

BOARD MEETING DATE: December 4, 2015

AGENDA NO. 8

PROPOSAL: Authorize Purchase of Telecommunication Services

SYNOPSIS: On September 4, 2015, 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; dedicated T1 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 2015-16 Budget (\$750,000) and will be included in subsequent fiscal year budget requests.

COMMITTEE: Administrative, November 13, 2015; 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 Level 3 Communications, LLC for local, long distance, and toll free services; dedicated Long Beach T1; and internet access in an estimated amount of \$136,000, depending on usage.
2. A contract with Verizon Enterprise Solutions for air monitoring telemetry private internet protocol (PIP) network in an estimated amount of \$166,000, depending on usage.
3. A contract with Epoch Universal, Inc. for phone system maintenance services in an estimated amount of \$209,000, depending on usage.
4. A contract with T-Mobile USA, Inc. for wireless voice and data services in an estimated amount of \$239,000, depending on usage.

Barry R. Wallerstein, D.Env.  
Executive Officer

## **Background**

On September 4, 2015 the SCAQMD released RFP #P2016-07 for Telecommunication Services. The purpose of this RFP is 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 will include local, long distance, and toll-free; air monitoring telemetry PIP network; dedicated T1 line; 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/RFQ/PA has been emailed 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 ten vendors attended the mandatory bidders conference held on September 25, 2015. Eight bids were received in response to the RFP when final bidding closed at 1:00 p.m. on October 6, 2015.

Attachment 1 reflects the evaluation of the proposals and the respective ratings for contract bids. The evaluation committee rated Level 3 Communications, LLC the highest for local, long distance, toll free, dedicated Long Beach T1, and internet services; Epoch Universal, Inc. the highest for phone system maintenance services; T-Mobile USA, Inc. the highest for wireless voice and data services; and Verizon Enterprise Solutions the highest for air monitoring telemetry PIP network. Therefore, staff recommends these vendors for the purchase of the identified telecommunication services.

**Panel Composition**

The panel consisted of a Staff Specialist from Science and Technology Advancement and five staff from Information Management: a Telecommunications Supervisor, a Systems Analyst, and two Telecommunication Technicians II. Of these five panelists, two are Asian-Pacific Islander, two are Caucasian, and one is Hispanic; one female, four male.

**Resource Impacts**

Funds of \$750,000 were included in the FY 2015-16 Budget, Services and Supplies Major Object, under the Communications Account. Funding for subsequent years will be requested and budgeted appropriately.

**Attachment(s)**

Attachment 1 - Summary of Evaluation of Respondents to RFP #P2016-07

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 T1

1-D: Category 4 – Internet Access

1-E: Category 5 – Cisco Phone System Maintenance

1-F: Category 6 – Wireless Connectivity

## ATTACHMENT 1

### Summary of Evaluation of Respondents to RFP #P2016-07

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

Two 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: Level 3 Communications, LLC and Verizon Enterprise Solutions. One non-responsive proposal was received.

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

	Proposer	
	Level 3 Communications, LLC	Verizon Enterprise Solutions
Panel Average	50	47.2

#### Cost (50 points maximum)

	Proposer	
	Level 3 Communications, LLC	Verizon Enterprise Solutions
Actual \$ Amount per Year	\$64,968.00	\$76,851.36
Panel Average	50	40.9

#### Additional Points (15 points maximum)

Criteria	Proposer	
	Level 3 Communications, LLC	Verizon Enterprise 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)	5	5
Local Business (Non-EPA Funded Projects Only) Points (Maximum = 5)		
Off-Peak Hours Delivery Business Points (Maximum = 2)	2	2
Panel Average	7	7

Total	107	95.1
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**1-B: Category 2 – Air Monitoring Telemetry PIP/Frame-Relay Circuits**

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 Enterprise Solutions and Sprint Solutions, Inc. One non-responsive proposal was received.

Standard Services Criteria (50 points maximum)

	Proposer	
	Verizon Enterprise Solutions	Sprint Solutions, Inc.
Panel Average	49.8	27.6

Cost (50 points maximum)

	Proposer	
	Verizon Enterprise Solutions	Sprint Solutions, Inc.
(Actual \$ Amount per Year)	\$126,487.42	\$122,436.00
Panel Average	48.2	50

Additional Points (15 points maximum)

Criteria	Proposer	
	Verizon Enterprise Solutions	Sprint Solutions, Inc.
Small Business or SB Joint Ventures (Max = 10)		
DVBE or DVBE Joint Ventures (Max = 10)		
Use of DVBE or Small Business Subcontractor (Max = 7)		
Low-Emission Vehicle Business (Max = 5)	5	5
Local Business (Non-EPA Funded Projects Only) (Max = 5)		
Off-Peak Hours Delivery Business Points (Maximum = 2)	2	2
Panel Average	7	7

Total	105	84.6
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**1-C: Category 3 – Dedicated Long Beach T1**

Two proposals meeting the stated criteria were received in response to Category 3 (Dedicated Long Beach T1) of this RFP. They were from: Level 3 Communications, LLC and Verizon Enterprise Solutions. One non-responsive proposal was received.

Standard Services Criteria (50 points maximum)

	Proposer	
	Level 3 Communications, LLC	Verizon Enterprise Solutions
Panel Average	50	47.2

Cost (50 points maximum)

	Proposer	
	Level 3 Communications, LLC	Verizon Enterprise Solutions
Actual \$ Amount per Year	\$11,154.96	\$30,141.60
Panel Average	50	0

Additional Points (15 points maximum)

Criteria	Proposer	
	Level 3 Communications, LLC	Verizon Enterprise 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)	5	5
Local Business (Non-EPA Funded Projects Only) Points (Maximum = 5)		
Off-Peak Hours Delivery Business Points (Maximum = 2)	2	2
Panel Average	7	7

Total	107	54.2
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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: Level 3 Communications, LLC and Verizon Enterprise Solutions. Two non-responsive proposals were received.

Note: The District used least cost analysis for internet access options with redundant connection (75 Mbps minimum for primary circuit and 25 Mbps minimum for the secondary circuit) for all proposals.

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

	Proposer	
	Level 3 Communications, LLC	Verizon Enterprise Solutions
Panel Average	50	43

**Cost (50 points maximum)**

	Proposer	
	Level 3 Communications, LLC	Verizon Enterprise Solutions
Actual \$ Amount per Year	\$37,212.00	\$36,969.36
Panel Average	49.7	50

**Additional Points (15 points maximum)**

Criteria	Proposer	
	Level 3 Communications, LLC	Verizon Enterprise 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)	5	5
Local Business (Non-EPA Funded Projects Only) Points (Maximum = 5)		
Off-Peak Hours Delivery Business Points (Maximum = 2)	2	2
Panel Average	7	7

<b>Total</b>	<b>106.7</b>	<b>100</b>
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**1-E: Category 5 – Phone System Maintenance**

One proposal meeting the stated criteria were received in response to Category 5 (Phone System Maintenance) of this RFP. It was from Epoch Universal, Inc. One non-responsive proposal was received.

Standard Services Criteria (50 points maximum)

	Proposer
	Epoch Universal, Inc.
Panel Average	49.8

Cost (50 points maximum)

	Proposer
	Epoch Universal, Inc.
(Actual \$ Amount per Year)	\$190,353.25
Panel Average	50

Additional Points (15 points maximum)

Criteria	Proposer
	Epoch Universal, Inc.
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)	2
Panel Average	15

Total	114.8
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**1-F: Category 6 – Wireless Connectivity**

Three proposals meeting the stated criteria were received in response to Category 6 (Wireless Connectivity) of this RFP. They were T-Mobile USA, Inc., Verizon Wireless, and Sprint Solutions, Inc.

Standard Services Criteria (50 points maximum)

	Proposer		
	T-Mobile USA, Inc.	Sprint Solutions, Inc.	Verizon Wireless
Panel Average	47.6	43	44

Cost (50 points maximum)

	Proposer		
	T-Mobile USA, Inc.	Sprint Solutions, Inc.	Verizon Wireless
(Actual \$ Amount per Year)	\$182,160	\$206,700	\$226,140
Panel Average	50	43.3	37.9

Additional Points (15 points maximum)

Criteria	Proposer		
	T-Mobile USA, Inc.	Sprint Solutions, Inc.	Verizon Wireless
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)	5	5	5
Local Business (Non-EPA Funded Projects Only) Points (Maximum = 5)			
Off-Peak Hours Delivery Business Points (Maximum = 2)	2	2	2
Panel Average	7	7	7

Total	104.6	93.3	88.9
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