Item 342/2025

City of Garden Grove

INTER-DEPARTMENT MEMORANDUM

To:	Lisa L. Kim	From:	Anand Rao
Dept:	City Manager	Dept:	Information Technology
		Date:	11/12/2025

Subject: Authorization for the issuance of a purchase order to Saitech Inc. for the purchase of a next generation firewall solution. (Cost: $169,410.75) (Action Item)

OBJECTIVE

To receive City Council authorization for the purchase of a next generation firewall solution in the amount of $169,410.75 from Saitech Inc. pursuant to IFB No. S-1373B.

BACKGROUND

The City currently utilizes several firewalls for network security. As part of its technology modernization initiative, the City seeks to implement a pair of advanced firewalls and supporting services that provide redundancy, high availability, enhanced security features, improved performance, and simplified management. These firewalls will also allow the City to utilize increased Internet bandwidth.

DISCUSSION

IFB No. S-1373B was issued on October 10, 2025 for a next generation firewall solution. Twelve proposals were received and opened on October 24, 2025. All proposals were reviewed and ten proposals were found to be responsive. The lowest responsive bid was from Saitech Inc.

The responsive bids are as follows:

Bidders for IFB No. S-1373B	
Vendor	**Price**
Saitech Inc.	$169,410.75
Hypertec USA, Inc.	$172,794.33

Bidders for IFB No. S-1373B	
Insight Public Sector, Inc.	$173,400.48
Concourse Tech Inc.	$174,413.08
GigaKom	$174,526.00
Transource Services Corp	$177,239.16
Tech Advanced Computers, Inc.	$190,168.95
Howard Industries, Inc.	$193,194.38
vPrime Tech Inc.	$252,800.27
Integrity IT Solutions	$273,850.34
Golden Star Technology, Inc. –	Non-Responsive
Information Technology, Data & Security Solutions LLC – Non-Responsive	Non-Responsive

FINANCIAL IMPACT

Total cost for the purchase of the next generation firewall solution is $169,410.75. This amount is included in the adopted Fiscal Year 2025-26 operating budget, and will be funded by the FY 2024 COPS Office Technology and Equipment Program (TEP), which was awarded to the City on September 30, 2024. The TEP funding is to be used for the purchase and installation of IT equipment for cybersecurity enhancements. There is no local match requirement.

RECOMMENDATION

It is recommended that the City Council:

- Authorize the Finance Director, or designee, to issue a purchase order in the amount of $169,410.75, to Saitech Inc. for the purchase of a next generation firewall solution.

ATTACHMENT(S)

1. Bid Tabulation
2. Saitech Inc. Bid