



# **AUDIT COMMITTEE**

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## **PRE-SOLICITATION BRIEFING FOR DISTRIBUTED ANTENNA SYSTEM FOR THE HENRY B. GONZALEZ CONVENTION CENTER**

**February 21, 2017**

**Patricia Muzquiz Cantor  
Assistant Director  
Convention & Sports  
Facilities Department**

# Solicitation Overview



**Originating Department: Convention & Sports Facilities**



**Solicitation Type: Request for Proposals**



**High Profile Designation: Highly Technical in Nature**



**Estimated Value: \$850,000 Revenue**



**Current Contract Status: New Contract**



**Proposed Term: 5 years with 1, 5 year renewal option**

# Project Overview

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- Improve Cellular Signal in the Convention Center
- Enhance Public Safety Radio Signals



- Customer Service Enhancement
- Public Safety Improvement

# Project Scope

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- Procure, install and implement a neutral-host distributed antenna system (DAS) to improve cellular signal at HBGCC
- RFP will request a zero cost, and possible revenue-generating solution.
- Requires respondent to ensure participation from all major carriers (AT&T, Verizon, T-Mobile, Sprint)

# Solicitation Requirements

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## Evaluation Criteria

- Experience, Background, Qualifications: 25 Points
- Proposed Plan: 40 Points
- Pricing/Compensation: 20 Points
- SBEDA Program: 0 Points
- Local Preference Program: 10 Points
- Veteran Owned Small Business Preference Program: 5 Points



## Additional Requirements

- SBEDA Subcontracting Requirements: The selected DAS model will be reviewed with the Small Business Office for sub-contracting opportunities that will be added during the contract negotiation phase.
- Audited Financial Statements: Not Required

# Outreach Efforts

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## NIGP Codes Identified

- 91575 – Telephone Services, Cellular
- 98569 – Radio & Telecommunication Equipment and Accessories
- 28029 – Communications Telecommunication Cable & Wire
- 95944 – Electronic and Communication Equipment Services

## Number of Vendors notified

- Central Vendor Registry: 129
- Veteran Owned Small Business (SBA): 372
- Targeted Vendor Outreach: 6

## Advertising

- TVSA channel 21
- COSA Bidding Opportunities website
- The Hart Beat

# Project Evaluation Committee

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| Voting Members                                     | Advisory Members                           |
|----------------------------------------------------|--------------------------------------------|
| Patricia Muzquiz Cantor, CSF<br>Assistant Director | Richard Morales, Radio Services<br>Manager |
| John Rodriguez, ITSD Assistant<br>Director         | Mike Mitchell, Sr. IT Manager              |
| Scott Munson, Convention Center<br>General Manager | Rogelio Pena, Assistant City<br>Attorney   |
| Tim Sullivan, Marriott Hotel General<br>Manager    |                                            |
| Melanie Seale, Finance Assistant<br>Director       |                                            |

# Project Timeline

## Pre-Solicitation

- Audit Committee Pre Solicitation Briefing:**
- February 21, 2017
- Release RFP:**
- February 24, 2017

## Solicitation

- Pre-Submittal Conference:**
- March 2, 2017
- Deadline for Questions:**
- March 31, 2017
- RFP Due:**
- April 10, 2017

## Post – Solicitation

- Evaluation Complete:**
- April 28, 2017
- Contract Negotiated:**
- May, 2017
- Audit Committee Post Solicitation Briefing:**
- May 23, 2017

## Finalization

- City Council Consideration:**
- June 1, 2017
- Contract Start Date:**
- June 1, 2017





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