



HISTORIC
FRANKLIN
TENNESSEE

ITEM #18
BOMA 03/26/13

MEMORANDUM

March 1, 2013

TO: Board of Mayor and Aldermen

FROM: Eric Stuckey, City Administrator *ES*
Jason Potts, Network Manager
Fred Banner, MIT Director

SUBJECT: Mobile VPN Communication Software

Purpose

The purpose of this memorandum is to provide the Board of Mayor and Aldermen (BOMA) with information to consider the purchase of NetMotion, mobile VPN communications software.

Background

For the City's mobile PC users in the field, we currently use a product from CISCO (CISCO Any Connect) to connect remotely to our host. This works well for any user who uses VPN (virtual private network) to connect from a stationary location (home or any offsite facility away from the City via an internet connection).

In addition to "Any Connect" mobile units require a wireless air card from Verizon in order to connect back to our host. The current system has issues due to constant loss of connectivity which requires signing on again and restarting the session. A restart does not pick up where the session was previously.

The Fire Department switched from our current system to NetMotion six months ago. Fire users experienced improved service as the NetMotion product provided continuous connectivity. We have installed 14 of the 25 units acquired in other departments (Streets, BNS, Planning and Police) and the results are the same that the Fire Department experienced. Users have also seen improvements in connect and transmittal times.

By reducing dropped connections, City users have reduced downtime for our mobile workforce. Since implementation, we receive few calls regarding connectivity with most of the issues dealing with "dead zones" that Verizon is aware of today.

We have been asked to provide connectivity from our Police mobile units to the Williamson County School camera network. While this can be done with "Any Connect" IT has verified that using NetMotion eliminates dropped connections.

NetMotion has been reviewed by other City departments for use by their mobile workforce. These departments have given us a list of how many units they wish to deploy.

Currently, there are 3,676 NetMotion customers in the state of Tennessee.



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Financial Impact

The number required to complete the desired list is 275. Included in the 275 are the 14 to be returned to the Fire Department and a spare reserve of 25. The cost of the software is a one-time charge based on number of units purchased. Minimum order is 25. Volume price break for us is 250. The quotation we requested is through Insight Public Sector via U.S. Communities IT Products & Services (# 4400001195 [RQ09-997736-42B]). NetMotion Mobility XE – License (quantity of 275/ \$44,173.75). The annual maintenance cost for quantity of 275/ \$8,371.96. Total outlay of NetMotion is \$52,545.71. This cost will be absorbed within the Information Technology Department budget and will potentially be spread between the existing FY13 and the FY 14 budgets.

Options

Continue with CISCO Any Connect or map a path to NetMotion.

Recommendation

Approval of this purchase from Insight Public Sector for NetMotion is recommended.



Insight Public Sector SLED
 6820 S HARL AVE
 TEMPE AZ 85283-4318
 Tel: 800-467-4448

SOLD-TO PARTY

City of Franklin
 109 3RD AVE S STE 108
 FRANKLIN TN 37064-2559
 USA

SHIP-TO ADDRESS

City of Franklin
 109 3RD AVE S STE 108
 FRANKLIN TN 37064-2559
 USA

| Quotation | |
|--------------------------------------|-------------------------------------|
| Quotation Number 214344998 | Creation Date 04-FEB-2013 |
| PO Number : | |
| PO Release : | |
| Customer No. : | 10238527 |
| Sales Rep : | Ashley McDonald |
| Email : | amcdona1@insight.com |
| Telephone : | 800-467-4448 X 5290 |
| Sales Rep 2 : | Antoinette D'Estries |
| Email : | tdestrie@insight.com |
| Telephone : | 800-467-4448 X 5290 |

We deliver according to the following terms:

Payment Terms : Special P-card -- Approval
Ship Via : Electronic Delivery / Electronic Delivery
Terms of Delivery : FOB DESTINATION
Currency : USD

In order for Insight to accept Purchase Orders against this contract and honor the prices on this quote, your agency must be registered with U.S. Communities. Our sales teams would be happy to assist you with your registration. Please contact them for assistance -- the registration process lasts less than five minutes.

| Material | Description | Quantity | Unit Price | Extended Price |
|-----------|--|----------|------------|----------------|
| 090NMXEC1 | NetMotion Mobility XE - License - 1 additional device - volume - 101-250 licenses - Win Coverage Dates: 04-FEB-2013 - 18-SEP-2013 | 75 | 109.76 | 8,232.00 |

U.S. COMMUNITIES IT PRODUCTS & SERVICES(# 4400001195 (RQ09-997736-42B))



Quotation Number/ Creation Date
214344998 / 04-FEB-2013

| Material | Description | Quantity | Unit Price | Extended Price |
|--------------|--|----------|------------|----------------|
| 090NMPXEC1 | <p>NetMotion Mobility XE - License - 1 additional device - volume - 101-250 licenses - Win</p> <p>Coverage Dates: 04-FEB-2013 - 18-SEP-2013</p> <p>U.S. COMMUNITIES IT PRODUCTS & SERVICES(# 4400001195 (RQ09-997736-42B))</p> | 75 | 50.97 | 3,822.75 |
| 090NMPRMMNT1 | <p>NetMotion Premium - Technical support - phone consulting - 1 year - 24x7 - for NetMotion Wireless Mobility XE</p> <p>Coverage Dates: 04-FEB-2013 - 18-SEP-2013</p> <p>U.S. COMMUNITIES IT PRODUCTS & SERVICES(# 4400001195 (RQ09-997736-42B))</p> <p>QUOTE VALID TO 3/4/2013</p> | 1 | 2,275.90 | 2,275.90 |

| | |
|------------------|------------------|
| Product Subtotal | 14,330.65 |
| Tax | 0.00 |
| Total | 14,330.65 |

Thank you for considering Insight. Please contact us with any questions or for additional information about Insight's complete IT solution offering.

Sincerely,

Ashley McDonald
800-467-4448 Ex 5290
amcdona1@insight.com
Fax: 480-760-8991
Antoinette D'Estries
800-467-4448 Ex 5290
tdestrie@insight.com
Fax: 480-760-8991



Quotation Number/ Creation Date

214344998 / 04-FEB-2013

U.S. Communities IT Products, Services and Solutions Contract No.
4400001195 (RQ09-997736-42B)

Insight Public Sector (IPS) is proud to be a contract holder for the
U.S. Communities Technology Products and Technology Services/Solutions
Contract.

This competitively solicited contract is available to participating
agencies of the U.S. Communities Government Purchasing Alliance. U.S.
Communities assists local and state government agencies, school
districts (K-12), higher education, and nonprofits in reducing the cost
of purchased goods by pooling the purchasing power of public agencies
nationwide. This is an optional use program with no minimum volume
requirements and no cost to agencies to participate.

In order for Insight to accept Purchase Orders against this contract and
honor the prices on this quote, your agency must be registered with U.S.
Communities. Our sales teams would be happy to assist you with your
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process lasts less than five minutes.

Thanks for choosing Insight!

**Insight Global Finance has a wide variety of flexible financing options and technology refresh solutions. Contact your Insight representative
for an innovative approach to maximizing your technology and developing a strategy to manage your financial options.**

Subject to IPS Terms & Conditions online unless purchase is being made pursuant to a separate written contract in which case the
terms and conditions of the separate written contract shall govern.

www.ips.insight.com/TermsandConditions



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| Quotation | |
|-------------------------|----------------------|
| Quotation Number | Creation Date |
| 214344439 | 04-FEB-2013 |
| PO Number : | |
| PO Release : | |
| Customer No. : | 10238527 |
| Sales Rep : | Ashley McDonald |
| Email : | amcdona1@insight.com |
| Telephone : | 800-467-4448 X 5290 |
| Sales Rep 2 : | Antoinette D'Estries |
| Email : | tdestrie@insight.com |
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| Material | Description | Quantity | Unit Price | Extended Price |
|-----------|--|----------|------------|----------------|
| 090NMXEC1 | NetMotion Mobility XE - License - 1 additional device - volume - 101-250 licenses - Win Coverage Dates: 04-FEB-2013 - 18-SEP-2013 | 200 | 109.76 | 21,952.00 |

U.S. COMMUNITIES IT PRODUCTS & SERVICES(# 4400001195 (RQ09-997736-42B))



Quotation Number/ Creation Date

214344439 / 04-FEB-2013

| Material | Description | Quantity | Unit Price | Extended Price |
|--------------|---|----------|------------|----------------|
| 090NMPXEC1 | NetMotion Mobility XE - License - 1 additional device - volume - 101-250 licenses - Win Coverage Dates: 04-FEB-2013 - 18-SEP-2013 U.S. COMMUNITIES IT PRODUCTS & SERVICES(# 4400001195 (RQ09-997736-42B)) | 200 | 50.97 | 10,194.00 |
| 090NMPRMMNT1 | NetMotion Premium - Technical support - phone consulting - 1 year - 24x7 - for NetMotion Wireless Mobility XE Coverage Dates: 04-FEB-2013 - 18-SEP-2013 U.S. COMMUNITIES IT PRODUCTS & SERVICES(# 4400001195 (RQ09-997736-42B)) QUOTE VALID TO 3/4/2013 | 1 | 6,069.06 | 6,069.06 |

| | |
|------------------|------------------|
| Product Subtotal | 38,215.06 |
| Tax | 0.00 |
| Total | 38,215.06 |

Thank you for considering Insight. Please contact us with any questions or for additional information about Insight's complete IT solution offering.

Sincerely,

Ashley McDonald
800-467-4448 Ex 5290
amcdona1@insight.com
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of purchased goods by pooling the purchasing power of public agencies
nationwide. This is an optional use program with no minimum volume
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