



# Memorandum

**TO:** HONORABLE MAYOR  
AND CITY COUNCIL

**FROM:** Julia H. Cooper

**SUBJECT:** SEE BELOW

**DATE:** April 11, 2022

Approved

Date

04/21/22

**SUBJECT: REPORT ON REQUEST FOR PROPOSAL FOR AS-REQUIRED  
BROADBAND, WIRELESS, AND CELLULAR EQUIPMENT AND  
SERVICES**

## RECOMMENDATION

Accept the report on the Request for Proposal and adopt a resolution authorizing the City Manager to:

- (a) Negotiate and execute agreements with World Wide Technology, LLC (St. Louis, MO) and SmartWave Technologies, LLC (Suwanee, GA) for as-required broadband point-to-point and point-to-multipoint equipment and services (**Package A**) for an initial one-year term ending June 30, 2023, five one-year options to extend the agreements through June 30, 2028, and a maximum aggregate compensation not to exceed \$320,000 during the initial one-year term, subject to the appropriation of funds;
- (b) Negotiate and execute purchase orders with World Wide Technology, LLC (St. Louis, MO), SmartWave Technologies, LLC (Suwanee, GA), Netsync Network Solutions (Long Beach, CA), and InterVision Systems, LLC (Santa Clara, CA) for as-required wireless broadband long-term evolution cellular routing for remote wide area network equipment and services (**Package B**) for an initial one-year term ending June 30, 2023, five one-year options to extend the term of the purchase orders through June 30, 2028, and a maximum aggregate compensation not to exceed \$75,000 during the initial one-year term, subject to the appropriation of funds;
- (c) Negotiate and execute agreements with Netsync Network Solutions (Long Beach, CA) and SmartWave Technologies, LLC (Suwanee, GA) for as-required wireless radio frequency and cellular coverage for facilities equipment and services (**Package C**) for an initial one-year term ending June 30, 2023, five one-year options to extend the agreements through June 30, 2028, and a maximum aggregate compensation not to exceed \$240,000 during the initial one-year term, subject to the appropriation of funds; and

- (d) Negotiate and execute amendments and change orders for all agreements and purchase orders as required to address changes in the City's broadband needs and reallocate funding between providers within each package, consistent with the procurement and the City's standard terms and conditions, subject to the appropriation of funds.

## **OUTCOME**

Authorizing the City Manager to take this action will facilitate higher network capacity and greater network redundancy in support of the City of San José's (City) Smart City Initiatives to meet and maintain service levels and uptime for data-driven needs and public safety initiatives.

## **BACKGROUND**

Through its Smart City Initiatives, the City seeks to promote concrete benefits in safety, sustainability, economic opportunity, and quality of life for City residents. To support these initiatives, the City needs various broadband solutions to provide network access where not readily available. The City has facilities in multiple locations, including the Service Yards throughout the city, community centers, fire stations, and smaller, more remote sites. Several outdoor Wi-Fi networks that cover broad geographic areas within the City limits have been deployed but there remain many areas within the City without access to the City's fiber or connectivity to the internet. Physical limitations, limited fiber availability, and associated higher costs for providing network connectivity in these locations currently requires reliance on expensive leased-line solutions, which do not always provide network redundancy. Additionally, mobile connectivity is needed for City vehicles, including public safety vehicles for the San José Police and Fire Departments, or at locations where hard-wired network connectivity is not available. There is also a need for improved cell and FirstNet phone service (the network used by first responders) and standardization around a distributed antenna system solution to allow cellular coverage to be boosted in areas where signal strength is weak or non-existent.

To address these needs, City staff from the Information Technology Department and other City departments require access to a variety of broadband technologies as required to provide flexibility when deploying additional network connectivity throughout the City.

## **ANALYSIS**

In July 2021, a Request for Proposal (RFP) was issued through the City's e-procurement system, Biddingo, for various broadband technologies utilized to establish network connections where hard-wired networks are not available. The RFP was divided into three packages and included as-required equipment and services as follows:

- ***Package A – Broadband Point-to-Point and Point-to-Multipoint:*** Point-to-point and point-to-multipoint are microwave radio communications broadband technologies that utilize antennas and radio devices, typically mounted on street poles or City-owned buildings, to extend network coverage.
- ***Package B – Wireless Broadband Long-Term Evolution (LTE) Cellular Routing for Remote Wide Area Network:*** LTE cellular routing broadband technology is used to provide remote Wi-Fi or wired internet connectivity over wireless LTE, 4G, or 5G.
- ***Package C – Wireless Radio Frequency (RF) and Cellular Coverage for Facilities:*** RF and cellular broadband technologies are utilized to boost signals at locations that have limited signal coverage provided by stationary cellular towers.

Each package included a unique scope, and proposers could submit proposals for any or all the packages. Twenty-seven companies viewed the RFP, and four companies submitted responsive proposals prior to the submittal deadline; see below for vendor responses by package.

***Evaluation Process:*** Proposals were evaluated and scored independently, in accordance with the evaluation criteria set forth in the RFP, by a three-member evaluation team comprised of representatives from the City’s Information Technology Department and the Department of Public Works.

Final evaluation results by package are summarized below.

#### **Package A – Broadband Point-to Point and Point-to-Multipoint Equipment and Services**

Package A was for as-required broadband point-to point and point-to-multipoint equipment and services. Two responsive proposals for two different equipment sets were received by the RFP deadline, and both proposers were invited to participate in a Best and Final Offer. Final scores are as follows:

<b>Final Scores</b>	<b>Maximum Points</b>	<b>World Wide Technology, LLC</b>	<b>SmartWave Technologies, LLC</b>
General Requirements	5	3	4
Experience and Qualifications	25	16	24
Project Approach/Schedule	10	4	8
Technical Capabilities	30	14	24
Cost Proposal (BAFO)	20	1	20
Local Business Preference	5	0	5
Small Business Preference	5	0	5
<b>TOTAL</b>	<b>100</b>	<b>38</b>	<b>90</b>

Reference checks were conducted, and all references provided positive feedback. Both vendors were confirmed to have no active exclusions on the federal government’s contract award management system’s website, <https://sam.gov>, prior to the issuance of the Notice of Intended Award. This package requires multiple contracts to allow maximum flexibility as some locations may require different equipment, so staff recommends awards of contract to both proposers.

**Package B – Wireless Broadband Long-Term Evolution Cellular Routing for Remote Wide Area Network Solutions**

Package B was for enterprise-grade wireless broadband long-term evolution cellular routing for remote wireless area networks. The City received five responsive proposals for this package by the RFP deadline which included two separate proposals from World Wide Technology, LLC for two different sets of equipment. All proposers scored in the competitive range based on the evaluation of their respective proposals and were invited to participate in oral interviews/system demonstrations. Final scores are as follows:

	Maximum Points	Intervision Systems, LLC	Netsync Network Solutions	World Wide Technology, LLC-Cradlepoint	World Wide Technology, LLC - Nokia	SmartWave Technology, LLC
<b>Final Scores</b>						
General Requirements	5	2	4	3	3	4
Experience and Qualifications	10	4	8	7	6	8
Project Approach/Schedule	5	3	1	3	3	4
Technical Capabilities	20	14	13	14	11	13
Cost Proposal	20	20	8	13	18	12
Oral Interview	30	21	22	10	16	16
Local Business Preference	5	5	0	0	0	5
Small Business Preference	5	0	0	0	0	5
<b>TOTAL</b>	<b>100</b>	<b>69</b>	<b>56</b>	<b>50</b>	<b>57</b>	<b>67</b>

This package requires multiple contracts to maximize flexibility for solution sets, so staff recommends awards of contract to all proposers. All vendors were confirmed to have no active exclusions on the federal government's contract award management system's website, <https://sam.gov>, prior to the issuance of the Notice of Intended Award.

**Package C – Wireless Radio Frequency and Cellular Coverage for Facilities**

Package C was for wireless radio frequency and cellular coverage solutions for City facilities. The City received two responsive responses for this package by the RFP deadline. Both proposers scored in the competitive range based on the evaluation of their respective proposals and were invited to participate in oral interviews/system demonstrations.

Final scores are as follows:

<b>Final Scores</b>	<b>Maximum Points</b>	<b>Netsync Network Solutions</b>	<b>SmartWave Technologies, LLC</b>
General Requirements	5	4	4
Experience and Qualifications	10	8	9
Project Approach/Schedule	5	3	4
Technical Capabilities	20	13	15
Cost Proposal	20	20	12
Oral Interview	30	15	20
Local Business Preference	5	0	5
Small Business Preference	5	0	5
<b>TOTAL</b>	<b>100</b>	<b>63</b>	<b>74</b>

This package requires multiple contracts to maximize flexibility for solution sets, so staff recommends awards of contract to both proposers. Both vendors were confirmed to have no active exclusions on the federal government's contract award management system's website, <https://sam.gov>, prior to the issuance of the Notice of Intended Award.

**Local and Small Business Enterprise Preference:** In accordance with San José Municipal Code Sections 4.12.320.C.1 and 4.12.320.C.2, ten percent of the total evaluation points were reserved for the local and small business enterprise preference. Two vendors, Intervision Systems, LLC and SmartWave Technologies, LLC, requested and received the local business enterprise preference for their offices located in Santa Clara County. SmartWave Technologies, LLC also requested and received the small business enterprise preference. As all vendors are being recommended for contract award, the preference did not impact the award outcome.

**Protest:** The City's RFP process included a ten-day protest period that began when the City issued the Notice of Intended Award. No protests were received.

**Summary of Agreements:** All agreements and purchase orders with the recommended vendors will be in substantial accordance with the City's standard terms and conditions and include the following provisions for all packages:

1. One-year initial terms with five one-year options to extend;
2. Fixed, not-to-exceed rates for the initial term with compensation based on actual equipment and services provided by the vendors;
3. Following the initial term, price adjustments may be requested by the vendor pursuant to applicable living/prevaling wages and/or an applicable industry index but shall not exceed 3% over the previous year's rates; and
4. Detailed scopes of services and requirements to ensure that the equipment and services comply with the City's requirements.

## **CONCLUSION**

Approval of this recommendation will provide the City with access to a variety of as-required broadband equipment and services to facilitate higher network capacity and greater network redundancy in support of the City's Smart City Initiatives to meet and maintain service levels and uptime for data-driven needs and public safety initiatives. By awarding to multiple vendors, staff will have flexibility to purchase equipment and services as required based on technological needs to provide network access where hard-wired connectivity is not possible.

## **EVALUATION AND FOLLOW-UP**

This memorandum will not require any follow-up from staff.

## **CLIMATE SMART SAN JOSE**

The recommendation in this memorandum has no effect on Climate Smart San José energy, water, or mobility goals.

## **PUBLIC OUTREACH**

This memorandum will be posted on the City Council Agenda website for the City of San José Council meeting to be held on May 3, 2022.

## **COORDINATION**

This memorandum has been coordinated with the Information Technology Department, the City Attorney's Office, and the City Manager's Budget Office.

## **COMMISSION RECOMMENDATION/INPUT**

No commission recommendation or input is associated with this action.

## **FISCAL/POLICY ALIGNMENT**

This action is consistent with the City Council-approved budget strategy to effectively manage the City's technology resources to enable and enhance the delivery of City Services and projects. It is consistent with priorities approved in the most recent IT Strategic Plan as well as the 2021-2022 City Roadmap, both approved by City Council.

**COST SUMMARY/IMPLICATIONS**

**1. AMOUNT OF RECOMMENDATION (initial terms) \$635,000**

**2. COST ELEMENTS:**

	<b>Not to Exceed (initial terms)</b>
<b><i>Package A – As-Required Broadband Point-to Point and Point-to-Multipoint</i></b>	
World Wide Technology, LLC	\$160,000
SmartWave Technologies, LLC	160,000
<b>Package A Subtotal</b>	<b>\$320,000</b>
<b><i>Package B – As-Required Wireless Broadband LTE Cellular Routing for Remote WAN</i></b>	
Intervision Systems, LLC	\$15,000
Netsync Network Solutions	15,000
World Wide Technology, LLC – Cradlepoint	15,000
Word Wide Technology, LLC – Nokia	15,000
SmartWave Technologies, LLC	15,000
<b>Package B Subtotal</b>	<b>\$75,000</b>
<b><i>Package C – As-Required Wireless Radio Frequency and Cellular Coverage for Facilities</i></b>	
Netsync Network Solutions	\$120,000
SmartWave Technologies, LLC	120,000
<b>Package C Subtotal</b>	<b>\$240,000</b>
<b>INITIAL TERMS NOT-TO-EXCEED (ALL CONTRACTS)</b>	<b>\$635,000</b>

- 3. SOURCE OF FUNDING:** Funding for these products and services exists within the Information Technology Department's General Fund Non-Personal/Equipment appropriation, with \$200,000 included for fiscal year 2021-2022 for refreshes for broadband. Funding after the current fiscal year is subject to the appropriation of funds. Other departments requesting these products and services will need to identify funding in their respective budgets.
- 4. FISCAL IMPACT:** Subject to availability and approval of funding through the annual budget process. For any broadband equipment that is purchased and installed, annual funding is required to pay for required licenses, subscription costs, and ongoing equipment support costs. Other potential ongoing costs include leased real estate costs, such as roof space or antenna space, licensed frequency reservation, and power utility costs when equipment is installed in right-of-way infrastructure, such as light poles or streetlights.

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### **BUDGET REFERENCE**

The table below identifies the funds and appropriations to fund the contracts recommended as part of this memorandum.

Fund #	Appn. #	Appn. Name	Total Appn.	Amt. for Contract*	2021-2022 Adopted Operating Budget Page	Last Budget Action (Date, Ord. No.)
001	0432	Non-Personal/ Equipment – Information Technology	\$9,771,850	\$200,000	655	02/08/2022, 30717

\*Additional funds for the initial term may be provided by various departments as-required, subject to the appropriation of funds. Funding to exercise options will be subject to the appropriation of funds and considered as part of the annual budgeting process.

### **CEQA**

Not a Project, File No. PP17-003, Agreements/Contracts (New or Amended) resulting in no physical changes to the environment.

/s/

JULIA H. COOPER  
Director of Finance

For questions regarding the contracts and procurement, please contact Jennifer Cheng, Deputy Director of Finance, at [jennifer.cheng@sanjoseca.gov](mailto:jennifer.cheng@sanjoseca.gov). For questions regarding the City's broadband program, please contact Ed Kim, Deputy Chief Information Officer, at [ed.kim@sanjoseca.gov](mailto:ed.kim@sanjoseca.gov).