

# Post Solicitation Briefing for Telecommunications Services

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Presented by  
Craig Hopkins, Chief Information  
Officer

## Audit and Accountability Committee



May 24, 2018



# Solicitation Overview



## Originating Department

- **Information Technology Services Department (ITSD)**



## Solicitation Type

- **Request for Competitive Sealed Proposals (RFCSP)**



## High Profile Designation

- **Over \$1 Million in Value**



## Estimated Value

- **\$37.5 Million**



## Current Contract Status

- **Expires June 30, 2018**



## Proposed Term

- **6 years with 2, 2 year renewal options**

# Project Scope



Procure, install and implement telecommunication services for all City of San Antonio facilities:

Telephone Services – Example: (210) 207-xxxx numbers

Metropolitan Ethernet Services – high speed data circuits for Police and Fire stations, Libraries and other facilities

Broadband Services – low speed circuits for telecommuters, small facilities, learning centers

Internet Access Services

311 Service, Group Conference Services, Long Distance Services, International Service and Directory Listings

# Project Timeline



# Solicitation Requirements

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## **Evaluation Criteria**

Experience, Background, Qualifications: 30 Points  
Proposed Plan: 50 Points  
Pricing/Compensation: 20 Points

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## **Additional Requirements**

SBEDA Program: 10% SBE Prime Sub-Contracting Commitment  
Audited Financial Statements: Not required  
Local Preference Program: Not Applicable  
Veteran Owned Small Business Preference Program: Not applicable

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## **Goal Setting Committee Members**

Troy Elliott, Deputy Chief Financial Officer  
Kevin Goodwin, Chief Technology Officer  
Nikki Ramos, Assistant Director – Parks Department (Chair)  
Michael Sindon, Assistant Director – Small Business Office

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# Evaluation Committee

Voting Members	Advisory Members
Ben Gorzell, CPA, Chief Financial Officer	Mike Mitchell, Sr. IT Manager
Craig Hopkins, Chief Information Officer	Diana Gonzalez, IT Manager
Kevin Goodwin, Chief Technology Officer	Jonathan Kaplan, Assistant City Attorney
John Rodriguez, ITSD Assistant Director	Rogelio Peña, Assistant City Attorney
Benito Medrano, ITSD Assistant Director	
Kevin Holmes, ITSD Assistant Director	
Carol Warkoczewski, Senior Architect, TCI	

# Score Matrix

RFCSP Telecommunications, Network Connectivity and Other Telecom Services (RFCSP 17-062: 6100008613 Score Summary FINAL EVALUATION Monday, April 30, 2018 Broadband	Maximum Points	Firm 1	Firm 2
A - Experience, Background, Qualifications	30	27.86	11.43
B - Proposed Plan	50	47.43	26.29
A - B SUB-TOTAL	80	75.29	37.71
C - Price Schedule	20	20.00	15.00
TOTAL SCORE	100	95.29	52.72
RANK BASED ON TOTAL SCORE		1.00	2.00

RFCSP Telecommunications, Network Connectivity and Other Telecom Services (RFCSP 17-062: 6100008613 Score Summary FINAL EVALUATION Monday April 30, 2018 Internet	Maximum Points	Firm 1	Firm 2
A - Experience, Background, Qualifications	30	28.57	12.14
B - Proposed Plan	50	47.29	26.71
A - B SUB-TOTAL	80	75.86	38.86
C - Price Schedule	20	20.00	19.56
TOTAL SCORE	100	95.86	58.41
RANK BASED ON TOTAL SCORE		1.00	2.00

RFCSP Telecommunications, Network Connectivity and Other Telecom Services (RFCSP 17-062: 6100008613 Score Summary FINAL EVALUATION Monday, April 30, 2018 Metro Ethernet (Dedicated)	Maximum Points	Firm 1	Firm 2
A - Experience, Background, Qualifications	30	28.29	11.43
B - Proposed Plan	50	45.57	22.29
A - B SUB-TOTAL	80	73.86	33.71
C - Price Schedule	20	20.00	19.43
TOTAL SCORE	100	93.86	53.15
RANK BASED ON TOTAL SCORE		1.00	2.00

Consensus Approval for the following categories: Metro Ethernet (Shared), Long Distance 311, Wireline Services

# Procurement Overview

## Due Diligence

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Troy Elliott, Deputy Chief Financial Officer  
Kevin Barthold, City Auditor



# Due Diligence

Number of vendors notified:	Central Vendor Registry – 108
Number of vendors at pre-submittal conference:	Veteran's Owned Small Business (SBA) - 735
Number of responses received:	6
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Results of Minimum Requirements Review	Two firms deemed non-responsive: One firm failed to submit required proposal documents; one proposal not received at Office of City Clerk by due date/time
Results of Due Diligence Review	No Findings
Respondent Background Check	No Findings
Financial Statement Review	No findings
References, Proof of Insurability Review and Litigation Disclosure	No Findings
Contracts Disclosure Form	No Findings

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