

**APPROVAL OF NETWORK EQUIPMENT HARDWARE PURCHASE  
SYSTEMS OFFICE**

**RESOLUTION NUMBER 2023-38**

**WHEREAS**, in anticipation of the College's network equipment systemwide nearing the end of its life, the College began a two-step process in the spring of 2023 to identify a manufacturer and replace the network equipment across the entire state, and

**WHEREAS**, the College's first step of the process was to conduct a Request for Proposals (RFP) process to evaluate equipment from different manufacturers in the marketplace; and

**WHEREAS**, as a result of that RFP process, the College selected Juniper Mist as the preferred manufacturer for a refresh of the College's network equipment systemwide; and

**WHEREAS**, Juniper Mist sells its equipment directly through selected partners that serve as resellers in selling Juniper Mist equipment; and

**WHEREAS**, due to this arrangement, the College's second step of the process was to conduct a second RFP process to select an authorized reseller of Juniper Mist equipment to provide final pricing of equipment based on prior negotiated discounts and to provide pricing on implementation services, and

**WHEREAS**, as part of the second RFP the College identified specific equipment types and the expected necessary quantities; and

**WHEREAS**, the second RFP process resulted in proposals from ten (10) different resellers offering pricing on Juniper Mist equipment and implementation services; and

**WHEREAS**, after full evaluation of the proposals, the College has selected People Driven Technology as the reseller and implementation services provider for this refresh of the systemwide network equipment, and

**WHEREAS**, the proposed contract for equipment and implementation services to be provided by People Driven Technology is for anticipated amount of \$11,648,865.24, based on sum of the costs of equipment of \$11,007,615.24 and the costs for implementation services of \$641,250.00; and

**WHEREAS**, the College anticipates using financing options provided through Juniper Financial Services to finance this purchase over five (5) years at an interest rate of zero percent (0%); and

**WHEREAS**, the State Board of Trustees of Ivy Tech Community College must approve any contract by the College exceeding \$500,000 unless the obligation was previously approved by the Board through the allocation of funds.

**NOW THEREFORE BE IT RESOLVED**, that the State Board of Trustees authorize and direct the College President, or her designee, to enter into Agreements with People Driven Technology and with Juniper Financing Services to complete the acquisition and implementation of Juniper Mist network equipment after said agreements have been approved by the College Counsel.

**STATE BOARD OF TRUSTEES  
IVY TECH COMMUNITY COLLEGE  
OF INDIANA**



**Andrew Wilson, Chair**



**Michael Dora, Secretary**

**Dated October 5, 2023**