



Information Technology Department  
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*Information Technology Department*

April 22, 2025 BOW Agenda

To: Board of Works and Safety  
Mayor Guy Titus

From: Rob Souchon – IT Manager

1. A request to purchase replacement routing equipment from Multilink Solutions Inc. for \$10,140.75 without tax was approved at the April 8, 2025 Board of Works meeting. After the Multilink Solutions quote was accepted, the IT Department learned that Net Term payment options were not available with this distributor. Multilink Solutions only accepts payment in advance of the customer receiving the products. This payment option does not align with the payment regulations of the State Board of Accounts or the City of Greenfield purchasing policy. Learning of this issue, new vendors that distribute this routing equipment needed were sought.

This is a new request to approve the purchase of replacement routing equipment from Insight for \$12,488.05. Insight can distribute the products needed and provide Net Terms for the purchase. Provided are additional quotes for the products but the distributors are not able to provide Net Terms and want payment upfront. The equipment will replace the existing routing equipment that exists in the City of Greenfield's network.