

WIRELESS TELECOMMUNICATIONS DEVICES AND SERVICES



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SERVICES



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Bottom Line Up Front

<p>City Council action will:</p>	<p>Authorize multi-vendor award agreements for wireless telecommunications devices & services to top two vendors:</p> <ul style="list-style-type: none"> • Vendor 1* • Vendor 2* <p style="text-align: right;">*To be discussed in committee meeting following SPD’s notification of all proposers</p>						
<p>Purpose:</p> <ul style="list-style-type: none"> • what are the wireless contracts used for? • why award this now? 	<p>The City leverages wireless (cellular) communications devices to enable our people and machines to communicate and share information. Cellular devices are an essential part of modern cities that enable work to occur out in the community where our constituents and infrastructure are positioned. This enables the City to accommodate:</p> <ul style="list-style-type: none"> • mobile workers such as policemen, firemen, inspectors, public officials, etc. • devices that are positioned away from City facilities such as cameras, sensors, lift stations, etc. • disaster recovery to <i>sustain existing services or enable new & temporary services</i> during emergencies <p>The City currently has a single wireless contract with Verizon Wireless. It expires on February 19, 2025 and is forecasted to exhaust council approved spending authority by December 31, 2024.</p>						
<p>Procurement:</p> <ul style="list-style-type: none"> • how the selection was made 	<ul style="list-style-type: none"> • An RFP was issued and evaluated by members of the HITS, HPW, and HPD Departments with additional non-voting representation from HAS • Proposals received from AT&T, T-Mobile & Verizon • All three proposers: <ul style="list-style-type: none"> – met the technical competence requirements – were selected to participate in oral presentations – submitted Best and Final Offers (BAFO) • Analysis of BAFO pricing and scoring matrix resulted in recommendation to transition to multi-vendor award for top two scoring vendors with best overall value 						
<p>New Contract Amounts:</p>	<table border="0"> <tr> <td>Vendor 1:</td> <td>\$55,726,908</td> </tr> <tr> <td>Vendor 2 :</td> <td>\$ 6,191,879</td> </tr> <tr> <td>Total spending authority requested:</td> <td>\$61,918,787</td> </tr> </table>	Vendor 1:	\$55,726,908	Vendor 2 :	\$ 6,191,879	Total spending authority requested:	\$61,918,787
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<p>Contract Terms:</p>	<p>3 years + 2 (1) year renewal options</p>						
<p>MWBE Goal:</p>	<p>18%</p>						

Evaluation Criteria and Max Points

Criteria	Max Points
Responsive	Pass/Fail
Requirements	Pass/Fail
Financial Stability of the Proposer	Pass/Fail
Quality of proposed M/WBE Participation	Pass/Fail
Technical Competence Requirements Network Capabilities Emergency Recovery Plan Implementation, Transition and Migration Plan Order Fulfillment and Billing Ability to provide In-Building Service Solution Coverage Area Map	75 Points
Price Proposal Device and Plan Pricing Rebate	25 points

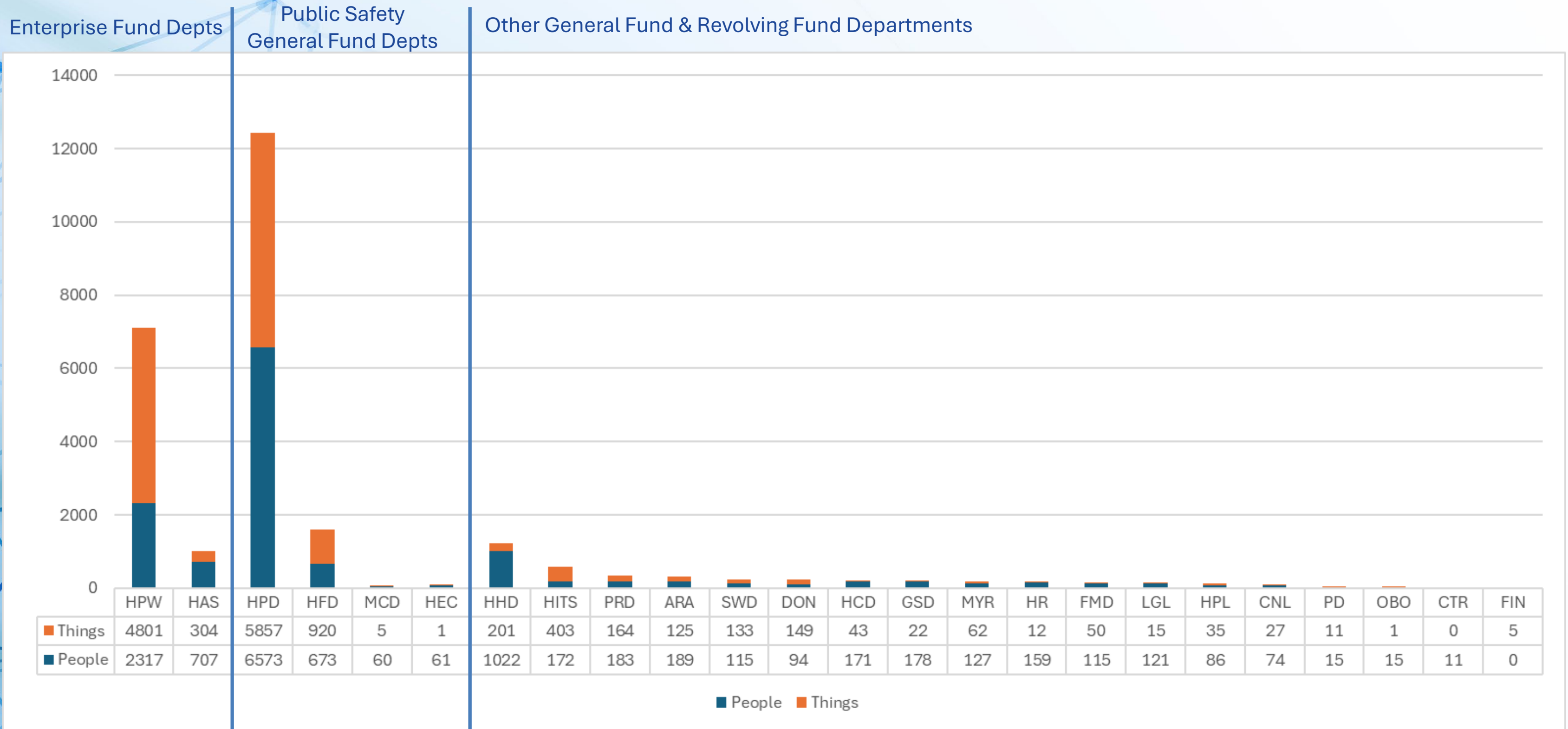
Who are biggest consumers of wireless devices & what are they used for?



■ Enterprise ■ Public Safety ■ All Others

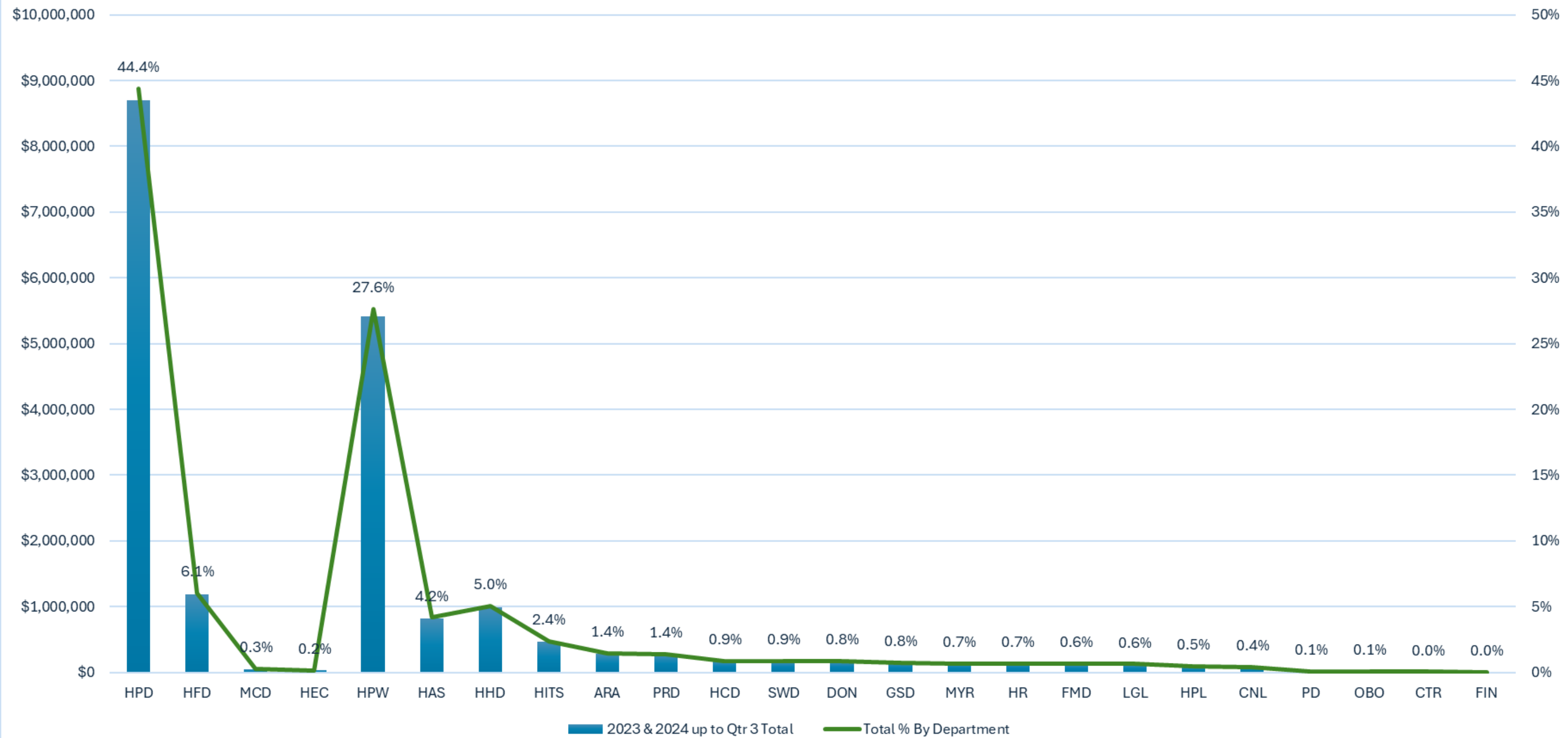


Quantity of Wireless Devices – by PEOPLE/THINGS & Department



Historical Expenditures – at a glance

Calendar Year 2023 & 2024 up to Qtr. 3 Spending By Departments



Historical Expenditures – actuals by quarter & department

Category	Departments	Qtr1-2023	Qtr2-2023	Qtr3-2023	Qtr4-2023	2023 Total	Qtr1-2024	Qtr2-2024	Qtr3-2024	2024 Total	2023 & 2024 up to Qtr 3 Total	Total % By Department
Public Safety	HPD	\$1,211,862.67	\$1,278,492.03	\$1,282,343.27	\$1,306,752.56	\$5,079,450.53	\$1,330,628.37	\$1,347,455.93	\$941,297.64	\$3,619,381.94	\$8,698,832.47	44.4%
Public Safety	HFD	\$167,447.18	\$175,212.41	\$175,491.95	\$180,864.95	\$699,016.48	\$183,245.45	\$184,244.39	\$120,456.11	\$487,945.95	\$1,186,962.43	6.1%
Public Safety	MCD	\$7,111.92	\$7,441.72	\$7,453.60	\$7,681.80	\$29,689.04	\$7,782.91	\$7,825.34	\$5,116.08	\$20,724.33	\$50,413.37	0.3%
Public Safety	HEC	\$4,236.17	\$4,432.62	\$4,439.69	\$4,575.62	\$17,684.11	\$4,635.85	\$4,661.12	\$3,047.37	\$12,344.33	\$30,028.44	0.2%
Enterprise	HPW	\$404,380.83	\$423,133.67	\$423,808.77	\$436,784.42	\$3,184,874.46	\$834,906.98	\$839,458.40	\$548,824.82	\$2,223,190.20	\$5,408,064.67	27.6%
Enterprise	HAS	\$122,176.85	\$129,810.17	\$132,181.55	\$119,918.05	\$504,086.62	\$117,543.29	\$115,104.32	\$79,156.27	\$311,803.88	\$815,890.50	4.2%
All Others	HHD	\$139,235.29	\$145,692.22	\$145,924.66	\$150,392.40	\$581,244.58	\$152,371.83	\$153,202.47	\$100,161.39	\$405,735.69	\$986,980.27	5.0%
All Others	HITS	\$32,775.66	\$34,295.60	\$34,350.32	\$35,402.02	\$274,105.70	\$71,856.13	\$72,247.85	\$47,234.52	\$191,338.50	\$465,444.20	2.4%
All Others	ARA	\$39,982.97	\$41,837.14	\$41,903.89	\$43,186.86	\$166,910.86	\$43,755.27	\$43,993.80	\$28,762.46	\$116,511.53	\$283,422.39	1.4%
All Others	PRD	\$38,150.62	\$39,919.82	\$39,983.51	\$41,207.68	\$159,261.62	\$41,750.04	\$41,977.64	\$27,444.33	\$111,172.01	\$270,433.63	1.4%
All Others	HCD	\$24,461.11	\$25,595.47	\$25,636.31	\$26,421.21	\$102,114.11	\$26,768.96	\$26,914.89	\$17,596.54	\$71,280.39	\$173,394.49	0.9%
All Others	SWD	\$23,815.11	\$24,919.52	\$24,959.28	\$25,723.45	\$99,417.36	\$26,062.02	\$26,204.09	\$17,131.83	\$69,397.93	\$168,815.29	0.9%
All Others	DON	\$23,001.86	\$24,068.55	\$24,106.95	\$24,845.03	\$96,022.40	\$25,172.04	\$25,309.26	\$16,546.80	\$67,028.09	\$163,050.49	0.8%
All Others	GSD	\$20,870.68	\$21,838.54	\$21,873.38	\$22,543.07	\$87,125.68	\$22,839.78	\$22,964.29	\$15,013.70	\$60,817.77	\$147,943.44	0.8%
All Others	MYR	\$19,094.51	\$19,980.00	\$20,011.88	\$20,624.57	\$79,710.95	\$20,896.03	\$21,009.94	\$13,735.97	\$55,641.94	\$135,352.90	0.7%
All Others	HR	\$18,763.08	\$19,633.21	\$19,664.53	\$20,266.59	\$78,327.41	\$20,533.34	\$20,645.27	\$13,497.56	\$54,676.17	\$133,003.58	0.7%
All Others	FMD	\$17,793.62	\$18,618.79	\$18,648.49	\$19,219.45	\$74,280.34	\$19,472.41	\$19,578.56	\$12,800.16	\$51,851.13	\$126,131.47	0.6%
All Others	LGL	\$17,403.11	\$18,210.16	\$18,239.21	\$18,797.64	\$72,650.12	\$19,045.05	\$19,148.87	\$12,519.23	\$50,713.16	\$123,363.28	0.6%
All Others	HPL	\$13,135.16	\$13,744.30	\$13,766.22	\$14,187.70	\$54,833.39	\$14,374.44	\$14,452.80	\$9,449.01	\$38,276.25	\$93,109.63	0.5%
All Others	CNL	\$11,670.05	\$12,211.24	\$12,230.73	\$12,605.19	\$48,717.21	\$12,771.10	\$12,840.72	\$8,395.06	\$34,006.88	\$82,724.09	0.4%
All Others	PD	\$2,903.52	\$3,038.17	\$3,043.01	\$3,136.18	\$12,120.88	\$3,177.46	\$3,194.78	\$2,088.70	\$8,460.94	\$20,581.82	0.1%
All Others	OBO	\$1,753.38	\$1,834.69	\$1,837.62	\$1,893.88	\$7,319.57	\$1,918.81	\$1,929.27	\$1,261.33	\$5,109.40	\$12,428.98	0.1%
All Others	CTR	\$1,158.63	\$1,212.36	\$1,214.30	\$1,251.48	\$4,836.77	\$1,267.95	\$1,274.86	\$833.48	\$3,376.29	\$8,213.06	0.0%
All Others	FIN	\$509.75	\$533.39	\$534.24	\$550.59	\$2,127.97	\$557.84	\$560.88	\$366.70	\$1,485.42	\$3,613.38	0.0%
	Grand Total	\$2,363,693.72	\$2,485,705.80	\$2,493,647.39	\$2,538,832.40	\$11,515,928.18	\$3,003,333.33	\$3,026,199.74	\$2,042,737.04	\$8,072,270.11	\$19,588,198.29	100%

Projected Spending Authority Needed

Projected Spend
\$ 61,918,787.00

Department Category	Vendor 1 and Vendor 2 (90% to 10%)					Total
	Projected FY25	Projected FY26	Projected FY27	Projected FY28	Projected FY29	
Public Safety	\$4,614,521	\$4,815,704	\$5,027,321	\$5,248,662	\$5,480,826	\$25,187,034
Enterprise	\$3,012,378	\$3,409,141	\$3,866,899	\$4,418,022	\$5,061,152	\$19,767,593
All Other Departments	\$2,580,272	\$2,928,935	\$3,330,590	\$3,794,164	\$4,330,199	\$16,964,160
Total	\$10,207,171	\$11,153,780	\$12,224,810	\$13,460,848	\$14,872,177	\$61,918,787
Vendor 1 Total	\$9,186,454	\$10,038,402	\$11,002,329	\$12,114,763	\$13,384,959	\$55,726,908
Vendor 2 Total	\$1,020,717	\$1,115,378	\$1,222,481	\$1,346,085	\$1,487,218	\$6,191,879

Wireless Rebate



Proposers	Projected FY25	Projected FY26	Projected FY27	Projected FY28	Projected FY29	Total
Vendor 1	\$2,750,000	\$1,150,000	\$1,150,000	\$1,250,000	\$1,050,000	\$7,350,000
Vendor 2	\$400,000	\$0	\$0	\$0	\$0	\$450,000

Q&A



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