



# AUDIT COMMITTEE

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## PRE-SOLICITATION BRIEFING FOR DISTRIBUTED ANTENNA SYSTEM

**April 25, 2017**

**Russ Handy  
Director  
Aviation Department**

# Solicitation Overview



**Originating Department: Aviation**



**Solicitation Type: Request for Proposals (RFP)**



**High Profile Designation: Over \$1 Million**



**Estimated Value: \$2 Million Revenue**



**Current Contract Status: New Contract**



**Proposed Term: 10 Years with 2, 5 Year Renewal Options**

# Project Overview

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## Purpose

- Enhance customer service
- Improve voice, data, and public safety signals inside and outside San Antonio International Airport
- Increase capacity to handle the simultaneous use of wireless networks by travelers during peak hours

## Project Scope

- Design, engineer, install, own, operate, market, maintain, upgrade, and manage a DAS that will:
  - Accommodate multiple wireless service providers
  - Include sufficient capacity to accommodate large usage and meet future voice and data demands
- Respondents must demonstrate ability to enter into agreements with AT&T, Sprint, Verizon, and T-Mobile

# Solicitation Requirements

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## Evaluation Criteria

- Experience, Background, Qualifications: 30 Points
- Proposed Plan: 40 Points
- Pricing/Compensation: 10 Points
- ACDBE Program: 20 Points



## Additional Requirements

- SBEDA Subcontracting Requirements: Not Applicable
- Local Preference Program: Not Applicable
- Veteran Owned Small Business Preference Program: Not Applicable
- Audited Financial Statements: Not Required

# Outreach Efforts

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## NIGP Codes Identified

- 91575: Telephone Services, Cellular
- 98569: Radio and Telecommunications Equipment and Access
- 28029: Communications/Telecommunications Cable and Wire
- 95944: Electronic and Communication Equipment Services

## Number of Vendors to be Notified

- Central Vendor Registry: 132
- Veteran Owned Small Business (SBA): 367

## Advertising

- TVSA Channel 21
- COSA Bidding Opportunities Website
- Express News
- FAA DBE Connect
- Industry Publications: American Association of Airport Executives, Airports Council International, Airport Revenue News

# Project Evaluation Committee

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Voting Members	Advisory Members
Russ Handy, Director, Aviation Department	Katinka Howell, Assistant City Attorney, Aviation Department
Karen Ellis, Chief Customer Experience Officer, Aviation Department	Rod Rodriguez, Compliance Manager, Aviation Department
John Rodriguez, Assistant Director, ITSD	Lisa Brice, Special Projects Manager, Aviation Department
Mike Mitchell, Sr. IT Manager, ITSD	Jeannette Kriewald, Business Relationship Manager, Aviation Dept.
Scott Munson, General Manager, CSF	Eric Kaalund, Sr. Special Projects Manager, Aviation Department
TBD	

# Project Timeline

## Pre-Solicitation

Audit Committee  
Pre Solicitation  
Briefing:  
▪ April 25, 2017

**Release RFP:**  
▪ **May 12, 2017**

## Solicitation

Pre-Submittal  
Conference:  
▪ May 22, 2017

Deadline for  
Questions:  
▪ May 29, 2017

**RFP Due:**  
▪ **June 12, 2017**

## Post – Solicitation

Evaluation  
Complete:  
▪ July 2017

Contract Negotiated:  
▪ July 2017

**Audit Committee  
Post Solicitation  
Briefing:**  
▪ **August 15, 2017**

## Finalization

**City Council  
Consideration:**  
▪ **August 31, 2017**

Contract Start Date:  
▪ Upon Council  
Award



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