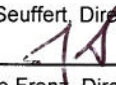


MANATEE COUNTY GOVERNMENT

AGENDA MEMORANDUM

SUBJECT	RFP #09-0147FL – Fiber Optical Cable Installation and Interconnection	TYPE AGENDA ITEM	Consent
DATE REQUESTED	March 24, 2009	DATE SUBMITTED/REVISED	March 10, 2009
BRIEFINGS? Who?	No	CONSEQUENCES IF DEFERRED	N/A
DEPARTMENT/DIVISION	Financial Management / Purchasing	AUTHORIZED BY TITLE	Jim Seuffert, Director 
CONTACT PERSON TELEPHONE/EXTENSION	Frank Lambertson, 3042 / George Igartua, 3084	PRESENTER/TITLE TELEPHONE/EXTENSION	Diane Frenz, Director, Information Services Department, 3004
ADMINISTRATIVE APPROVAL			

ACTION DESIRED INDICATE WHETHER 1) REPORT; 2) DISCUSSION; 3) FORM OF MOTION; OR 4) OTHER ACTION REQUIRED
Authorization to enter into negotiations with the top ranked firm, MasTec North America, Inc., Communication Group, Tampa, FL for the purpose of installing and interconnecting fiber optical cable in an extensive telecommunications conduit infrastructure within Manatee County interconnecting locations such as schools, libraries, fire stations, law enforcement facilities, utility operations, mass transit facilities and administrative sites.

ENABLING/REGULATING AUTHORITY
Federal/State law(s), administrative ruling(s), Manatee County Comp Plan/Land Development Code, ordinances, resolutions, policy
Ordinance 08-43, Manatee County Purchasing Code Section 2-26-42, Solicitations Other Than Sealed Bids

BACKGROUND/DISCUSSION
<ul style="list-style-type: none"> • The installed and interconnected fiber optical cable will be used for future data, phone and video services requirements for the County. • Funding Source: 310 6066900 534000

COUNTY ATTORNEY REVIEW	
Check appropriate box	
<input type="checkbox"/>	REVIEWED Written Comments: <input type="checkbox"/> Attached <input type="checkbox"/> Available from Attorney (Attorney's initials: ____)
<input checked="" type="checkbox"/>	NOT REVIEWED (No apparent legal issues.)
<input type="checkbox"/>	NOT REVIEWED (Utilizes exact form or procedure previously approved by CAO.)
<input type="checkbox"/>	OTHER

ATTACHMENTS: (List in order as attached)		INSTRUCTIONS TO BOARD RECORDS:	
None		None	
COST:	To be negotiated	SOURCE (ACCT # & NAME):	310 60606900 534000
COMMENTS:	N/A	AMT./FREQ. OF RECURRING COSTS: (ATTACH FISCAL IMPACT STATEMENT)	N/A

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- 10/11/08 – 2/6/09 the appropriate proposal procedures were followed. The Request For Proposal (RFP) was advertized locally in the Bradenton Hearld and broadcast via DemandStar to three hundred thirty (330) potential providers of fiber optical cable installation and interconnection fifty one (51) firms downloaded the RFP and eight (8) firms submitted proposals.
- Manatee County firms that were directly contacted and made aware of this Request for Proposal were:
 1. IDS
 2. Upgrade and Associates
 3. Critical Communication Systems
 4. Hyatt Survey Services

Although notified, none of these Manatee County firms chose not to respond.

- The Selection Committee consisted of:

George Igartua, Network & Telecom Services Division
Frank Lambertson, Purchasing Division (Chairman)
Michael McLaughlin, Information Services Department

- 2/6/09 the Selection Committee convened and heard oral presentations.
- 2/27/09 the Selection Committee convened and ranked the firms as follows for the purpose of negotiating a contract with the top ranked firm:
 1. MasTec North America, Inc., Tampa, FL
 2. Henkels & McCoy, Blue Bell, PA
- Ranked #1, MasTec North America, Inc., Tampa, FL – The proposer offers a proposal that best meets the overall needs of the County. The firm demonstrated to the Selection Committee: its experience and familiarity with the County's roadways and thoroughfares (540 miles); detailed their current mobilization in the County installing fiber optical cable (they are currently performing a similar project for the School Board of Manatee County); installed the telecommunication conduit infrastructure that the fiber optical cable will be installed into completing the project six months ahead of schedule; and has demonstrated the ability to work with the County.
- Ranked #2, Henkels & McCoy, Blue Bell, PA – The proposer submitted a satisfactory proposal and demonstrated its experience during the oral presentation it made to the Selection Committee. The firm would use equally experienced subconsultants and/or subcontractors to install the fiber optical cable. However, the firm was ranked second overall due to the Selection Committee's perception of the firm ability to meet the County's requirements in comparison to the selected firm, and lesser experience with the conduit in the County's system.

The remaining respondents not shortlisted are:

Hypower, Ft. Lauderdale, FL

Network Cabling Infrastructure, Buford, GA

PCS Inc., Jupiter, FL

TCS Communications, Greenwood Village, CO

The New Florida Industrial

Traffic Control Device Inc., Altamonte Springs, FL

Although well qualified, these firms were not short listed based on a comparison of capability in providing the required services.