



City Council Report

Date: May 8, 2017
To: City Council
Through: Michael Kennington, Chief Financial Officer
From: Edward Quedens, MPA, C.P.M., CPPO, Business Services Director
Matt Bauer, MBA, CPPO, CPPB, CPSM, Procurement Administrator
Subject: Purchase for Microwave Lifecycle Replacement for the Information Technology Department – Communications and Infrastructure **(Citywide)**

Purpose and Recommendation

Council is requested to approve the Purchase for Microwave Lifecycle Replacement as recommended. A committee representing Communications, Town of Gilbert and Purchasing evaluated responses.

The evaluation committee recommends awarding the contract to the highest scored proposal from Aviat Networks at \$436,170.30, based on estimated requirements.

Background / Discussion

The City operates a point-to-point microwave radio network (microwave) that complements the City's fiber optic network. Microwave is the primary connection path for mission-critical Public Safety communications, such as the TOPAZ Regional Wireless Cooperative (TRWC) 800 MHz radio network and the new Fire Hazard Zone Communications System (VHF), and provides redundancy and bandwidth to City data services including workstations, utility operations and monitoring networks, and the radio network shared between the City and Mesa Public Schools for Transportation, Solid Waste, and other non-Public Safety City services.

The microwave project will be upgrading 12 of the microwave links that have equipment which is no longer supported by the manufacturer and does not support the transmission protocols and bandwidths required for current and future technologies. The upgraded microwave links will utilize current transmission technology protocols and interfaces, and have higher bandwidth. The upgraded microwave will also reduce operating costs because of new equipment and manufacturer warranty.

The City received nine proposals of which all met the minimum qualifications. Staff from the Information Technology – Communications, Town of Gilbert and Purchasing then evaluated each proposal's information and completed the Preliminary Scoring. The evaluation committee shortlisted the top three ranked offerors and completed Interviews/Clarifications Scoring for each shortlisted offeror. Following the interviews, the City asked ADW and Aviat for a Best and Final offer (BAFO). The committee did not request a BAFO from Microwave Networks due to concerns identified during their interview.

ADW and Aviat submitted their BAFO. The evaluation committee reviewed the BAFO's and completed the Final Scoring. Based on the evaluation results, the evaluation committee unanimously recommends award to the top ranked firm whose proposal best meets the City's requirements, Aviat Networks.

Alternatives

Council may choose not to authorize the purchase and new responses will be solicited.

Fiscal Impact

This purchase is funded by the Information Technology Department – Communications and Infrastructure budget through the Lifecycle Project budget with off-setting revenue for expenses from the TRWC members (28%).

Coordinated With

Information Technology Department - Communications and Purchasing

PURCHASING INFORMATION

Action: Initial Award

Procurement Type: Request for Proposals

Solicitation Number: 2017138

Vendors Registered: Vendor Self Service (106)

Advertising: ProcureAZ and Purchasing Website

Downloads: 76

Responses: 9

Local Consideration: Not applicable as there were no Mesa responses

Protests Received: None

Prices: Future price increases are capped by the Index – N/A

Pricing Available to Other Cooperative Agencies: Yes

Proposals received March 8, 2017

ADW Communications Services, Inc. - Scottsdale, AZ

Aviat U.S. Inc. - Milpitas, CA

Centerline Solutions LLC - Phoenix, AZ

Creative Communications Sales & Rentals, Inc. - Phoenix, AZ

Microwave Network Inc. - Stafford, TX

MSI Tec Inc. - Phoenix, AZ

NEC Corporation of America - Irving, CA

SIAE Microelettronica, Inc. - Irving, CA

Tower Services Inc. - Chandler, AZ

Preliminary Scoring Results (Top 3 Scores Shortlisted)

| <u>Offeror</u> | <u>Score</u> |
|-----------------------------------------------|--------------|
| Microwave Network Inc. | 1934 |
| Aviat U.S. Inc. | 1797 |
| ADW Communications Services, Inc. | 1753 |
| Tower Services Inc. | 1633 |
| NEC Corporation of America | 1248 |
| SIAE Microelettronica, Inc. | 800 |
| Creative Communications Sales & Rentals, Inc. | 782 |
| Centerline Solutions LLC | 692 |
| MSI Tec Inc. | 633 |

Scoring Results after Interviews/Clarifications

| <u>Offeror</u> | <u>Score</u> |
|------------------------------------|--------------|
| Aviat Networks | 1811 |
| ADW Communications Services, Inc.. | 1698 |
| Microwave Network Inc. | 1690 |

Final Scoring Results after BAFO's

| <u>Offeror</u> | <u>Score</u> |
|------------------------------------|--------------------|
| Aviat Networks | 2050 (Recommended) |
| ADW Communications Services, Inc.. | 1704 |

AWARD RECOMMENDATION

Aviat U.S. Inc.

Mitipitas, CA

| Description |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p data-bbox="272 369 1325 478">Microwave Lifecycle Replacement per Agreement No. 2017138; Exhibits – Scope of Work, Pricing, Mesa Standard Terms and Conditions; Other Exhibits; Solicitation including any addenda; and Contractor Response</p> <p data-bbox="457 514 1256 588">Annual Contract Amount: <u>\$436,170.30</u> (includes 7.35% Sales Tax on Parts and Equipment only)</p> |