

BOARD MEETING DATE: January 7, 2022

AGENDA NO. 5

PROPOSAL: Authorize Purchase of Telecommunication Services

SYNOPSIS: On September 3, 2021, South Coast AQMD released an RFP to select a vendor(s) capable of providing telecommunication services to the South Coast AQMD 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 internet protocol (PIP)/frame relay network; dedicated T1 lines; MPLS two bundled IP T1s; Ethernet Private Line (ELINE) service; Ethernet Virtual Private Line (EVPL) service; 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 2021-22 Budget (\$825,000) and will be included in subsequent fiscal year budget requests.

COMMITTEE: Administrative, December 10, 2021; Recommended for Approval

**RECOMMENDED ACTIONS:**

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

1. Lumen, for local, long distance, and toll-free services in an estimated amount of \$136,905, depending on usage.
2. Verizon Enterprise Solutions, for air monitoring private internet protocol (PIP) network in an estimated amount of \$459,405 depending on usage.
3. Lumen, for dedicated point to point Diamond Bar-Long Beach MPLS bundled T1's, 100M and 1G EVPL in an estimated amount of \$149,615 depending on usage.
4. Lumen, for 2G internet services with redundancy in an estimated amount of \$404,050 depending on usage.
5. Insight, for phone system maintenance services in an estimated amount of \$777,944 depending on usage; and

6. T-Mobile USA, Inc., for wireless voice and data services in an estimated amount of \$569,586 depending on usage.

Wayne Nastri  
Executive Officer

HJ: MH: AT:hlp

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### **Background**

On September 3, 2021 the South Coast AQMD released RFP #P2022-02 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 South Coast AQMD 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 South Coast AQMD's current voice communication network, and provide the South Coast AQMD 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 PIP network; dedicated MPLS bundled T1's and EVPL; internet access; phone system maintenance; and wireless voice and data.

### **Outreach**

In accordance with South Coast AQMD'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 South Coast AQMD's own electronic listing of certified minority vendors. Notice of the RFP was e-mailed to the Black and Latino Legislative Caucuses and various minority chambers of commerce and business associations and placed on South Coast AQMD's website (<http://www.aqmd.gov>).

### **Bid Evaluation**

Sixty copies of the RFP were mailed out and fifteen vendors attended the mandatory bidders conference held on September 23, 2021. Seven bids were received in response to the RFP when final bidding closed at 1:00 p.m. on October 5, 2021.

Attachment 1 reflects the evaluation of the proposals and the respective ratings for contract bids. The evaluation committee rated Lumen the highest for local, long distance, toll-free; Verizon Enterprise Solutions the highest for air-monitoring telemetry PIP network; Lumen the highest for dedicated point to point Diamond Bar-Long Beach MPLS bundled T1's and EVPL; Lumen the highest for 2G internet services with redundancy and diversity; Insight the highest for phone system maintenance services and T-Mobile USA, Inc. the highest for wireless voice and data services. Therefore, staff recommends these vendors for the purchase of the identified telecommunication services.

### **Panel Composition**

The panel consisted five staff from Information Management: two IT Supervisors, a Program and Systems Supervisor, and two Senior IT Specialists. Of the five panelists, three are Asian-Pacific Islander, one is Caucasian, and one is Hispanic; all are male.

### **Resource Impacts**

Sufficient funding is included in the FY 2021-22 Budget and funding for subsequent years will be budgeted appropriately.

### **Attachment(s)**

Attachment 1 - Summary of Evaluation of Respondents to RFP # P2022-02

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

1-B: Category 2 – Air Monitoring Telemetry PIP network

1-C: Category 3 – Dedicated Diamond Bar-Long Beach MPLS bundled T1's & EVPL

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 #P2022-02**

**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 Lumen and Insight.

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

	Proposer	
	Lumen	Insight
Panel Average	50	32

**Cost (50 points maximum)**

	Proposer	
	Lumen	Insight
Actual \$ Amount per Year	\$45,635.00	\$45,635.00
Panel Average	50	50

**Additional Points (17 points maximum)**

Criteria	Proposer	
	Lumen	Insight
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
Local Business (Non-EPA Funded Projects Only) Points (Maximum = 5)		5
Off-Peak Hours Delivery Business Points (Maximum = 2)		2
Most Favored Customer (Maximum = 2)		2
Panel Average		14

Total	100	96
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**1-B: Category 2 – Air Monitoring Telemetry Private IP/Frame-Relay Circuits**

One proposal meeting the stated criteria was received in response to Category 2 (Air Monitoring Telemetry PIP Network) of this RFP. It was from Verizon.

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

	Proposer
	Verizon
Panel Average	50

**Cost (50 points maximum)**

(Actual \$ Amount per Year)	Proposer
	Verizon
	\$153,135.00
Panel Average	50

**Additional Points (17 points maximum)**

Criteria	Proposer
	Verizon
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)	
Local Business (Non-EPA Funded Projects Only) (Max = 5)	
Off-Peak Hours Delivery Business Points (Maximum = 2)	
Most Favored Customer (Maximum = 2)	
Panel Average	

Total	100
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**1-C: Category 3 – Dedicated Point to Point Diamond Bar-Long Beach T1 and EVPL**

Three proposals meeting the stated criteria were received in response to Category 3 (Dedicated Long Beach T1) of this RFP. They were from: Lumen, Insight and Verizon.

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

	Proposer		
	Lumen	Insight	Verizon
Panel Average	50	32	50

**Cost (50 points maximum)**

	Proposer		
	Lumen	Insight	Verizon
Actual \$ Amount per Year	\$49,871.67	\$49,871.67	\$67,587.72
Panel Average	50	50	37

**Additional Points (17 points maximum)**

Criteria	Proposer		
	Lumen	Insight	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)		5	
Local Business (Non-EPA Funded Projects Only) Points (Maximum = 5)		5	
Off-Peak Hours Delivery Business Points (Maximum = 2)		2	
Most Favored Customer (Maximum = 2)		2	
Panel Average		14	

Total	100	96	87
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**1-D: Category 4 – Internet Access**

Three proposals meeting the stated criteria were received in response to Category 4 (Internet Access) of this RFP. They were from: Lumen, Insight and Verizon.

Note: The District used least cost analysis for internet access options with redundant (diverse) connection (2G for primary circuit and 2G for the secondary circuit) for all proposals.

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

	Proposer		
	Lumen	Insight	Verizon
Panel Average	50	32	50

**Cost (50 points maximum)**

	Proposer		
	Lumen	Insight	Verizon
Actual \$ Amount per Year	\$134,683.20	\$134,683.20	\$170,305.72
Panel Average	50	50	40

**Additional Points (17 points maximum)**

Criteria	Proposer		
	Lumen	Insight	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)		5	
Local Business (Non-EPA Funded Projects Only) Points (Maximum = 5)		5	
Off-Peak Hours Delivery Business Points (Maximum = 2)		2	
Most Favored Customer (Maximum = 2)		2	
Panel Average		14	

Total	100	96	90
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**1-E: Category 5 – Phone System Maintenance**

Two proposals meeting the stated criteria were received in response to Category 5 (Phone System Maintenance) of this RFP. They were from: Insight and Logicalis.

Standard Services Criteria (50 points maximum)

	Proposer	
	Insight	Logicalis
Panel Average	50	50

Cost (50 points maximum)

	Proposer	
	Insight	Logicalis
Actual \$ Amount per Year	\$259,314.43	\$ 384,715.40
Panel Average	50	34

Additional Points (17 points maximum)

Criteria	Proposer	
	Insight	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)	5	
Local Business (Non-EPA Funded Projects Only) Points (Maximum = 5)	5	5
Off-Peak Hours Delivery Business Points (Maximum = 2)	2	
Most Favored Customer (Maximum = 2)	2	2
Panel Average	14	7

Total	114	91
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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, Insight, AT&T and Verizon.

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

	Proposer			
	T-Mobile	Insight	AT&T	Verizon
Panel Average	50	32	50	50

**Cost (50 points maximum)**

	Proposer			
	T-Mobile	Insight	AT&T	Verizon
(Actual \$ Amount per Year)	\$189,861.84	\$189,861.84	\$450,252.00	\$499,215.24
Panel Average	50	50	21	19

**Additional Points (17 points maximum)**

Criteria	Proposer			
	T-Mobile	Insight	AT&T	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)		5		
Local Business (Non-EPA Funded Projects Only) Points (Maximum = 5)		5		
Off-Peak Hours Delivery Business Points (Maximum = 2)		2		
Most Favored Customer (Maximum = 2)		2		
Panel Average		14		

Total	100	96	71	69
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