



CITY OF LONG BEACH

DEPARTMENT OF TECHNOLOGY AND INNOVATION

333 WEST OCEAN BOULEVARD • LONG BEACH, CA 90802 • (562) 570-6455 • FAX (562) 570-5270

November 18, 2014

HONORABLE MAYOR AND CITY COUNCIL

City of Long Beach

California

RECOMMENDATION:

Adopt Specifications No. RFP TS 14-147 and award a contract to Windstream Corporation of Louisville, KY, for delivering Session Initiated Protocol (SIP) and Primary Rate Interface (PRI) Trunking Services, in a total amount not to exceed \$420,000, for a period of three years. (Citywide)

DISCUSSION

City Council approval is requested to enter into a contract with Windstream Corporation to provide SIP and PRI Trunking telecommunications services. SIP and PRI are Internet protocols commonly used with VoIP (Voice over Internet Protocol) telephone systems used for controlling multimedia communication sessions such as voice and video calls and for carrying multiple digital signals for voice and data transmissions between the network and a user over Internet Protocol (IP) networks.

A Request for Proposals (RFP) was advertised in the Press Telegram on May 9, 2014 and 3,737 potential proposers specializing in technology hardware, software and services were notified on the bid opportunity. Of those potential proposers, 44 downloaded the RFP via our electronic bid system. The RFP 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. An RFP announcement was also included in the Purchasing Division's weekly update on Open Bid Opportunities, which is sent to 30 local, minority and women-owned business groups. Three proposals were received on June 11, 2014. Of those three proposals, none were Minority-owned Business Enterprises (MBEs), none were Woman-owned Business Enterprises (WBEs), none were certified Small Business Enterprises (SBEs), and none were Long Beach Businesses (Local). Windstream Corporation of Louisville, KY (not a MBE, WBE, SBE, or Local), was determined to be the most qualified firm.

Local Business Outreach

In an effort to align with our outreach goal, Long Beach businesses are encouraged to submit proposals for City contracts. The Purchasing Division also assists businesses with registering on the Bids Online database to download RFP specifications. Through outreach, 390 Long Beach vendors were notified to submit proposals, of which one downloaded and none submitted a proposal. 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 Attorney Kendra Carney on October 28, 2014 and Budget Management Officer Victoria Bell on October 29, 2014.

TIMING CONSIDERATIONS

City Council action to adopt Specifications No. TS14-047 and award a contract concurrently is requested on November 18, 2014, to ensure that the contract is in place expeditiously.

FISCAL IMPACT

Expenditures will not exceed \$420,000 over the three-year period. Sufficient funds are budgeted in the General Services Fund (IS 385) in the Technology and Innovation Department (TI) to support this activity. Costs are recovered from client departments and are budgeted through the annual Technology and Innovation Department (TI) MOU. There is no local job impact associated with this recommendation.

SUGGESTED ACTION:

Approve recommendation.

Respectfully submitted,



CHRIS WILDING
INTERIM DIRECTOR OF TECHNOLOGY AND INNOVATION



JOHN GROSS
DIRECTOR OF FINANCIAL MANAGEMENT

APPROVED:



PATRICK H. WEST
CITY MANAGER