



MAYFIELD  
VILLAGE

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MEMORANDUM

To: Mayor Bodnar, Council President Schutt, and Members of Council

From: Jeff Thomas, IT Systems Coordinator

Date: May 3<sup>rd</sup>, 2024

RE: Wi-Fi Infrastructure Upgrade

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Our existing Wi-Fi infrastructure, operational since 2014, has now reached the stage where replacement is imperative due to its end-of-life status. In response, I engaged with All Covered/Konica Minolta to explore avenues for upgrading to contemporary technology. Subsequent consultations with their Solutions Architect yielded two distinct proposals: one from Cisco and another from Fortinet. Both proposals integrate cloud-based platforms for enhanced access point management and remote maintenance capabilities.

The project service fees for both proposals are set at \$4,095.00. For the Cisco proposal, hardware and licensing fees amount to \$6,951.00, resulting in a total cost of \$11,046.00. Conversely, the Fortinet proposal incurs hardware and licensing expenses of \$10,549.00, culminating in a total expenditure of \$14,644.00. Following a thorough evaluation of both propositions, I am inclined to endorse the Fortinet solution. Fortinet's provides a more responsive support infrastructure and a more streamlined troubleshooting process. The Fortinet licenses offer a three-year validity period, ensuring continuous access to essential security updates.

It is noteworthy that alternative proposals were not sought from additional vendors due to the associated costs and inherent security risks of introducing another party into our network. I maintain full confidence in the exemplary services rendered by All Covered/Konica Minolta in our prior engagements.

Therefore, I am requesting a resolution authorizing All Covered/Konica Minolta to proceed with the Fortinet replacement, with a budget not exceeding \$16,000.00.

Thank you for your attentive consideration of this request.