



City of San Antonio

Agenda Memorandum

File Number:19-9199

Agenda Item Number: 5.

Agenda Date: 2/13/2020

In Control: City Council A Session

DEPARTMENT: Finance

DEPARTMENT HEAD: Troy Elliott

COUNCIL DISTRICTS IMPACTED: Citywide

SUBJECT:

Cradlepoint Products and Services

SUMMARY:

This ordinance authorizes a contract with Great South Texas Corporation DBA Computer Solutions for the purchase, installation and implementation of an all-inclusive mobile networking solution (Cradlepoint) for the San Antonio Police, Fire and Transportation & Capital Improvements departments for a total contract amount of up to \$4,223,710.00. Funding is available from FY 2020 General Fund, FY 2020 Confiscated Property, Advanced Transportation District (ATD) Fund budget, and previously authorized tax notes.

BACKGROUND INFORMATION:

The San Antonio Police (SAPD), Fire (SAFD) and Transportation & Capital Improvements (TCI) departments rely on effective communication and transference of data for day to day operations during routine and critical public safety exercises and during traffic management activities.

The City's Information Technology Services Department (ITSD) worked with staff from SAPD, SAFD and TCI to evaluate wireless communication solutions that were commercially available within the public safety and traffic operations space. The solutions were compared for their ability to maintain stable and repeatable connectivity, configurability, user interface, form factor, ease of use through an online management system and for technical support of the product in both public safety and traffic operations situations. At the conclusion of the evaluation, the Cradlepoint wireless router technology was selected. The Cradlepoint devices provided an operationally stable LTE connection allowing in-vehicle computers to connect to the City network. They also

have an intuitive software interface which allows for effective monitoring, maintenance and remote management through its backend software, Netcloud. Additionally, the Cradlepoint solution is currently Band 14 Ready. Band 14 is the spectrum licensed to the First Responder Network Authority (FirstNet) to create a nationwide public-safety wireless broadband network. In conjunction with their network hardware, the Cradlepoint solution also provides NetCloud software for effective monitoring and maintenance of these critical endpoints.

In the Public Safety environment, it has become necessary to replace currently deployed (end of life) communication technology within the SAPD and SAFD vehicle fleet. Both SAPD and SAFD require effective and reliable cellular network connectivity to manage in vehicle computer aided dispatch services. When deployed, Cradlepoint technology will provide SAPD and SAFD with a Gigabit class, state of the art network connectivity solution to ensure reliable access to cellular and public safety banded networks.

Cradlepoint technology was first deployed at City's traffic intersections as early as 2014. Multiple Cradlepoint wireless routers have been installed at traffic intersections throughout the City to replace aging communication infrastructure. These devices have provided a stable and reliable LTE network which in turn has increased the uptime of traffic signaling operations thus resulting in more efficient traffic management. The purchase of additional Cradlepoint wireless routers will allow TCI to continue to scale the traffic management communication solution.

Great South Texas Corporation DBA Computer Solutions was selected as the solutions implementer. Great South Texas Corporation DBA Computer Solutions has successfully completed projects of a similar scope and magnitude within the City's Public Safety and Citywide communications environment. The level and quality of service provided by Great South Texas Corporation DBA Computer Solutions will be integral to a successful deployment.

In FY 2020, up to 740 Cradlepoint routers will be purchased and deployed for TCI traffic operations, 229 for San Antonio Fire Department and 700 for San Antonio Police Department. In FY 2021, 71 Cradlepoint routers will be purchased and deployed to the remaining San Antonio Fire Department fleet.

The City issued a Request for Offer (RFO) for "Annual Contract for Cradlepoint Products and Services" (RFO, 6100011352) on November 27, 2019 with a submission deadline of December 2, 2019. The offer submitted by Great South Texas Corporation DBA Computer Solutions is in accordance with TIPS Contract # 170306. The term of the agreement shall begin upon approval of the contract by City Council and expire December 31, 2020. Four additional one-year renewals at the City's option shall also be authorized by this ordinance.

ISSUE:

This contract will allow ITSD to purchase Cradlepoint wireless routers, supplemental equipment, software and installation services from Great South Texas Corporation DBA Computer Solutions utilizing their TIPS Contract # 170306. This purchase will be made in accordance with the Interlocal Purchasing System Cooperative Program passed on ordinance 2009-12-10-1002, dated 12/10/2009.

This contract will be awarded in compliance with the Small Business Economic Development Advocacy (SBEDA) Program. Computer Solutions dba Great South Texas Corporation is a local Small (SBE) and Woman (WBE) owned enterprise firm that will be self-performing the 40% Minority and/ or Women-Owned Business Enterprise (M/WBE) subcontracting goal.

This contract is an exception to the Local Preference Program.

The Veteran-Owned Small Business Preference Program does not apply so no preference was applied to this contract.

ALTERNATIVES:

Should this action not be approved, SAPD, SAFD and TCI would continue operating through less efficient and end of life technology. This multi-departmental initiative may be required to be solicited as individual contracts and this would significantly lengthen the procurement process.

FISCAL IMPACT:

This ordinance authorizes a contract with Great South Texas Corporation DBA Computer Solutions for the purchase, installation and implementation of an all-inclusive mobile networking solution (Cradlepoint) for the San Antonio Police, Fire and Transportation & Capital Improvements departments for a total contract amount of up to \$4,223,710.00. Funding is available from the FY 2020 General Fund, FY 2020 Confiscated Property Fund, Advanced Transportation District Fund, and previously authorized Tax Notes.

RECOMMENDATION:

Staff recommends approval of this contract with Great South Texas Corporation DBA Computer Solutions in an amount up to \$4,223,710.

This contract is procured by means of cooperative purchasing and a Contracts Disclosure Form is not required.