

TTI Presentation

GTE Mobilnet of
South Texas LP
DBA

Verizon Wireless



Lisa Kent

Chief Information Officer

Date: September 5, 2019

Bottom Line Up Front

Vendor:

GTE Mobilnet dba Verizon Wireless

Purpose:

Add **spending authority** to fund the final months of the existing 5-year agreement.

2015 Approved Spend Authority:

\$26,666,666.00*
(*no contingency for growth was included)

Requested Additional Spend Authority:

\$ 3,020,201.63 ↑ 11.3% increase *excluding rebates*

Rebates Collected FY15-19:

- \$ 2,700,000.00

Projected “real” spend increase

\$ 320,201.63 ↑ 1.2% increase *including rebates*

Device count growth (FY15-19)

+1,290 devices ↑ 11.5% (from 11,128 devices to 12,418)

Contract Expiration Date:

February 24, 2020

Primary Department Users:

All City Departments

ANNUAL ATTAINMENT OFFER

Details of “rebate checks” received

Payout Totals - Year 1 (2015 - 2016)

Active Lines	Line Attainment	Offer Amount	Total Payout
	3500-4999	\$ 300,000.00	\$ 300,000.00
	5000-7499	\$ 150,000.00	\$ 150,000.00
	7500-9999	\$ 200,000.00	\$ 200,000.00
11,128	10000-12499	\$ 350,000.00	\$ 350,000.00
	12500+	\$ 200,000.00	\$ -
			\$ 1,000,000.00

Payout Totals - Year 2 (2016 - 2017)

Active Lines	Line Attainment	Offer Amount	Total Payout
	3500-4999	-	-
	5000-7499	\$ 125,000.00	\$ 125,000.00
	7500-9999	\$ 250,000.00	\$ 250,000.00
12,201	10000-12499	\$ 325,000.00	\$ 325,000.00
	12500+	\$ 200,000.00	\$ -
			\$ 700,000.00

Payout Totals - Year 3 (2017 - 2018)

Active Lines	Line Attainment	Offer Amount	Total Payout
	3500-4999	-	-
	5000-7499	\$ 100,000.00	\$ 100,000.00
	7500-9999	\$ 150,000.00	\$ 150,000.00
12,328	10000-12499	\$ 250,000.00	\$ 250,000.00
	12500+	\$ 200,000.00	\$ -
			\$ 500,000.00

Payout Totals - Year 4 (2018 - 2019)

Active Lines	Line Attainment	Offer Amount	Total Payout
	3500-4999	-	-
	5000-7499	\$ 100,000.00	\$ 100,000.00
	7500-9999	\$ 150,000.00	\$ 150,000.00
12,408	10000-12499	\$ 250,000.00	\$ 250,000.00
	12500+	\$ 200,000.00	TBD
			\$ 500,000.00

! Rebate checks were credited back to all department budgets. But...the rebates do NOT get credited to contract spending authority.

Total collected so far: \$2,700,000

CONTRACT STATS

11,128



of devices
in 2016

1,290



New
devices

12,418



of devices
in 2019



1

93%



% of
contract
funds spent
by top 10
depts

Total Invoice Amount Dept.	FY15-20	Rank by Spend
HPD	\$ 8,374,402.19	1
HPW	\$ 6,654,730.89	2
HFD	\$ 2,891,370.18	3
HHD	\$ 1,780,006.80	4
HAS	\$ 1,409,620.14	5
HITS	\$ 506,213.27	6
ARA	\$ 475,977.01	7
PRD	\$ 447,382.66	8
GSD	\$ 383,843.35	9
DON	\$ 305,375.71	10



5



2



3



4

Detailed Expense Breakdown

Account Numbers	FY15	FY16	FY17	FY18	FY19	FY20	Projected Spend
Months	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Thru 02/24/20
	3	12	12	12	12		
242071866	\$ -	\$ 18,999.64	\$ 62.48	\$ -	\$ -	\$ -	\$ -
342002077 - CLOSED	\$ -	\$ 58,089.17	\$ -	\$ -	\$ -	\$ -	\$ -
342068629 - DATA	\$ -	\$ 482,209.70	\$ 800,625.91	\$ 907,875.82	\$ 1,192,643.39	\$ -	\$ 887,084.68
423358822 - CLOSED	\$ -	\$ 911.82	\$ -	\$ -	\$ -	\$ -	\$ -
642066330 - VOICE	\$ -	\$ 1,765,227.68	\$ 2,441,338.98	\$ 2,630,363.50	\$ 2,437,540.55	\$ -	\$ 1,813,035.57
842081978 - M2M	\$ -	\$ 20,157.15	\$ 6,614.45	\$ 45,089.09	\$ 19,965.96	\$ -	\$ 14,850.62
923167461 - HFD	\$ -	\$ 315,123.93	\$ 350,768.50	\$ 370,523.15	\$ 470,572.81	\$ -	\$ 350,010.69
942111103 - CLOSED	\$ -	\$ -	\$ 411.62	\$ 52.63	\$ -	\$ -	\$ -
(Blanks)	\$ 585,686.36	\$ 378,870.62	\$ 1,441.92	\$ -	\$ -	\$ -	\$ -
HAS	\$ 59,234.50	\$ 319,292.45	\$ 300,029.09	\$ 354,879.38	\$ 349,845.32	\$ 26,339.40	\$ 227,687.19
HPD	\$ 107,027.06	\$ 1,683,940.79	\$ 1,785,894.08	\$ 2,036,811.30	\$ 2,346,535.53	\$ 414,193.43	\$ 1,309,009.72
Total	\$ 751,947.92	\$ 5,042,822.95	\$ 5,687,187.03	\$ 6,345,594.87	\$ 6,817,103.56	\$ 440,532.83	\$ 4,601,678.47

Total Contract Spending Authority Needed = \$29,686,867.63

Dept.	Remaining Allocation	Projected Spend Thru 02/24/20	Total Request
HITS	\$ (677,263.75)	\$ 3,064,981.56	\$ 2,387,717.81
HAS	\$ (378,615.28)	\$ 227,687.19	\$ (150,928.09)
HPD	\$ (525,597.81)	\$ 1,309,009.72	\$ 783,411.91
Total	\$(1,581,476.84)	\$ 4,601,678.47	\$ 3,020,201.63

Questions?