Department: Information Technology	**Priority #:**	2
Project Title and Description: Network Switch Upgrade	**Total Project Cost:**	$445,070.33

Department/Division Head: Joseph Young

Check if project is: New ■   Resubmitted ☐   **Cost estimate was developed**: Internally ☐   Externally ■

For project re-submittals, list prior year(s): [_____]

List any funding sources and amounts already granted: _____
_____
_____

Basis of Estimated Costs (attach additional information if available)			If project has impact on 5 Year Plan and future operating budgets, insert estimated amounts.		
Capital:	**Cost**	**Comments**	**Fiscal Year:**	**Capital**	**Operations & Maintenance**
Planning and Design			*FY26*		
Labor and Materials	$638,45.00		*FY27*		
Administration			*FY28*		
Land Acquisition			*FY29*		
Equipment	$381,225.33		*FY30*		
Other					
Contingency					
Total Capital	$445,070.33				

Project Justification and Objective: This project will allow for a more robust switching network to accommodate the added data requirements of data and voice on the town network systems.

Current Network Switches will be at end of support and become security risks if not replaced.

_____

For Capital Project Requests:
Will this project be phased over more than one fiscal year? If yes, enter it on the 5 Year Plan   Yes ☐   No ■
Can this project be phased over more than one fiscal year?   Yes ☐   No ■

For Capital Equipment Requests:
■ Check if equipment requested is replacement and enter the year, make & model, VIN and present condition of existing equipment

Dell Network Switches.

What is the expected lifespan of this new/replacement equipment: 5 Years _____

Attach backup information, estimates, or justification to support this request.
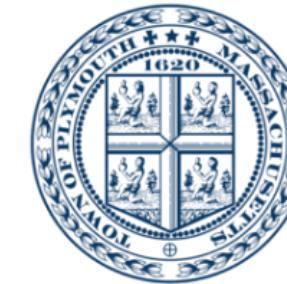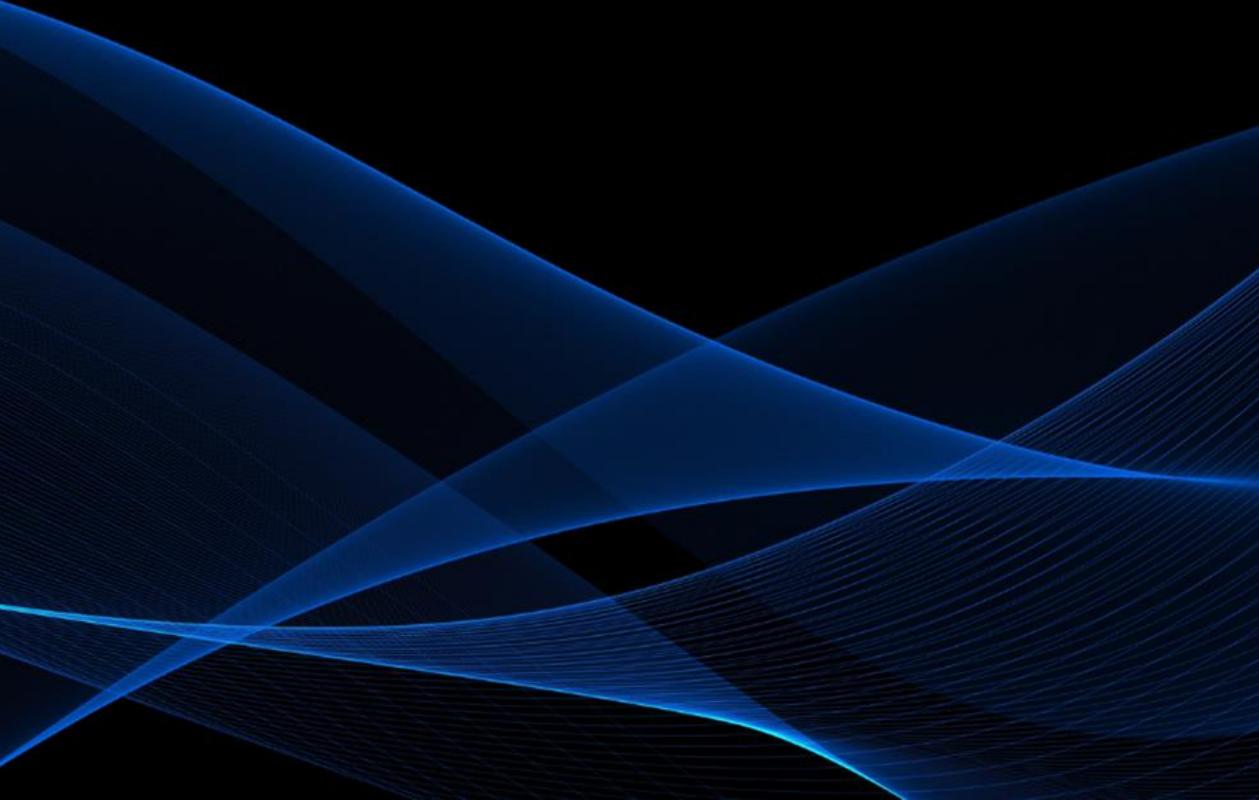
Agenda

- Introduction to Team

- Executive Summary

- What We Heard

- Your Business Outcomes and Expectations

- Our Proposal Aligned to Your Business Outcome

- The Overall Investment to Achieve Your Business Outcome

- A Little Bit About Blue Mantis

Let's meet the **future**.

Executive Summary

Town of Plymouth "TOP" has aging hardware that they desire to upgrade before end of support is reached. This will help ensure hardware is replaced before any major issues occur in addition to increasing performance and security on the network devices.

As part of this project TOP also desires to add in redundancy and failover at various areas of the network that have caused them issues up to this point.

As all traffic traverses the fiber core switch, they desire the ability to perform software upgrades on the fiber core switches without bringing all traffic to a halt.

Currently data traffic traverse the Town Hall firewall, but voice traffic traverses the DR emergency operations center (DR) firewall, but failover functionality is not believed to be in place. Blue Mantis will have to work with TPX which manages the firewalls to develop a design and implement routing in a way that supports this failover.

The switches will be shipped to the Blue Mantis Technology Innovation Center (TIC) for staging.

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What We Heard

- No daily performance issues but many devices reaching end of support soon, desires to be ahead of any issues

- Functioning well today on 1G fiber network interconnects

- Desires the ability to upgrade core fiber switch without impacting all remote site traffic

- Desires failover for data and voice traffic

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Your Business Outcomes

- Network infrastructure able to support business operations and technology innovations

- Provide optimal experience to end users and guests on the network

- Enhanced redundancy and resiliency to improve uptime of resources on the network

- Reduce admin IT overhead

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Proposal

- Devices in scope:

  - 30 x Aruba Switches

  - 1 x Aruba Central Cloud

- Devices managed by 3rd party (TPX):

  - Firewalls

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Proposal

- Discovery

  - Gather current documentation (if available)

  - Discover existing IP subnet schemes

  - Discover current VLAN schemes

  - Spanning-tree configuration

  - Discover L3 routing

  - Discover device interconnectivity

  - Gather device data: configs, logs, events etc…

  - Gather management practices

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Proposal

- Design

    - Routing changes to support failover of data and voice traffic

        - (May require TPX for firewall support)

    - Core changes to support VSX/FHRP design

    - Configuration templates

    - Visio Diagrams

        - Current & Future state

    - High level implementation plan

    - Inventory

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Proposal

- Staging

  - 30 Switches (at TIC)

    - Firmware Updates & Licensing

    - VLANs & STP

    - Interfaces

    - Routing

    - Management & Logging

  - Aruba Central Cloud

    - Baseline configuration

    - Sites and templates

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Proposal

- Implementation

  - 30 Switches

    - Follow high level implementation plan from design phase

    - Install switches into rack and migrate physical connections

    - Perform network functionality testing

    - Perform failover tests for fiber core

    - Perform failover tests for voice and data outbound traffic

    - TOP to perform business critical testing

    - Ensure integration to Aruba Central

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Proposal

- Day-2 & As-Built

  - Provide day-2 support following cutovers

  - Update documentation to reflect as-built

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Proposal

- Deliverables:

  - High Level Implementation Plan

  - As-Built Visio Diagrams

  - Network Inventory

    - New Switches

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Investment

One-time Investment		
Professional Services	Fixed Price	$63,845.00
Procurement	Aruba HW and SW	$381,225.33
	Total One-time Investment	**$445,070.33**

Travel & Expenses Billed actual

** *Procurement price does not include optional support*

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Background & Certifications

- Founded - 1992
- 150+ experienced technologists
- 20 yrs. average experience across teams
- Former CIOs and CISOs
- 1000s of client successes
- Valued Advisor, Trust, Transparency & Responsiveness - commonly cited attributes. *Client Survey

- National Institute of Standards & Technology (NIST)
- HITRUST
- Data Security Standards
- Information Technology Infrastructure Library (ITIL)
- GDPR / CCPA / SHIELD
- CISSP, CISM, CEH, Security+, ISO 27000, ITIL, others

- SOC 2 Accredited for security and confidentiality
- ISO 9001:2015 Certified Technical Innovation Center
- Payment Card Industry (PCI) Data Security Standards (DSS) Guided
- Health Insurance Portability and Accountability Act (HIPAA)

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Digital Technology Services

- Gain business agility
- Optimize employee productivity
- Reduce time to value
- Enhance data security

Managed Services

Datacenter Modernization

Cloud

Cybersecurity & Risk Management

Carrier Services

Modern Workspace

Networking

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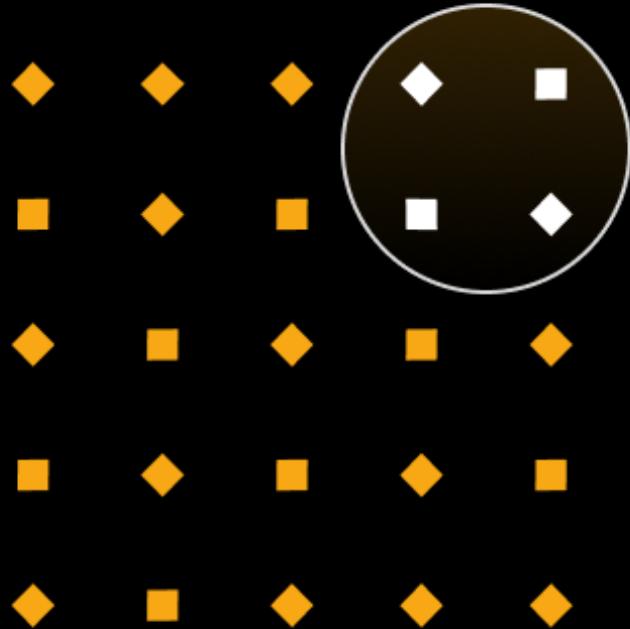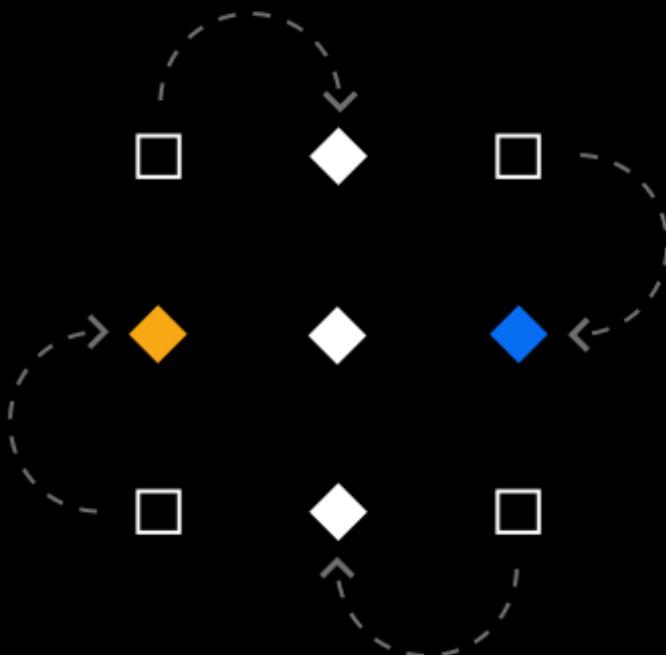
Our Clients

| Technology	Financial	Insurance / Legal	Healthcare & Life Sciences	Public Sector	Retail / Entertainment	Utilities / Manufacturing
LOFTWARE	BNY MELLON	Liberty Mutual INSURANCE	Tufts Medical Center	NAVSEA NAVAL SEA SYSTEMS COMMAND	THE KRAFT GROUP	Dead River Company
Geographic Solutions / salesforce	FREEDOM.PAY	John Hancock	SARASOTA MEMORIAL / BOSTON MEDICAL CENTER	BC	tripadvisor	WinnResidential
IBM	BOSTON PARTNERS FINANCIAL GROUP LLC	MGM THE LAW FIRM	cca commonwealth care alliance	Ringling College of Art + Design	CARROLS	Ocean Properties Hotels · Resorts Affiliates
Hewlett Packard Enterprise	Enterprise Bank CREATE SUCCESS	FOLEY HOAG LLP	medicus healthcare solutions	SMCC	BOSTON RED SOX	Milton CAT
Click / f5	Kennebunk Savings	PLANSOURCE	Akebia THERAPEUTICS / Aegerion Pharmaceuticals		RAYS	MORGAN PROPERTIES
AccuStandard	BCG BOSTON CONSULTING GROUP	NLC INSURANCE COMPANIES	YANKEE ALLIANCE	UNION COLLEGE	Samsonite	McNICHOLS
BERKSHIRE GREY	WOODFOREST NATIONAL BANK	KEMPER	FINCH / OPENBIOME		goodwill / NASOYA	DENSO / PRESERVATION MANAGEMENT
vmware	Suncoast Credit Union	ProSight Specialty Insurance	Nutraceutical	Cambridge College	COLE HAAN	ESG EMPOWERING ENERGY CHOICE
Hitachi Vantara	L.E.K. L.E.K. Consulting	AMERICAN INTEGRITY INSURANCE GROUP	Aspire Health / Karyopharm Therapeutics		Welch's / RCS	Cooper/T.Smith
PLANSOURCE	Nicholas Financial	MASS PROPERTY INSURANCE	carecentrix	VERMONT LAW SCHOOL	BUTCHER BOX	AQUARION
iRobot / cisco	PFM / DDJ CAPITAL MANAGEMENT		ST. FRANCIS MEDICAL CENTER	BABSON / EMCC	ORLANDO MAGIC	Unitil
THE CHANNELCO.	STONE COAST FUND SERVICES		FEDPOINT	JOHNSON & WALES UNIVERSITY		FILTRAN Filtration Group
bITHGROUP technologies			BOSTON IVF			
TELAFORCE			MASSACHUSETTS MEDICAL SOCIETY			
MEDIALAB						

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Michael Watford
Solutions Architect - Network

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Michael's entire career has been directly engaging with customers to provide solutions that meet or exceed expectations. He has worked in various positions starting in the NOC, moving into delivery consulting, then into a solutions architect role. This has given him first-hand experience within different areas of customer support. Throughout his 12+ year career he has consistently added new skills to his toolset. Communication, detail, clarity, organization, and presentation have always been of the utmost importance. He is certified in Cisco, Meraki, Fortinet, and Zscaler. His areas of expertise involve: Networking, Wireless, Data Center, Cloud, and Security.

Michael has a unique background in that he was homeschooled throughout his childhood and lived on a sailboat in the Caribbean as part of his teenage years. He believes connections and how we treat others are one of the most important aspects of life. His hobbies include hiking, camping, woodworking, and running the tech at his local church. He is married to a wonderful woman and wouldn't have it any other way. He has a baby boy named Luke. He is thankful and blessed for the opportunities to serve others.

Let's meet the **future**.

Next Steps

- Any edits or revisions to scope
- Support TOP decision making process

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At the core of everything we do is human contact— just one person talking to another.

Give us a call or send an email and let's meet the future together.

Thank you.

Locations

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Two International Drive
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Norwell Office
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