



CITY OF HOUSTON - CITY COUNCIL

Meeting Date: 11/28/2017

ALL

Item Creation Date:

L26303 - Cabling Installation Services - ORDINANCE

Agenda Item#: 54.

Summary:

NOT A REAL CAPTION

ORDINANCE awarding a contract to **SELRICO COMMUNICATIONS, LLC** for cabling installation services for the Houston Information Technology Services Department. - \$3,850,000.00 - General Fund

Background:

Formal Bids Received on August 17, 2017 for S19-L26303 - Approve an ordinance awarding a contract to Selrico Communications, LLC in an amount not to exceed \$3,850,000.00 for cabling installation services for the Houston Information Technology Services Department.

Specific Explanation:

The Director of the Houston Information Technology Services Department and the Chief Procurement Officer recommend that City Council approve an ordinance awarding a **three-year contract, with two one-year options to Selrico Communications, LLC** on its low bid meeting specifications for cabling installation services in the amount not to exceed **\$3,850,000.00** for the Houston Information Technology Services Department.

The total contract award is more than the total quantities advertised and shown on the bid tabulation below. Strategic Procurement included every scenario for cabling installation services for moves, adds, repairs of voice data, video and wireless WIFI and IT network cabling services for City departments on the official bid form and in the scope of work, as provided by the department. The intent was to establish unit prices for each cabling and infrastructure deployment services for various scenarios over the next five years. All of these scenarios are possible, but not all will occur. This causes a difference in the dollar amount on the tabulation and award amount, which is based on historical expenditures. Personnel from the Strategic Procurement Division talked with representatives from the Contractor to discuss the scope of work as well as the City's intent to award a contract based on actual expenditure predictions rather than bid tabulation totals. The Contractor confirmed, in writing, that they would accept the contract at the unit prices bid for the recommended award amounts.

The scope of work requires the contractor to provide all labor, technical expertise, supervision, tools, testing and specialized equipment, and incidental parts and materials necessary for the provision of cabling and infrastructure deployment services. The Contractor will also be required to provide on-site staff that will be based at 611 Walker, and remotely dispatch staff that will be available on a demand basis for moves, adds, repairs of voice data, video and wireless WIFI and IT network cabling services for City departments. Contractor shall be solely responsible for arranging, scheduling and supervising the training of its personnel at its expense. Contractor shall also provide all fixed length cable, connectors, termination blocks and other communications hardware required for accomplishment of the work.

The Houston Information Technology Services (HITS) Department disqualified the low bidder (AMSYS Innovation Solutions, LLC) due to the Contractors lack of experience and established practices in supporting structured cabling contracts of the size and magnitude requested; the Contractors inability to meet staffing requirements with qualified technicians that can support the efforts requested by the City; and the Contractors inability to successfully articulate on how Contractor will onboard staff and support the City of Houston with the first 30-60 days.

This Invitation to Bid (ITB) was advertised in accordance with the requirements of the State of Texas bid laws. Twenty-five prospective bidders downloaded the solicitation document from SPD's e-bidding website and six bids were received as outlined below:

<u>Company</u>	<u>Total Amount</u>
1. AMSYS Innovative Solutions, LLC	\$1,187,442.00 (Did Not Meet Specifications)
2. Selrico Communications, LLC	\$1,231,530.00
3. Gigabit Technologies, LLC	\$2,145,549.60
4. Integrated Network Solutions, Inc.	\$2,828,726.00 (Did Not Meet Specifications/Partial Bid)
5. Netsync Network Solutions	\$3,279,466.50
6. DataVox, Inc.	\$3,297,139.75 (Did Not Meet Specifications/Partial Bid)

M/WBE Subcontracting:

This invitation to bid was issued as a goal-oriented contract with an 11% M/WBE participation level. Selrico Communications, LLC has designated the below-named company as its certified M/WBE subcontractor.

<u>Name</u>	<u>Type of Work</u>	<u>Dollar Amount</u>	<u>Percentage</u>
Genesis Cabling Solutions, LLC	Cabling Installation Services	\$423,500.00	11%

Pay or Play Program:

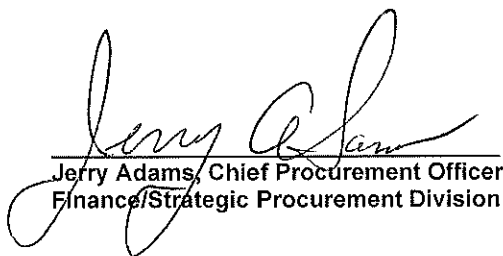
The proposed contract requires compliance with the City's 'Pay or Play' ordinance regarding health benefits for employees of City contractors. In this case, the contractor provides health benefits to eligible employees in compliance with City policy.

Hire Houston First:

The proposed contract requires compliance with the City's 'Hire Houston First' (HHF) ordinance that promotes economic opportunity for Houston businesses and supports job creation. In this case, Selrico Communications, LLC is a designated HHF company, but they were the successful awardee without application of the HHF preference.

Fiscal Note:

Funding for this item is included in the FY2018 Adopted Budget. Therefore, no Fiscal Note is required as stated in the Financial Policy ord. 2014-1078.



Jerry Adams, Chief Procurement Officer
Finance/Strategic Procurement Division

Department Approval Authority Signature

ESTIMATED SPENDING AUTHORITY

<u>Department</u>	<u>FY18</u>	<u>Out-Years</u>	<u>Total Amount</u>
Houston Information Technology Services Department	\$400,000.00	\$3,450,000.00	\$3,850,000.00

Amount of Funding:

\$3,850,000.00

Central Service Revolving Fund (1002)

Contact Information:

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Somayya Scott/832-393-0082

ATTACHMENTS:

<u>Description</u>	<u>Type</u>
<u>Cover Sheet</u>	Signed Cover sheet
<u>Affidavit</u>	Backup Material
<u>Campaign Finance Ordinance (Form A)</u>	Backup Material
<u>Fair Campaign Ordinance (Form B)</u>	Backup Material
<u>Form 1295</u>	Backup Material
<u>Tax Clearance Log</u>	Backup Material
<u>Pay or Play (POP 1)</u>	Backup Material
<u>Pay or Play (POP 2)</u>	Backup Material
<u>TX Secretary of State</u>	Backup Material
<u>RCA Budget Funding</u>	Backup Material

Award Recommendation
Certificate of Insurance
Statement of Residency
Conflict of Interest Questionnaire
MWBE Letter of Intent
Bid Tab
Contract
certification of funds

Backup Material
Backup Material
Backup Material
Backup Material
Backup Material
Backup Material
Backup Material
Financial Information