



# CITY OF LONG BEACH

# R-18

DEPARTMENT OF FINANCIAL MANAGEMENT

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March 1, 2011

HONORABLE MAYOR AND CITY COUNCIL  
City of Long Beach  
California

## RECOMMENDATION:

Authorize the City Manager to execute contracts and all related documents with Empire Cabling, Inc., of Moorpark, CA (not an MBE, WBE or SBE), in an amount not to exceed \$127,000; NE Systems, Inc., of Santa Clarita, CA (not an MBE, WBE or SBE), in an amount not to exceed \$217,000; and MRV Communications Boston Division, Inc., of Chelmsford, MA (not an MBE, WBE or SBE), in an amount not to exceed \$30,000, for a combined total amount not to exceed \$374,000 annually, to provide network infrastructure equipment, software licenses, and technical support services for a one-year term with an option to renew for one additional one-year term, at the discretion of the City Manager. (Citywide)

## DISCUSSION

The Technology Services Department (TSD) supports the City's network that carries telephone calls, Internet data and business application data for critical information systems such as public safety, financial management, human resources management/payroll, geographic information systems (GIS) and email. In addition, the network is used to facilitate the duplication of data from the City Hall Data Center to the backup disaster recovery sites.

Currently, the network infrastructure is comprised of a combination of fiber optic technology, wireless bridges, microwave systems and telecommunications circuits. TSD is requesting authorization to contract with two vendors for the network infrastructure equipment and licenses to ensure the network is operational and City staff has continuous access to communications and information systems. The agreements will also increase network capacity, reliability and speed as well as enable the City to take advantage of new technology solutions that lower costs and enhance employee productivity.

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The bid was advertised on July 26, 2010 and 121 potential bidders specializing in providing technology equipment and support were notified of the bid opportunity. Of those bidders, 15 downloaded the bid via our electronic bid system. The bid document was made available from the Purchasing Division, located on the seventh floor of City Hall, and the Division's website at [www.longbeach.gov/purchasing](http://www.longbeach.gov/purchasing). A bid announcement was also included in the Purchasing Division's weekly update of Open Bid Opportunities, which is sent to 30 local, minority, and women's business groups. Five bids were received on August 3, 2010. Of those five bidders, none were Minority-owned Business Enterprises (MBEs); one was a Women-owned Business Enterprise (WBE); two were certified Small Business Enterprises (SBEs); and one was a Long Beach Business (Local). Empire Cabling, Inc., of Moorpark, CA; NE Systems, Inc., of Santa Clarita, CA; and MRV Communications Boston Division, Inc., of Chelmsford, MA (none are an MBE, WBE SBE or Local) were the lowest responsible bidders.

### **Local Business Outreach**

Our outreach goal during the bid process is to encourage Long Beach businesses to take advantage of local preferences offered by the City and submit bids for City contracts. We assist businesses with registering on our Bids Online database to download the bid specifications. Five Long Beach vendors were contacted to offer local outreach, of which one downloaded the bid, and one submitted a bid. The Purchasing Division is committed to continuing to perform outreach to local vendors to expand the bidder pool.

This matter was reviewed by Deputy City Amy R. Burton on February 14, 2011, and Budget Management Officer Victoria Bell on February 11, 2011.

### **TIMING CONSIDERATIONS**

City Council action is requested on March 1, 2011 to ensure timely replacement of network infrastructure equipment.

### **FISCAL IMPACT**

Expenditures for these agreements for the initial one-year term will not exceed an annual amount of \$374,000. Sufficient funds are currently budgeted in the General Services Fund (IS 385) in the Technology Services Department (TS) to support this activity. There is no local job impact associated with this request.

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SUGGESTED ACTION:

Approve recommendation.

Respectfully submitted,



WILLIAM YEOMANS  
INTERIM DIRECTOR OF FINANCIAL MANAGEMENT



CURTIS TANI  
DIRECTOR OF TECHNOLOGY SERVICES

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APPROVED:

  
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PATRICK H. WEST  
CITY MANAGER