

# Mayor and Council Communication

**DATE:** 08/11/20

**M&C FILE NUMBER:** M&C 20-0486

**LOG NAME:** 13P20-0112 STRUCTURED CABLING AND SERVICES SNB ITS

## **SUBJECT**

Authorize the Execution of Non-Exclusive Agreements with Able Communications, Inc., and Superior Fiber & Data Services, Inc. to Provide Structured Cabling and Services for All City Departments in an Annual Amount Up to \$750,000.00 for the First Two Years, Authorize Two Annual Renewal Options in an Annual Amount Up to \$350,000.00 and Authorize a Total of \$1,200,000.00 for the Completion of the Tech Enhancements Venue Project at the Will Rogers Memorial Center (ALL COUNCIL DISTRICTS) (Continued from a Previous Meeting)

---

## **RECOMMENDATION:**

Authorize the execution of non-exclusive Agreements with Able Communications, Inc., and Superior Fiber & Data Services, Inc. to provide structured cabling and services for all City Departments in an annual amount up to \$750,000.00 for the first two years, authorize two annual renewal options in an annual amount up to \$350,000.00 and authorize a total of \$1,200,000.00 for the completion of the Tech Enhancements Venue Project at the Will Rogers Memorial Center (City Project No. 101096).

---

## **DISCUSSION:**

The Information Technology Solutions (ITS) Department approached the Purchasing Division to procure an agreement for structured cabling and services. The Information Technology Solutions Department will use this Agreement to install cabling for the Tech Enhancements Venue Project (City Project No. 101096) at the Will Rogers Memorial Center (WRMC) and provide services to the departments on an as needed basis. In order to procure these services, Staff issued a Request for Proposals (RFP). The RFP consisted of detailed specifications regarding the service, maintenance, repair and installation requirements, product certifications and warranty requirements.

The RFP was advertised in the *Fort Worth Star-Telegram* on March 31, 2020, April 1, 2020, April 8, 2020, April 15, 2020, April 22, 2020 and April 29, 2020. The City received five proposals.

Proposals were evaluated on best value criteria including specific certifications, experience, pricing, references, financial stability and ability to obtain insurance and bonding and Minority/Women Business Enterprise (M/WBE) participation. Staff from the Information Technology Solutions Department and Library Department evaluated the proposals submitted and recommend awarding an initial two-year agreement to Able Communications, Inc., and Superior Fiber & Data Services, Inc. with two one-year options to renew. No guarantee was made that a specific amount of these services will be purchased.

The Will Rogers Memorial Center provides or makes available a multitude of services to meet the needs of its facility users and exhibitors. Telecommunication and data services are an integral part of the success of the center. The Public Events Department (PED) contracted with Moye IT Consulting City Secretary Contract (CSC) No. 48764) in February 2017 for the design of the Will Rogers Memorial Center campus-wide fiber network and approved an exclusive communications services agreement for facility users and exhibitors with NetSteady Communications, LTD in September of 2019 (CSC No. 52884.) With the approval of these cabling vendor agreements, the City's ITS Department can begin oversight of the construction of a high speed fiber backbone throughout the WRMC campus to bring a divided multi-building facility into a connected, multi-faceted, high speed network facility with audio/visual capabilities across the campus to support the many events held onsite. With the installation of this fiber network, facility users and exhibitors will have access to voice, data and internet services at a competitive price through a single, on-site service provider, and the City's Public Events Department will receive a flat rate 20% commission of NetSteady's gross sales.

Approximately \$1,200,000.00 is anticipated for the completion of the Tech Enhancements Venue Project (101096) at the WRMC campus, not to exceed \$200,000.00 in FY2020 with a remaining balance of \$1,000,000.00 in FY2021 or until the completion of the project.

An administrative change order or increase may be made by the City Manager up to the amount allowed by relevant law and the Fort Worth City Code and does not require specific City Council approval as long as sufficient funds have been appropriated. No guarantee was made that specific amount of services would be purchased.

Able Communications, Inc. is in compliance with City's BDE Ordinance by committing to 5.00% M/WBE participation on this project. The City's M/WBE goal on this project is 5%. Additionally, Able Communications, Inc. is a certified M/WBE firm.

Superior Fiber & Data Services, Inc. is in compliance with City's BDE Ordinance by committing to 0% M/WBE participation and documenting good faith effort. Superior Fiber & Data Services, Inc. identified several subcontracting and supplier opportunities. However, the firms contacted in the areas identified did not respond or did not submit the lowest bids. The City's MBE goal on this project is 5%. Additionally, Superior Fiber & Data Services, Inc. is a certified M/WBE firm.

The Tech Enhancements Venue Project (101096) began with the execution of contractual design in February of 2017 and the installation of the fiber network shall begin upon execution of the Agreement with an anticipated completion by September of 2021. During the installation period, temporary suspension of work will occur in January of 2021 during the Fort Worth Stock Show and Rodeo and consideration will be given for other events.

The Agreements may be renewed at the City's option for two additional one-year terms. The renewal action will not require City Council approval provided that the City Council has appropriated sufficient funds to satisfy the City's obligations during the renewal terms.

---

**FISCAL INFORMATION / CERTIFICATION:**

The Director of Finance certifies that funds are available in the current operating budget, as previously appropriated, in the General Fund and the current capital budget, as previously appropriated, in the Venue Capital Project Fund Tech Enhancements (Venue Proj) project to support the approval of the above recommendations and award of the contracts. Prior to any expenditure being incurred, the Public Events and Information Technology Services Departments have the responsibility to validate the availability of funds.

**Submitted for City Manager's Office by:** Jesus Chapa 5804

**Originating Business Unit Head:** Reginald Zeno 8517

**Additional Information Contact:** Cynthia Garcia 8525  
Shatabya Bergland 8087