



## Legislation Text

---

**File #:** 21-0314, **Version:** 1

---

Recommendation to adopt Specifications No. RFP TI21-008 and award contracts to Intelinet Incorporated, of Corona, CA, Pacific Coast Cabling, of Chatsworth, CA, and VectorUSA, of Torrance, CA, to provide as-needed citywide data, telephone, and fiber optic structured cabling, in a total annual aggregate amount not to exceed \$1,800,000, for a period of two years, with the option to renew for three additional one-year periods, at the discretion of the City Manager; and, authorize City Manager, or designee, to execute all documents necessary to enter into the contract, including any necessary amendments. (Citywide)

City Council approval is requested to enter into contracts with Intelinet Incorporated, Pacific Coast Cabling, and VectorUSA, to provide as-needed citywide data, telephone, and fiber optic structured cabling system installation, repair, and maintenance.

The City's Technology and Innovation Department (TI) is responsible for designing, installing, and managing physical communication systems, including racks, conduits, and cabling within and between all City buildings. These communication systems enable computers, phones, WiFi, cellular and radio systems, audio-video systems, building management systems, access control systems, network cameras, and other technology systems to operate and support City operations and services, including public safety. Installation of new cabling systems is routinely needed to support new and changing office spaces, replace cabling that has failed or does not meet newer hardware requirements, and to respond to technology or workspace needs identified by departments.

There are over 150 City supported buildings. TI manages many small, medium, and large cabling requests throughout the year to support emerging needs. In addition, the cabling systems in some buildings need to be upgraded to support the higher electrical and performance demands of current hardware and applications. This work is outside the expertise of City staff. Some planned cabling projects include installations at buildings such as Main Health Facility, the Emergency Communication and Operations Center, Environmental Services, and Fleet Services. Entering into these new contracts will provide TI more flexibility to meet the demands requested by City departments for data, telephone, and fiber upgrades and expansions.

A Request for Proposals (RFP) was advertised in the Long Beach Business Journal on November 2, 2020, November 24, 2020, and December 8, 2020. The RFP document was also made available from the Purchasing Division's website at [www.longbeach.gov/purchasing](http://www.longbeach.gov/purchasing) <<http://www.longbeach.gov/purchasing>>. An RFP announcement was also included in the Purchasing Division's weekly update of Open Bid Opportunities, which is sent to 35 local, minority-owned, and women-owned business groups.

A total of 235 potential bidders specializing in telecommunications equipment, systems, and networking infrastructure were notified of this RFP opportunity. Of those potential proposers, 57 downloaded the RFP via the electronic bid system. Five proposals were received on December 23, 2020. Of those proposers, one was a Minority-owned Business Enterprise (MBE), one was a Women-owned Business Enterprise (WBE), two were certified Small Business Enterprises (SBEs), and none were Long Beach businesses (Local). The selection committee determined that Intelinet Incorporated, of Corona, CA (SBE), Pacific Coast Cabling, of Chatsworth, CA (not a MBE, WBE, SBE, or Local), and VectorUSA, of Torrance, CA (not a MBE, WBE, SBE, or Local), were the most qualified firms to provide the services. Multiple agreements are recommended to ensure a pool of qualified candidates is readily available for TI to quickly deliver data, telephone and fiber optic structured cabling as such services are needed.

These are as-needed contracts where work is done by the contractor based on individual workorders issued by the City. Payment to the contractors under these contracts will be based on the number of workorders issued by TI and fully completed by the contractors. These contracts do not include any guaranteed minimum payment or retainer fee to any of the contractors.

### **Local Business Outreach**

To align with the City's outreach goal, Long Beach businesses are encouraged to submit proposals for City contracts. The Purchasing Division also assists businesses with registering on the PlanetBids database to download RFP specifications. Through outreach, two Long Beach vendors were notified to submit proposals, of which none downloaded or 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 Erin Weesner-McKinley on March 17, 2021, Business Services Bureau Manager Tara Mortensen on March 10, 2021, and by Budget Management Officer Rhutu Amin Gharib on March 22, 2021.

City Council action to adopt Specifications No. RFP TI21-008 and award the contracts concurrently is requested on April 13, 2021, to ensure the contracts are in place expeditiously.

Expenditures for as-needed data, telephone, and fiber optic structured cabling, will not exceed \$1,800,000 annually. Sufficient appropriation is currently budgeted in the General Services Fund Group in the Technology and Innovation Department to support the maintenance expense portion of this activity. Contract authority is estimated to allow for both current and anticipated projects within various City departments. Any work not currently budgeted in various departments receiving the service will only proceed once appropriation has been approved by the City Council. This recommendation has no staffing impact beyond the normal budgeted scope of duties and is consistent with existing City Council priorities.

There is potential for additional jobs to be created as a result of this action, as all recommended firms have committed to using their best efforts to provide Long Beach residents with employment for City projects.

Approve recommendation.

LEA D. ERIKSEN  
DIRECTOR OF TECHNOLOGY AND INNOVATION

APPROVED:

THOMAS B. MODICA  
CITY MANAGER