

TOWN OF PALM BEACH

Information for Town Council Meeting on: August 13, 2024

TO: Mayor and Town Council

VIA: Kirk W. Blouin, Town Manager

VIA: Robert Miracle, CPA Deputy Town Manager, Finance and Administration

FROM: Dean Mealy, II NIGP-CPP, CPPO Town Procurement and Contracts Manager

RE: Resolution awarding RTN No. 2024-18, Metro E/Fiber Network to Crown Castle Fiber LLC in the amount of \$193,236.00 for first year of the contract and awarding future annual maintenance expenditures for additional four years of the contract in the amount of \$772,944.00, approving contingency in amount of \$96,618.00 and establishing total project amount of \$1,062,798.00 for a total of five-year contract, contingent on annual budget approvals and satisfactory vendor performance

DATE: July 31, 2024

STAFF RECOMMENDATION

Staff recommends the Town Council approve Resolution No. 096-2024, awarding RTN No. 2024-18, Metro E/Fiber Network to Crown Castle Fiber LLC in the amount of \$193,236.00 for first year of the contract and awarding future annual maintenance expenditures for additional four years of the contract in the amount of \$772,944.00, approving contingency in amount of \$96,618.00 and establishing total project amount of \$1,062,798.00 for a total of five-year contract, contingent on annual budget approvals and satisfactory vendor performance.

SUMMARY EXPLANATION/BACKGROUND

The Town of Palm Beach currently uses Comcast for its networking needs. In the past few years, Comcast has been difficult to work with for any interruption of services or additional request. Their response to our needs is slow causing difficulties in Town daily operations. When a new request for a new fiber line was made, in their response Comcast requested six to twelve months' time for implementation. For those reasons, Town issued this RFI in advance to explore available solutions that would provide better customer services, efficiency improvements, and ensure Town needs will be taken care of in reasonable time. Four companies responded to Town RFI. This is when the method changed from RFI to Request to Negotiate (RTN).

Our existing provider is only supplying 1GB fiber to these facilities, we have asked the new vendor to increase the capacity to these facilities to 10GB.

The selection committee consisted of:

- Jim Palmer, voting
- Julie Parham, voting
- Elvis Martin, voting
- Kraig Lake, SME non-voting
- Pat Gayle-Gordon, SME non-voting
- Carlos E. Santana, Facilitator, non-voting
- Duke Basha, Facilitator, non-voting

Two proposers, Critical Edge and NextCity Network, LLC did not respond to Town's request to negotiate. Following firms did respond positively to the Town:

- Comcast
- Crown Castle Fiber LLC

Each of these two firms was asked to provide detailed proposals and respond to additional questions from the Selection Committee. Subsequently, Procurement contacted companies noted as current customers references, and requested the best and final pricing. In the final meeting, the Selection Committee ranked Crown Castle Fiber LLC as the first ranked and Comcast second ranked vendor.

FUNDING/FISCAL IMPACT

This project will be funded by the IT budget. The annual cost will be roughly \$194,000.

TOWN ATTORNEY REVIEW

Town Attorney was engaged in negotiations and approved final verification of the contract.