



TO: Board of Contracts and Awards
FROM: Daniel Key, Director, Information Technology Department
Steve Taylor, IT Manager, Information Technology Department
COPY: City Council, City Manager, City Clerk, SBE Coordinator, LEAP Coordinator, and
Alex Clark, Finance/Purchasing
SUBJECT: Request for Quotation: Cisco ASR 903-920
Requested City Council Date December 10, 2019
DATE: November 18, 2019

RECOMMENDATION SUMMARY:

The Information Technology Department recommends a contract be awarded to Presidio Networked Solutions Group, LLC, Bellevue, WA, in the amount of \$249,123.45 plus applicable taxes and shipping, to purchase fiberoptic network equipment for the City's 800 MHz Public Safety Radio System.

STRATEGIC POLICY PRIORITY:

This project is aligned with the strategic policy priority to *Encourage and promote an efficient and effective government, which is fiscally sustainable and guided by engaged residents.*

BACKGROUND:

The City's 800 MHz digital radio system provides communications services for Tacoma General Government Departments and 28 external first responder agencies. City owned fiber, together with fiberoptic router equipment, is the radio system "*backhaul network*". The backhaul network is the information highway allowing computer and transmitter equipment at 8 radio sites and 4 dispatch centers to operate as an integrated system.

ISSUE: The fiberoptic router equipment purchased in 2007 has reached end of manufacturing and vendor support. Updated equipment must be purchased to assure the radio system continues providing reliable first responder communications. In addition the current equipment does not meet necessary Ethernet specifications for contracted radio system upgrades.

ALTERNATIVES: In terms of reliability, performance and specifications, microwave equipment could be a viable alternative to fiberoptic equipment. However microwave costs are an estimated 161% higher than fiberoptic costs and therefore not financially viable.

If new backhaul equipment is not implemented, delivery of first responder services to Citizens may be negatively impacted due to obsolete equipment reliability and performance. In addition, radio system hardware/software upgrades currently contracted cannot be implemented, because the existing fiberoptic equipment does not provide Ethernet capability.

COMPETITIVE SOLICITATION

A Request For Quotation based on the NASPO ValuePoint AR233 contract was released October 18, 2019. Three companies were invited to respond, in addition to normal advertising of the project. Three submittals were received by November 1, 2019. Presidio Networked Solutions Group, LLC in Bellevue, WA. Presidio was notified they were the low bidder on November 8, 2019. The table below reflects the amount of the equipment costs total award.



<u>Respondent</u>	<u>Location</u>	<u>Price</u>
Presidio Networked Solutions Group, LLC	Bellevue, WA	\$249,123.45
Cerium Networks, Inc.	Spokane, WA	\$290,997.52
Right! Systems, Inc.	Lacey, WA	\$296,334.51

Pre-bid Estimate: \$303,000
 The recommended award is 18% percent below the pre-bid estimate.

CONTRACT HISTORY: New contract.

SUSTAINABILITY: Not applicable.

SBE/LEAP COMPLIANCE: Not applicable.

DISADVANTAGED BUSINESS ENTERPRISE (DBE): Not applicable.

FISCAL IMPACT:

EXPENDITURES:

FUND NUMBER & FUND NAME	COST OBJECT (CC/WBS/ORDER)	COST ELEMENT	TOTAL AMOUNT
5540 Radio Communications	822100	5600000	\$249,123.45
TOTAL			\$249,123.45

REVENUES:

FUNDING SOURCE	COST OBJECT (CC/WBS/ORDER)	COST ELEMENT	TOTAL AMOUNT
Various	822100	Various	\$249,123.45
TOTAL			\$249,123.45

FISCAL IMPACT TO CURRENT BIENNIAL BUDGET: \$249,123.45

ARE THE EXPENDITURES AND REVENUES PLANNED AND BUDGETED? Yes

IF EXPENSE IS NOT BUDGETED, PLEASE EXPLAIN HOW THEY ARE TO BE COVERED. N/A