



Office of the City Manager

CONSENT CALENDAR  
May 20, 2025

To: Honorable Mayor and Members of the City Council  
From: Paul Buddenhagen, City Manager  
Submitted by: Kevin Fong, Director, Information Technology  
Subject: Contract Amendment No. 10789: AMS.NET for Network Hardware, Installation and Professional Support services

RECOMMENDATION

Adopt a Resolution authorizing the City Manager to amend Contract No. 10789 with AMS.NET, Inc. for network support of hardware, installation and professional services, for an additional \$300,000 for a total not to exceed amount of \$1,270,778.14 from July 1, 2017 to June 30, 2026.

FISCAL IMPACTS OF RECOMMENDATION

Funding for network hardware, installation and professional services in the amount of \$300,000, is allocated for Fiscal Year (FY) 2025-2026 in the Department of Information Technology's IT Cost Allocation funds as outlined below. Future expenditures are subject to Council approval of the proposed citywide budget and annual appropriations ordinances.

**Hardware and Installation**  
\$210,000 Budget Code: 680-35-363-384-6005-000-472-632130-  
(IT Cost Allocation, IT Department, Maintenance)

**Professional Services**  
\$90,000 Budget Code: 680-35-363-380-0000-000-412-612990  
(IT Cost Allocation, IT Department, Professional Services)

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**\$300,000 Total FY 2025-2026: Hardware, Installation and Professional Services**

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CURRENT SITUATION AND ITS EFFECTS

The City's current network infrastructure comprises over 150 switches, routers, and firewalls providing access to network resources across the city's 42 locations. AMS.NET

provides skilled and certified engineers to augment staff in the maintenance of hardware, software and support of the city's entire network infrastructure. The following are a few examples of such high-profile requirements for FY25/26:

- The City needs to upgrade its network hardware infrastructure as it is approaching its supported lifespan. Newer equipment also has the benefit of improved performance and enhanced security features, ensuring compatibility with modern security solutions such as Network Access Control (NAC).
- The Berkeley Fire Department is acquiring a new Fire Administration Building, which will require new equipment for the IT infrastructure. This infrastructure equipment will serve as the backbone for connectivity.
- The 1947 Center Street building requires upgrades, as the existing fiber infrastructure is insufficient to support staff network needs. Upgrading the fiber within the building will improve access to critical city services, enhancing connectivity and overall performance.

This request aligns with the City's strategic goal to "Provide state-of-the-art, well-maintained infrastructure, amenities, and facilities".

#### BACKGROUND

On July 11, 2017, Council approved a contract with AMS.NET for network equipment, support and professional services. Since then, AMS.NET has provided excellent technical expertise to assist staff in maintaining the City's network infrastructure. AMS.NET offers Cisco networking communications products (used throughout the city) through a competitively bid contract with the National Association of State Procurement Officials (NASPO, formerly the Western States Contracting Alliance, or WSCA).

#### ENVIRONMENTAL SUSTAINABILITY AND CLIMATE IMPACTS

A fast, secure, and reliable network allows for more collaborative work to be accomplished between City facilities, and provides the backbone infrastructure that supports the City's online services, including the increased use of virtual meetings and videoconferencing, thereby reducing greenhouse gas emissions resulting from travel to and from City facilities.

#### RATIONALE FOR RECOMMENDATION

Staff recommend partnering with AMS.NET based on their 30+ year track record of highly successful network services for local government agencies and its history of providing excellent technical expertise and customer service to the City of Berkeley. Network equipment, hardware and software maintenance from Cisco is purchased and maintained through resellers and AMS.NET has been providing this support to the City of Berkeley since 2017.

ALTERNATIVE ACTIONS CONSIDERED

Staff considered performing the work internally, however, these upgrades and projects require advanced technical expertise and support that AMS.NET can better provide. The City's investment in modernized business systems must be supported by an infrastructure that allows it to operate most efficiently. The combination of AMS.NET's years of expertise, coupled with their familiarity with the City's network lead staff to recommend continuing the existing support relationship.

CONTACT PERSON

Kevin Fong, Director, Information Technology, 510-981-6541

Attachments:

1: Resolution

RESOLUTION NO. ##,###-N.S.

CONTRACT AMENDMENT: AMS.NET FOR NETWORK SUPPORT AND  
MAINTENANCE

WHEREAS, a reliable network infrastructure is necessary to provide city services to the Berkeley community; and

WHEREAS, the City Council authorized Contract No. 10789 with AMS.NET on July 11, 2017 (Resolution No. 68,080–N.S.), for network equipment and maintenance; and

WHEREAS, AMS.NET is a reputable company that has provided the City of Berkeley with excellent technical expertise and customer service since 2017; and

WHEREAS, funding for network hardware, installation and professional services in the amount of \$300,000, is allocated for Fiscal Year (FY) 2025-2026 in the Department of Information Technology's IT Cost Allocation; and

WHEREAS, the City's current network infrastructure comprises over 150 switches, routers, and firewalls providing access to network resources across the city's 42 locations; and

WHEREAS, AMS.NET provides skilled and certified engineers to augment staff in the maintenance of hardware, software and support of the city's entire network infrastructure; and

WHEREAS, the City is engaging in several large-scale infrastructure projects for FY25/26 including upgrading out-of-support hardware, setting up the new Fire Administration Building and upgrading fiber at 1947 Center Street.

NOW THEREFORE, BE IT RESOLVED by the Council of the City of Berkeley that the City Manager is authorized to amend Contract No. 10789 with AMS.NET, Inc. for network support, maintenance and professional services for an additional \$300,000 for a total not to exceed of \$1,270,778.14 from July 1, 2017 to June 30, 2026.