



City of Carson Report to Mayor and City Council

June 7, 2011
New Business Consent

SUBJECT: AWARD PURCHASE CONTRACT FOR INTERNET SERVICES

Jacquelyn Aard for
Submitted by Clifford W. Graves
Interim City Manager

Jacquelyn Aard for
Approved by Clifford W. Graves
Interim City Manager

I. SUMMARY

The City of Carson currently utilizes AT&T dedicated internet service at a rate of \$2,992.33 per month with a bandwidth of 10 megabits and includes a router and managed service of this device. The City is now moving to the "cloud computing" module. "Cloud computing" refers to the on-demand provision of computational resources (data or software) via a computer network, rather than from a local computer. Users or clients can submit a task, such as word processing, to the service provider, without actually possessing the software or hardware. The consumer's computer may contain very little software or data (perhaps a minimal operating system and web browser only), serving as a basic display terminal connected to the Internet. Since the cloud is the underlying delivery mechanism, cloud based applications and services may support any type of software application or service in use today. Therefore, since the "cloud computing" module will be used on web based applications like SAVii (upgrade for Scheduler Plus) for the Community Center and ActiveNet (upgrade for RecWare Safari) for the Parks and Recreation Division, a more robust internet connection of 50 megabits is needed. Of the three proposals received (Exhibit Nos. 2, 3 and 4), TelePacific Communications provided the lowest quote for internet and managed services with the higher speed/bandwidth at a rate of \$2,713.88 per month. This amounts annual savings of \$3,341.40 (Exhibit No. 1).

II. RECOMMENDATION

AWARD a three-year purchase contract, in an amount not-to-exceed \$98,199.68, to TelePacific Communications for internet services.

III. ALTERNATIVES

None.

IV. BACKGROUND

The new business-grade internet connection is needed as all staff at City Hall, Corporate Yard, One Civic Plaza and the parks will require a constant internet connection for email, calendaring, other "cloud computing" applications, as well as for internet searching. This new high-speed connection will also help

employees to be more efficient as the City’s current service is often slow, causing work delays due to multiple users on the low bandwidth connection.

Alternate internet access methods such as broadband service from cable providers were considered; however, our experience has proven this type of service is not as reliable as T1 or T3 lines. Since this connection will be supporting our website, it is important for it to be highly available.

Staff recommends executing a contract with TelePacific Communications for dedicated internet service for the next three years, with option to renew another year.

V. FISCAL IMPACT

Savings of \$3,341.40 for FY 2011/12.

VI. EXHIBITS

1. Internet Bandwith Upgrade Vendor List and Savings Cost. (pg. 3)
2. AT&T Proposal. (pg. 4)
3. TelePacific Communications Proposal. (pg. 5)
4. Certified Phone Solutions Proposal. (pg. 6)

Award of Purchase - Internet Services.doc

Prepared by: Robert Eggleston, I.T. Manager
TO:Rev032811

Reviewed by:

City Clerk	City Treasurer
Administrative Services	Development Services
Economic Development Services	Public Services

Action taken by City Council	
Date _____	Action _____

Internet Bandwith Upgrade
Vendor List and Savings Cost

	<u>VENDORS</u>		
	AT&T	TelePacific	Certified Phone Solutions
Dedicated Internet Access (50 Megabits)	\$ 3,856.56	\$ 2,450.00	\$ 3,250.00
<i>Fees & Sales Tax (9.75%):</i>	\$ 476.01	\$ 263.88	\$ 416.88
TOTAL:	\$ 4,332.57	\$ 2,713.88	\$ 3,666.88

	<u>ANNUAL COST</u>
<i>CURRENT</i> AT&T 10 Megabit Port	\$ 35,907.96
TelePacific Option 50 Megabit Port	\$ 32,566.56
	\$ 3,341.40 Savings Per Year

AT&T

CURRENT MIS SERVICE IS PROVIDED OVER A DS3 (45 MEGABITS) WITH A 10 MEGABIT PORT

Dedicated DS3 Service with internet port at 10 megabits per second.			
Feature Description	Non-Recurring Charge	Recurring Rate	Unit of Measure
Current cost for Lab & Public Area (PA) at ICP 1.5 Megabit Port	Tele-Install No Charge	\$ 697.00	Port
DS3 Service Intra Lata	Existing No Charge	\$ 2,029.50	Channel Term
TOTAL CHARGES		\$ 2,726.50	

OPTION 1 IS TO PROVIDE A FULL 45 MEGABIT PORT OVER THE EXISTING DS3

Dedicated DS3 Service with internet port at full 45 megabits per second.			
Feature Description	Non-Recurring Charge	Recurring Rate	Unit of Measure
AT&T MIS w/Mgd Router @ 45Mbps	Tele-Install No Charge	\$ 1,827.06	Port
DS3 Service Intra Lata	Existing No Charge	\$ 2,029.50	Channel Term
TOTAL CHARGES		\$ 3,856.56	



Section 1 Customer Information

Account Number (existing acct)

Company Legal Name (Individual if Sole Proprietorship) City of Carson

Doing Business As (DBA)

Contact Name and Title Robert Egelston - IT Director

Telephone Number 310-830-7600 Fax Number Email

Service Address: 701 E CARSON ST -

City CARSON State CA Zip 90745

Section 2 TelePacific Services

TelePacific will provide Customer with the specified type and amount of Services at the rates, and terms and conditions listed below, and Customer shall accept and pay for Services under the Terms and Conditions to which Customer agreed on the Telecommunications Account Agreement that governs this Service Agreement

Description of Services	Account Term (Yrs)	QTY	Monthly Recurring Charge (MRC)	MRC Total	Set-up Charge (NRC)	NRC Total
Internet T1 - 1.544 Mbps	3	1	\$625.00	\$625.00	\$500.00	\$500.00
OneCentral	3	1	\$0.00	\$0.00	\$0.00	\$0.00
Addendum to the TAA 3-Year Pricing on 1-Year Term	3	1	\$0.00	\$0.00	\$0.00	\$0.00
41105101111 : Eo3PV - 50M DIA	3	1	\$1,825.00	\$1,825.00	\$0.00	\$0.00
Sub Totals:				\$2,450.00		\$500.00
Other Charges and Fees (LDAC and EUCLC):				\$0.00		

Federal, State and Local taxes along with the Administrative Service Fee (ASF) are not included. ASF is an account-level fee based on invoiced monthly recurring charges (MRCs) and usage to cover costs for regulatory compliance and administering and processing federal, state and local fees and taxes and public program surcharges. A minimum ASF of \$25.00 shall be charged on invoiced MRCs and usage up to \$2,500.00 and ASF is calculated as 1% of invoiced MRCs and usage totaling more than \$2,500.00.

X

Agreed By, Customer Signature

Date

Customer Name (Print)

Title

Sales Representative Name

Phone

X

Agreed By, Sales Manager Signature

Date



Certified Phone Solutions Sales Co
 8511-C Wellsford Place
 Santa Fe Springs
 CA 90670

AMC PARTS & LABOR ESTIMATE

St. Cont. Lic. # 709764

Phone # Fax # Date Estimate #

BILL TO	SHIP TO
Carson, City Of 701 E. Carson Street Carson, CA 90745 Attn: Robert Eggelston-IT Director	Carson, City Of 701 E. Carson Street Carson, CA 90745 Attn: Robert Eggelston-IT Director

P.O. No. Terms Rep FOB

Item	Description	Qty	Cost	Total
LABOR	Contact: Robert Eggelston-IT Director City of Carson, 701 E. Carson Street, Carson, CA 90745 Tel: _____, FAX: _____ Price Quote a 50Mb Data Circuit for a 36 month term rate FIXED per Month. Certified Phone Solutions can provide you an C-Beyond DATA Circuit @ 50Mb Data Circuit for a 36 month term rate FIXED cost per Month. \$3,250.00 per month 50Mb Data Circuit for a 36 month term rate FIXED per Month. Please contact David Williamson, Consulting Sales Engineer at 562-464-3164 X-102 to set up Order documents and time frames for delivery, and turn up, with testing. Looking forward to working with you. Welcome to the Certified Phone Solutions Family of Satisfied Customers.	36	3,250.00	117,000.00

Customer Contact <input type="text" value="Robert Eggelston..."/>	Customer Phone <input type="text"/>	Customer Fax <input type="text"/>	Subtotal
			Sales Tax (9.75%)
			Total

PLEASE REVIEW - SIGN - AND FAX BACK.
ONCE WE HAVE RECEIVED THE FAXED SIGNED COPY WE WILL THEN SCHEDULE WORK.

Terms of Sale:
 1) Payment: Payment is due immediately upon receipt of the invoice unless credit terms were approved in advance. Certified Phone Solutions Sales Co (the company) shall hold title to all equipment until full payment is received.
 2) Security Interest: Until full payment is made, the company shall have a purchase money security interest in all parts and equipment delivered to the extent allowed by the law. The company retains the right to repossess and customer authorizes the company to enter the customer's premises and remove all or any portion of the parts and equipment and will not be liable for any damage resulting from such removal.
 3) Warranty: All new equipment is warranted to be free from defects in material and workmanship for 90 days. Upon notice of defect, the company shall be limited to repair or at it's option, to replacement of the warranted product. The company is not responsible for the consequential damages for loss of use. This warranty is in lieu of all other warranties, express, statutory, or implied including warranties of merchantability and fitness for a particular purpose.
 4) Finance Charge: A finance charge of 1 1/2% per month (18% per annum) will be added to all amounts remaining unpaid after delivery of invoice.
 5) Attorney's Fees: In the event that collection is required, Certified Phone Solutions Sales Co. shall be entitled to recover all collections costs, including, but not limited to, attorney's fees and court costs.

I certify that I am authorized to sign on behalf of the party or company who requested the above work or materials and accept that labor will be charged at \$150 /hr for the 1st hour and \$100 /hr thereafter.

X _____ Title _____
 Name _____ Date _____

