

Agenda Report

DATE: April 5, 2004

TO: CITY COUNCIL

FROM: CITY MANAGER

SUBJECT: AUTHORIZE THE CITY MANAGER TO ENTER INTO A CONTRACT WITH EXSELL SALES ASSOCIATES FOR SPLICING AND TESTING OF FIBER OPTIC CABLE, SUPPORTING CITY HALL RETROFIT AND OTHER FIBER PROJECTS

RECOMMENDATION

It is recommended that the City Council; i) accept the bid dated March 30, 2004, submitted by Exsell Sales Associates; ii) reject all other bids; and, iii) authorize the City Manager to enter into a contract with Exsell Sales Associates for an amount not to exceed \$114,773 for splicing and testing of fiber optic cable, supporting the City Hall Retrofit Project and other fiber projects.

BACKGROUND

In 1998 and 1999, the City constructed a 25-mile fiber optic ring. A majority of the fiber in the City's ring is leased to Time Warner Telecommunications. The remaining fiber is designated for City uses and for small leases to local institutions such as the California Institute of Technology (Caltech) and the Jet Propulsion Laboratory (JPL). Over the next two years, all users of the fiber have plans for a significant number of new connections to the fiber ring. In particular, the City needs to connect several facilities to support its voice and data networks during the City Hall Seismic Retrofit project and beyond. In addition, Time Warner Telecommunications has begun connecting large business customers to the ring, and hopes to make 15 or more connections in the next year. Caltech and JPL also are requesting connection of new facilities to the ring, including Caltech's St. Luke site and various JPL subcontractor sites around the city.

Staff prepared and distributed an invitation to bid for splicing and testing of fiber optic cable to support the new connections to the fiber ring. The splicing and testing vendor will make the physical connection between the existing fiber optic ring and new cables running into facilities, as well as test the connections and prepare the fiber cable for use within buildings.

The City received 9 responses to the bid proposal. The bidders and their bids were as follows.

Bidder	Grand Total
Exsell Sales	95,643.68
Sunglo Technologies	105,239.46
MBI General Engineering	105,682.00
Bouchard	108,077.30
New Age	171,016.40
Compel	177,552.75
Irish Communications	181,861.18
AMI	273,138.00
Spanning Tree	355,342.00

The proposed one-year base contract is not to exceed \$114,773. The contract amount includes: \$34,788 for connection of temporary and civic center facilities for the retrofit project; \$2,310 for other City facility connections supporting data and voice services; \$10,611 for Caltech and JPL connection requirements; \$37,959 for Time Warner Telecommunications connections; and \$9,976 for Water & Power Department needs. Connection needs for the retrofit project, Caltech, and Water & Power are known and have been assigned a cost within the contract amount. The specific number of future connections required by Time Warner Telecommunications and JPL has not been determined. A 20% contingency or \$19,129 has been added to the total contract amount to accommodate the indeterminate number of Time Warner Telecommunications and JPL connections. The contract provides for a one-year renewal term at the City's discretion.

Exsell is a full-service communications contractor based in Glendale, California, specializing in fiber optic splicing and testing, and supplying related hardware and materials. They have been in the fiber splicing business for 10 years.

The contract to provide these splicing and testing services fully complies with the Competitive Bidding and Purchasing Ordinance.

FISCAL IMPACT

Sufficient funds for this contract are available in the following budget accounts: the Information Technology Services Division budget, accounts 328940 (ITSD Projects – Fiber Network Management) and 328630 (Enterprise Network); Water and Power – Power Division Capital Improvement Budget, account 3143 (Fiber Optic Communication System), account 3168 (Engineering Services, Management and the Installation and Maintenance of Fiber System), account 3033 (New Feeders and Communication Circuits); and City Hall Retrofit account 301-767100-71904. Expenses for work carried out under this contract for Time Warner Telecommunications, JPL, and Caltech will be


recovered from those entities. Time Warner Telecommunications also pays the City a 25 percent markup on the expenses.

Respectfully submitted,




CYNTHIA J. KURTZ
City Manager

Prepared by:

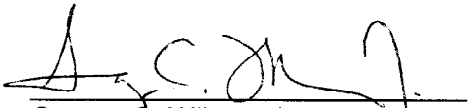


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