



## City of Houston Wireless RFP

February 10th, 2015

Annise Parker, Mayor

Charles T. Thompson, CIO





## Agenda

- Wireless RFP Timeline
- Wireless Evaluation and Evaluation Criteria
- Current Environment
- Price Comparison
- Added Value
- MWBE Participation

## Wireless RFP Timeline



Event	Date
• Current Contract Executed	July 28, 2011
• Citywide Customer Satisfaction Survey	October 2013
• RFP Issued	June 3, 2014
• Proposals Due	July 10, 2014
• Evaluation Process	Aug. – Nov. 2014
• Best and Final Offer – Top 2 Technical Proposals	Dec. 2014 – Jan. 2015
• Contract Negotiations Began	Jan. 2015
• Contract Development	Jan. – Feb. 2015
• Committee & Council Consideration	Feb. 2015



## Wireless RFP Evaluation

### 4 Proposers Submitted Responses:

- AT&T Mobility
- Sprint Solutions, Inc.
- T-Mobile
- Verizon Wireless

### RFP Committees:

- Evaluation Committee – one representative from HITS, PWE, HPD, HAS, and ARA (technical advisor)
- Best and Final Offer Committee – City Attorney, Chief Information Officer & Chief Procurement Officer

## Wireless RFP Evaluation Criteria



- 1. Professional and Technical Response (Critical)**
- 2. Service Rates (Important)**
- 3. Demand Set (Important)**
- 4. Financial Strength of the Proposer (Important)**
- 5. Proposed Contract**
- 6. MWBE Participation/Hire Houston First**



## Wireless RFP Criteria – (Summary)

	Verizon	AT&T	Sprint	T-Mobile
Professional and Technical Response (Critical)	Highly Qualified	Highly Qualified	Fair	Fair
Service Rates (Important)	Qualified	Qualified	Qualified	Qualified
Demand Set (Important)	Not rated	Not rated	Not rated	Not rated
Financial Strength of the Proposer (Important)	Qualified	Qualified	Qualified	Qualified
Proposed Contract (Important)	Not rated	Not rated	Not rated	Not rated





## Current Environment

- Devices
  - Voice Only 3,668
  - Smart Phones 3,875
  - Data Cards/Hot Spots 6,502
  - Tablets 127
  - Parking Meters 1,061
- Total Wireless Spend
  - FY2013 \$4.36M
  - FY2014 \$5.56M
  - FY2015 \$5.30M (estimated)
  - FY2016 \$5.40M (estimated)





## Current Environment

	Verizon	AT&T	Sprint
Voice Only			X
Smart Phones		X <sup>1,2</sup>	X
Data Cards/Hot Spots	X <sup>2</sup>	X <sup>1</sup>	X
Tablets	X <sup>2</sup>	X <sup>1</sup>	X
Parking Meters			X

1. HAS – international capabilities and historical use
2. Public Safety, PWE & HHS due to data service reliability & quality





## Price Comparison

	AT&T	Verizon
60 Months (Voice/Data)	\$32,171,519	\$26,666,666
Phone Costs (year 1)	\$384,461	\$0
Deployment Services	\$180,000	\$0
Activation Credit (one time)	(\$550,000)	(\$1,025,000)
Retention Credit (aggregate paid at milestones for the life of the contract)	(\$600,000)	(\$1,250,000)
Total:	\$31,585,978	\$24,391,666
In Building Service (budget)	**	(\$1,000,000)

\*\* A calculation is required for cost, range is \$2-4 per square foot



## Added Value/Intangibles

### Additional Contract Saving Opportunities with Verizon

1. No cost implementation with data set up and number porting
2. Pooling across data plans and billing entities, which results in significant savings
3. Billing and inventory management through a single system (Telecom Expense Management System)
4. Ranked highest in all regions of the US - J.D. Power & Associates Wireless Network Quality Performance Study (2014)
5. Implemented Alternative Energy for Cell Towers, Offices and Data Centers
6. HPD Mobile Device Terminal (MDT) in vehicles – extra savings



# MWBE Participation

## Advertised Goal - 19%

Verizon MWBEs	AT&T MWBEs
Virtuo Group – 10%	Precision Task Group
MCA Communications - 5%	HAF, Inc.
JOLT Consulting and Business Advisors - 2%	CompuCycle
Access Data Supply – 1%	
Elite Change – 1%	



**Questions?**