

BOARD MEETING DATE: January 4, 2019

AGENDA NO. 6

PROPOSAL: Authorize Purchase of Telecommunication Services

SYNOPSIS: On October 5, 2018, SCAQMD released an RFP to select a vendor(s) capable of providing telecommunication services to the SCAQMD in the most cost-effective manner and, if possible, to consolidate all telephone company-related services to a single telecommunications provider. These telecommunication services included local, long distance, and toll-free; private IP network; MPLS bundled T1s and EVLP lines; internet access (with a redundant connection); phone system maintenance; and wireless voice and data. This action is to obtain approval to purchase telecommunication services from the selected vendor(s) for a period of three years. Funds for this purchase are included in the FY 2018-19 Budget (\$750,000) and will be included in subsequent fiscal year budget requests.

COMMITTEE: Administrative, December 14, 2018; Recommended for Approval

**RECOMMENDED ACTIONS:**

Authorize the Executive Officer to execute contracts to purchase telecommunication services required by the SCAQMD from the following vendors for a three-year period:

1. Contracts with CenturyLink for local, long distance, and toll free services; and internet access in an estimated amount of \$165,000, depending on usage.
2. A contract with Verizon Enterprise Solutions for air monitoring private internet protocol (PIP) network in an estimated amount of \$145,000, depending on usage.
3. A contract with Airespring for dedicated Long Beach MPLS bundled T1s and EVPL 100MB in an estimated amount of \$20,000, depending on usage
4. A contract with PCM-G for phone system maintenance services in an estimated amount of \$250,000, depending on usage.

5. A contract with T-Mobile USA, Inc. for wireless voice and data services in an estimated amount of \$170,000, depending on usage.

Wayne Nastri  
Executive Officer

HJ: MH: AT:agg

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### **Background**

On October 5, 2018 the SCAQMD released RFP #P2019-04 for Telecommunication Services. The purpose of this RFP was to solicit and identify vendors capable of providing high quality and reliable telecommunication services to the SCAQMD in the most cost-effective manner, and if possible, to consolidate all telephone company related services to a single telecommunications provider. The overall goal is to reduce current expenses for voice and data communication services, optimize the use of the SCAQMD's current voice communication network, and provide the SCAQMD with the necessary flexibility to take full advantage of new telecommunications technologies as they evolve. Telecommunication services solicited under this RFP include local, long distance, and toll-free; air monitoring Private Internet Protocol (PIP) network; dedicated Multiprotocol Label Switching (MPLS) bundled digital transmission lines (T1s) and Ethernet virtual private line (EVPL); internet access; phone system maintenance; and wireless voice and data.

### **Outreach**

In accordance with SCAQMD's Procurement Policy and Procedure, a public notice advertising the RFP and inviting bids was published in the Los Angeles Times, the Orange County Register, the San Bernardino Sun, and Riverside County's Press Enterprise newspapers to leverage the most cost-effective method of outreach to the South Coast Basin.

Additionally, potential bidders may have been notified utilizing SCAQMD's own electronic listing of certified minority vendors. Notice of the RFP has been e-mailed to the Black and Latino Legislative Caucuses and various minority chambers of commerce and business associations, and placed on the Internet at SCAQMD's website (<http://www.aqmd.gov>).

### **Bid Evaluation**

Seventy-two copies of the RFP were mailed out and fifteen vendors attended the mandatory bidders conference held on October 25, 2018. Eleven bids were received in response to the RFP when final bidding closed at 1:00 p.m. on November 6, 2018.

Attachment 1 reflects the evaluation of the proposals and the respective ratings for contract bids. The evaluation committee rated CenturyLink the highest for local, long distance, toll free, and internet services; PCM-G the highest for phone system maintenance services; T-Mobile USA, Inc. the highest for wireless voice and data services; Verizon Enterprise Solutions the highest for air-monitoring telemetry PIP network; and Airespring the highest for dedicated Long Beach MPLS bundled T1s and EVPL 100MB. The cost of entering into three-year term contracts results in approximately \$96,000 savings over the three years, as compared to one-year terms. In addition, staff evaluated consolidating telephone company services further and determined that the cost savings of the recommendation outweighed further consolidation. Therefore, staff recommends these vendors for the purchase of the identified telecommunication services for three-year terms.

### **Panel Composition**

The panel consisted of one Staff Specialist, two Information Technology Supervisors, one Program and Systems Supervisor, three Senior Information Technology Specialists and one outside IT consultant. Of these eight panelists, four are Asian-Pacific Islander, two are Caucasian, and two are Hispanic; one is female, seven are male.

### **Resource Impacts**

Sufficient funds were included in the FY 2018-19 Budget, Services & Supplies Major Object, Communications and Maintenance of Equipment accounts. Funding for subsequent years will be included in future budget requests.

### **Attachments**

Attachment 1 - Bid Evaluation Summary to RFP #P2019-04

- 1-A: Category 1 – Local, Long Distance, and Toll Free
- 1-B: Category 2 – Air Monitoring Telemetry PIP network
- 1-C: Category 3 – Dedicated Long Beach MPLS bundled T1's and EVPL
- 1-D: Category 4 – Internet Access
- 1-E: Category 5 – Cisco Phone System Maintenance
- 1-F: Category 6 – Wireless Connectivity

**ATTACHMENT 1**  
**Bid Evaluation Summary to RFP #P2019-04**

**1-A: Category 1 – Local, Long Distance, and Toll Free**

Three proposals meeting the stated criteria were received in response to Category 1 (Local, Long Distance and Toll Free Services) of this RFP. They were from CenturyLink, Airespring and Granite Telecom. One non-responsive proposal was received.

**Standard Services Criteria (50 points maximum)**

	Proposer		
	CenturyLink	Airespring	Granite Telecom
Panel Average	50	26	35

**Cost (50 points maximum)**

	Proposer		
	CenturyLink	Airespring	Granite Telecom
Actual \$ Amount per Year	\$48,853.56	\$62,102.16	\$53,893.96
Points	50	39	45

**Additional Points (17 points maximum)**

Criteria	Proposer		
	CenturyLink	Airespring	Granite Telecom
Small Business or Small Business Joint Ventures Points (Maximum = 10)		10	
DVBE or DVBE Joint Ventures Points (Maximum = 10)			
Use of DVBE or Small Business Subcontractors Points (Maximum = 7)			
Low-Emission Vehicle Business Points (Maximum = 5)			
Local Business (Non-EPA Funded Projects Only Points (Maximum = 5)		5	
Off-Peak Hours Delivery Business Points (Maximum = 2)			
Most Favored Customer (Maximum = 2)			
Points		15	

Total	100	80	80
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**1-B: Category 2 – Air Monitoring Telemetry PIP Network**

Two proposals meeting the stated criteria were received in response to Category 2 (Air Monitoring Telemetry PIP Network) of this RFP. They were from Verizon and Airespring.

**Standard Services Criteria (50 points maximum)**

	Proposer	
	Verizon	Airespring
Panel Average	50	26

**Cost (50 points maximum)**

	Proposer	
	Verizon	Airespring
Actual \$ Amount per Year	\$132,449.00	\$117,465.00
Points	44	50

**Additional Points (17 points maximum)**

Criteria	Proposer	
	Verizon	Airespring
Small Business or SB Joint Ventures (Max = 10)		10
DVBE or DVBE Joint Ventures (Max = 10)		
Use of DVBE or Small Business Subcontractor (Max = 7)		
Low-Emission Vehicle Business (Max = 5)		
Local Business (Non-EPA Funded Projects Only (Max = 5)		5
Off-Peak Hours Delivery Business Points (Maximum = 2)		
Most Favored Customer (Maximum = 2)		
Points		15

Total	94	91
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**1-C: Category 3 – Dedicated Long Beach MPLS Bundles T1s and EVPL**

Four proposals meeting the stated criteria were received in response to Category 3 (Dedicated Long Beach T1) of this RFP. They were from: Airespring, CenturyLink, Verizon and Granite Telecomm.

**Standard Services Criteria (50 points maximum)**

	Proposer			
	Airespring	CenturyLink	Verizon	Granite Telecomm
Panel Average	26	50	50	24

**Cost (50 points maximum)**

	Proposer			
	Airespring	CenturyLink	Verizon	Granite Telecomm
Actual \$ Amount per Year	\$16,609.44	\$21,971.00	\$23,226.00	\$32,580.00
Points	50	38	36	25

**Additional Points (17 points maximum)**

Criteria	Proposer			
	Airespring	CenturyLink	Verizon	Granite Telecomm
Small Business or Small Business Joint Ventures Points (Maximum = 10)	10			
DVBE or DVBE Joint Ventures Points (Maximum = 10)				
Use of DVBE or Small Business Subcontractors Points (Maximum = 7)				
Low-Emission Vehicle Business Points (Maximum = 5)				
Local Business (Non-EPA Funded Projects Only) Points (Maximum = 5)	5			
Off-Peak Hours Delivery Business Points (Maximum = 2)				
Most Favored Customer (Maximum = 2)				
Points	15			

Total	91	88	86	49
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**1-D: Category 4 – Internet Access**

Two proposals meeting the stated criteria were received in response to Category 4 (Internet Access) of this RFP. They were from: CenturyLink and Verizon. Two non-responsive proposals were received.

Note: The District used least cost analysis for internet access options with redundant (diverse) connection (200 Mbps minimum for primary circuit and 100 Mbps minimum for the secondary circuit) for all proposals.

**Standard Services Criteria (50 points maximum)**

	Proposer	
	CenturyLink	Verizon
Panel Average	50	50

**Cost (50 points maximum)**

	Proposer	
	CenturyLink	Verizon
Actual \$ Amount per Year	\$53,943.60	\$65,951.88
Points	50	41

**Additional Points (17 points maximum)**

Criteria	Proposer	
	CenturyLink	Verizon
Small Business or Small Business Joint Ventures Points (Maximum = 10)		
DVBE or DVBE Joint Ventures Points (Maximum = 10)		
Use of DVBE or Small Business Subcontractors Points (Maximum = 7)		
Low-Emission Vehicle Business Points (Maximum = 5)		
Local Business (Non-EPA Funded Projects Only Points (Maximum = 5)		
Off-Peak Hours Delivery Business Points (Maximum = 2)		
Most Favored Customer (Maximum = 2)		
Points		

Total	100	91
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**1-E: Category 5 – Cisco Phone System Maintenance**

Four proposals meeting the stated criteria were received in response to Category 5 (Phone System Maintenance) of this RFP. They were from: PCM-G, Black Box, Convergeone and Logicalis.

**Standard Services Criteria (50 points maximum)**

	Proposer			
	PCM-G	Black Box	Convergeone	Logicalis
Panel Average	50	50	50	30

**Cost (50 points maximum)**

	Proposer			
	PCM-G	Black Box	Convergeone	Logicalis
Actual \$ Amount per Year	\$ 211,126.13	\$ 224,204.28	\$ 351,392.98	\$ 285,357.95
Points	50	47	30	37

**Additional Points (17 points maximum)**

Criteria	Proposer			
	PCM-G	Black Box	Verizon	Logicalis
Small Business or Small Business Joint Ventures Points (Maximum = 10)				
DVBE or DVBE Joint Ventures Points (Maximum = 10)				
Use of DVBE or Small Business Subcontractors Points (Maximum = 7)				
Low-Emission Vehicle Business Points (Maximum = 5)				
Local Business (Non-EPA Funded Projects Only) Points (Maximum = 5)	5			
Off-Peak Hours Delivery Business Points (Maximum = 2)				
Most Favored Customer (Maximum = 2)	2			
Points	7			

Total	107	97	80	67
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**1-F: Category 6 – Wireless Connectivity**

Four proposals meeting the stated criteria were received in response to Category 6 (Wireless Connectivity) of this RFP. They were T-Mobile, AT&T, Sprint and Granite Govt. Solutions.

**Standard Services Criteria (50 points maximum)**

	Proposer			
	T-Mobile	AT&T	Sprint	Granite Govt. Solutions
Panel Average	50	50	50	46

**Cost (50 points maximum)**

	Proposer			
	T-Mobile	AT&T	Sprint	Granite Govt. Solutions
Actual \$ Amount per Year	\$139,740.00	\$155,700.00	\$228,000.00	\$217,308.00
Points	50	45	31	32

**Additional Points (17 points maximum)**

Criteria	Proposer			
	T-Mobile	AT&T	Sprint	Granite Govt. Solutions
Small Business or Small Business Joint Ventures Points (Maximum = 10)				
DVBE or DVBE Joint Ventures Points (Maximum = 10)				
Use of DVBE or Small Business Subcontractors Points (Maximum = 7)				
Low-Emission Vehicle Business Points (Maximum = 5)				
Local Business (Non-EPA Funded Projects Only) Points (Maximum = 5)				
Off-Peak Hours Delivery Business Points (Maximum = 2)				
Most Favored Customer (Maximum = 2)				
Points				

Total	100	95	81	78
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