

**CITY OF EL PASO, TEXAS  
AGENDA ITEM  
DEPARTMENT HEAD'S SUMMARY FORM**

**DEPARTMENT:** Department of Information Technology Services

**AGENDA DATE:** January 7, 2020

**CONTACT PERSON/PHONE:** Araceli Guerra, Department of Information Technology Services,  
Interim Director 915-214-1400  
Bruce D. Collins, Purchasing & Strategic Sourcing Director, 915-212-1181

**DISTRICT(S) AFFECTED:** All

**STRATEGIC GOAL:** Goal NO. 4: Enhance El Paso's Quality of Life through Recreational, Cultural  
and Educational Environments.

**SUBJECT:**

This award will support the 2025 Strategic Plan Goal: 4.3 – Establish Technical Criteria for Improved Quality of Life Facilities. Through the term of this contract, 46 existing locations will obtain these services to include 54 future sites for a total of 100 sites.

**AWARD SUMMARY:**

Discussion and action on the award of Solicitation No. 2019-834R Fiber Network Services to Conterra Ultra Broadband Services, LLC for an initial three (3) year estimated award of \$1,908,000.00. The award is to include two (2), one year options in the amount of \$1,272,000.00 for a total five (5) year award of \$3,180,000.00. The period of performance is from June 1, 2020 through May 31, 2023.

**BACKGROUND / DISCUSSION:**

Council awarded contract 2016-416R (Fiber Network Services) to AT&T Corporation for an initial three (3) term in the estimated amount of \$2,387,880.00 The award is to include two (2) one year options in the amount of \$1,546,560.00 for a total five (5) year award of \$3,866,400.00.

**SELECTION SUMMARY**

Solicitation was advertised on August 6, 2019 and August 13, 2019. The solicitation was posted on the City's website on August 6, 2019. The email (Purmail) notification was sent out on August 8, 2019. A total of thirteen (13) proposers were solicited; ten (10) being local. Four (4) bids were received; none were local vendors.

**CONTRACT VARIANCE:**

The difference in cost, based on the comparison to the previous contracts is as follows: A decrease of 23.58% in the unit price from \$655.00 to \$530.00.

**PRIOR COUNCIL ACTION:**

Motion to award contract 2016-416R was made by City Council on May 31, 2016.

**AMOUNT AND SOURCE OF FUNDING:**

Total Estimated Award: \$1,908,000.00

Fund Source: 239-1000-15090-P1503-540000 FY19 and FY 20 General Fund

**BOARD / COMMISSION ACTION:**

N/A

\*\*\*\*\*REQUIRED AUTHORIZATION\*\*\*\*\*

**DEPARTMENTHEAD:**

Araceli Guerra, Department of Information Technology Services, Interim Director

**COUNCIL PROJECT FORM  
(RFP)**

\*\*\*\*\***POSTING LANGUAGE BELOW**\*\*\*\*\*

Please place the following item on the **REGULAR** agenda for the Council Meeting of **JANUARY 7, 2020**.

**STRATEGIC GOAL: NO. 4 - Enhance El Paso's Quality of Life through Recreational, Cultural and Educational Environments.**

This award will support the 2025 Strategic Plan Goal: 4.3 – Establish Technical Criteria for Improved Quality of Life Facilities. Through the term of this contract, 46 existing locations will obtain these services to include 54 future sites for a total of 100 sites.

**AWARD SUMMARY:**

Discussion and action on the award of Solicitation No. 2019-834R Fiber Network Services to Conterra Ultra Broadband Services, LLC for an initial three (3) year estimated award of \$1,908,000.00. The award is to include two (2), one year options in the amount of \$1,272,000.00 for a total five (5) year award of \$3,180,000.00. The period of performance is from June 1, 2020 through May 31, 2023.

**COST VARIANCE:**

The difference in cost, based on the comparison to the previous contracts is as follows: A 23.58% in the unit price from \$655.00 to \$530.00.

Department:	Department of Information Technology Services
Award to:	Conterra Ultra Broadband Services, LLC Charlotte, NC
Item(s):	All
Initial Term:	3 years
Option to extend:	Two (2) one (1) year options
Annual Estimated Award:	\$ 636,000.00
Initial Term Estimated Award:	\$1,908,000.00 (3 years)
Total Estimated Award:	\$3,180,000.00 (5 years)
Account No.:	239-15090-540000-1000
Funding Source:	General Fund
District(s):	All

This is a Request for Proposal, service contract.

The Purchasing & Strategic Sourcing Department and Department of Information Technology Services recommend award as indicated to Conterra Ultra Broadband Services, LLC, the highest ranked proposer based on evaluation factors established for this procurement.

In accordance with this award, the City Manager or designee is authorized to exercise future options if needed.

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**CITY OF EL PASO**  
**REQUEST FOR PROPOSALS TABULATION FORM**



Bid Opening Date: September 11, 2019

Solicitation #: 2019-834R

Project Name: Fiber Network Services

Department: Information Technologies Services

BIDDER'S NAME:	LOCATION:	AMENDMENT(S) ACKNOWLEDGED:
BellSouth Telecommunications, LLC	Carol Stream, IL	Yes
Charter Communications Holdings, LLC Db Charter Communications Operating, LLC	St. Louis, MO	Yes
Conterra Ultra Broadband, LLC	Charlotte, NC	Yes
Granite Telecommunications, LLC	Boston, MA	Yes
RFPs SOLICITED: 13 LOCAL RFPs SOLICITED: 10 RFPs RECEIVED: 4 LOCAL RFPs RECEIVED: 0 NO BIDS: 0		

NOTE: The information contained in this RFP tabulation is for information only and does not constitute actual award/execution of contract.

Approved:           /s/          

Date: 09/13/2019

2019-834R Fiber Network Services

# COMMITTEE SCORE SHEET

Request for Qualifications

SOLICITATION TITLE: FIBER NETWORK SERVICES

SOLICITATION NO: 2019-834R

## EVALUATION CRITERIA

### A. Proposal Cost

Provide detailed information on cost submitted and performance guarantees offered base price plus any combinations of alternates  
SUBTOTAL EVALUATION FACTOR A:

### B. Quality of Response and Presentation

Respondents evaluated on responsiveness to proposal request

- A. Readability, completeness, understanding of project scope (10 points)  
B. Adherence to response format requirements (5 points)

SUBTOTAL EVALUATION FACTOR B:

### C. Experience & Qualifications

Provide a full description of the experience you have in providing the requested service. Provide a resume detailing your past history and background. Identify projects of similar size and scope. Contractor should have experience in the following areas

- A. Qualifications in performing specific job requirements stated (10 points)  
B. Experience in management, technology, accounting, etc (10 points)

SUBTOTAL EVALUATION FACTOR C:

### D. Response of References

SUBTOTAL EVALUATION FACTOR D:

### E. Delivery Time

The proposer shall be assigned multiple "installation schedules" periodically throughout the term of the contract consisting of approximately 46 sites per installation schedule. The vendor shall indicate their delivery time for completing a 46 site installation schedule by checking one of the boxes indicated below. Delivery time points will be assigned as indicated below:

- A. 60 Day Delivery (15 points)  
B. 75 Day Delivery (10 points)  
C. 90 Day Delivery (5 points)  
D. 120 plus Day Delivery (0 points)

SUBTOTAL EVALUATION FACTOR E:

### F. Operation and Management (O&M) Approach

- A. O&M approach and methodology (5 points)  
B. O&M staff and depth and breadth of staffing (5 points)

SUBTOTAL EVALUATION FACTOR F:

WEIGHT	MAX POINTS	BellSouth Telecommunications, LLC (AT&T) Carol Stream, IL	Charter Communications Holdings, LLC Dba Charter Communications Operating, LLC (SPECTRUM) St. Louis, MO	Conterra Ultra Broadband, LLC Charlotte, NC	Granite Telecommunications, LLC Boston, MA
30%	30	\$ 979,056.00	\$ 673,740.00		
		\$ 1,162,332.00	\$ 815,940.00		
		\$ 2,141,388.00	\$ 1,489,680.00	\$ 1,908,000.00	\$ 4,359,240.00
30%	30	20.87	30.00	23.42	10.25
15%	15				
		7.67	8.33	9.67	5.67
		4.67	4.67	5.00	2.67
15%	15	12.34	13.00	14.67	8.34
20%	20				
		9.67	7.00	8.00	3.67
		9.67	7.33	8.00	6.00
20%	20	19.34	14.33	16.00	9.67
10%	10	DONE BY PURCHASING			
10%	10	0.00	5.83	3.33	0.00
15%	15				
15%	15	4.00	0.00	13.33	0.00
10%	10				
		4.67	4.00	4.67	3.33
		4.67	4.00	4.67	3.33
10%	10				
		9.34	8.00	9.34	6.66
100%	100	65.89	71.17	80.10	34.92

Grand Total

2019-834R – Fiber Network Services  
Bidders list

AT&T  
721 Beech Ave.  
McAllen, Texas 78501  
Hector Orellana  
[ho9555@att.com](mailto:ho9555@att.com)

AT&T  
311 S. Akard St.  
Dallas, Texas 75202  
Manjuel Robinson  
[manjuel.robinson@att.com](mailto:manjuel.robinson@att.com)

Spectrum  
7010 Airport Rd.  
El Paso, Texas 79906  
Julio Samble  
[julio.c.samble@charter.com](mailto:julio.c.samble@charter.com)

Verizon  
221 N Kansas Suite 700  
El Paso, TX 79901  
Adrian U Valenzuela  
[Adrian.valenzuela@verizonwireless.com](mailto:Adrian.valenzuela@verizonwireless.com)

Spectrum  
7010 Airport Rd.  
El Paso, Texas 79906  
Marvin Leon Guerrero  
[marvin.leonguerrero@charter.com](mailto:marvin.leonguerrero@charter.com)

Verizon  
221 N Kansas Suite 700  
El Paso, TX 79901  
Pam Bell  
[Pamela.bell@verizon.com](mailto:Pamela.bell@verizon.com)

Level 3 Communications  
201 E Main Street Ste. 901  
El Paso, Texas 79901  
Arturo Rodriguez  
[arturo.rodriguez@centurylink.com](mailto:arturo.rodriguez@centurylink.com)

Huntleigh Technology Group  
100 N. Stanton Suite 700  
El Paso, Texas 79901  
Ross Dahman  
[ross.dahman@huntleigh.com](mailto:ross.dahman@huntleigh.com)

Huntleigh Technology Group  
100 N. Stanton Suite 700  
El Paso, Texas 79901  
Roberto Ochoa  
[roberto.ochoa@huntleigh.com](mailto:roberto.ochoa@huntleigh.com)

Conterra Communications  
1525 Common Dr. St B  
El Paso, TX 79936  
David Rivera  
[drivera@conterra.com](mailto:drivera@conterra.com)

AT&T  
2010 Avenue R Suit 211  
Lubbock, Texas 79410  
Rick Tyler  
[Rt133b@att.com](mailto:Rt133b@att.com)

Conterra Communications  
1525 Common Dr. St B  
El Paso, TX 79936  
Adrian Garcia  
[agarcia@conterra.com](mailto:agarcia@conterra.com)

Verizon  
221 N Kansas Suite 700  
El Paso, TX 79901  
Rosalie Mata  
[rosalie.mata@verizonwireless.com](mailto:rosalie.mata@verizonwireless.com)