. The contract includes the installation and configuration of the new Avaya/Nortel 4548GT-PWR switches as well as the removal and trade-in of the old Legacy Nortel Baystack 450 Switches.

Contract Amount:	Materials & Labor	\$55,260
	15% Contingency	\$ 8,289
	=====	
	Total	\$63,549

II. Background

The Legacy Baystack 450 Ethernet Routing Switches are now technically obsolete and can no longer meet the demands for higher speed service that is now required for our corporate wide area network (WAN). The new Avaya/Nortel 4548GT-PWR Ethernet Routing Switches will, not only provide the gigabit speeds to meet the current and future needs of our corporate WAN, but also provide the Power over Ethernet (PoE) that will allow the implementation of state-of-the-art Voice over Internet Protocol (VoIP) telephone service. In addition, the new Avaya/Nortel 4548GT-PWR Switches will use considerably less electric power than the old Baystack 450 Switches that they will replace. Avaya/Nortel 4548GT-PWR switches have already been installed in both our Buffalo and Rochester offices, where they are already providing higher network speeds and VoIP telephone service.

INTEGRATION PARTNERS INC is an authorized Avaya/Nortel distributor listed on the OGS State Contract. The vendor's engineers and technicians, who will be assigned to work on this project, not only have extensive experience with the Nortel equipment, but also have considerable experience working with our ESDC MIS staff on other data network projects.

Two other authorized Avaya/Nortel distributors were invited to conduct site surveys and submit proposals for the replacement of our old Legacy Nortel Baystack 450 Switches here at 633 Third Avenue. Ronco Communications and Electronics Inc submitted a proposal for \$64,380 and Network Voice & Data Communications, Inc. submitted a proposal for \$68,070.

In addition, we also received a proposal from Converged Technology Group, an authorized Cisco distributor, for the replacement of our old Legacy Nortel Baystack 450 Switches. The price submitted by this vendor for the Cisco Catalyst 2960 PoE Switches, installation and configuration was \$113,180, which was considerably higher than the proposals for the Avaya/Nortel 4548GT-PWR switches.

Pursuant to State Finance Law Section 139-j and 139-k and the Corporation's policy related thereto, staff has; a) considered proposed contractor's ability to perform the services provided for in the proposed contract; and b) consulted the list of offerers determined to be non-responsible bidders and debarred offerers maintained by the New York State Office of General Services. Based on the foregoing, staff considers the proposed contractor to be responsible.

### III. Funding Source

This contract is being funded from the current capital budget for the Management Information Systems (MIS) Department.

### IV. Affirmative Action

Empire State Development's Non-Discrimination and Affirmative Action will apply. Empire State Development has established an overall project goal of 10% minority and woman-owned business enterprise participation during the development of the project and an overall goal of 10% Minority and Female Workforce participation.

### V. Recommendations

The Directors are requested to authorize the Corporation to enter into a contract with INTEGRATION PARTNERS, INC for a total amount not to exceed \$63,549.

December 16, 2010

New York State Urban Development Corporation – Authorization to Enter into a Contract with INTEGRATION PARTNERS, INC to provide Equipment Installation Services and to Take Related Actions

---

BE IT RESOLVED, that upon the basis of the materials presented to this meeting (the “Materials”), a copy of which is hereby ordered filed with the records of the Corporation, the Corporation hereby finds INTEGRATION PARTNERS, INC to be responsible; and be it further

RESOLVED, that the Corporation is hereby authorized to enter into a contract with INTEGRATION PARTNERS, INC in an amount not to exceed SIXTY THREE THOUSAND FIVE HUNDRED FOURTY NINE DOLLARS (\$63,549) for the purposes and services, and substantially on the terms and conditions, set forth in the Materials; and be it further

RESOLVED, that the President of the Corporation or his designee be, and each of them hereby is, authorized to take such action and execute such documents as may be necessary or appropriate to carry out the foregoing resolution.

\* \* \*