

# MANATEE COUNTY GOVERNMENT INTENT TO NEGOTIATE

<b>SUBJECT</b>	Installation of a Layer 2 Carrier Ethernet Switch IP/MPLS Router Microwave System	<b>DATE POSTED</b>	MC ✓ 9/9/14 SE DS ✓ 9/9/14 SE CC ✓ 9/9/14 SE
<b>PURCHASING REPRESENTATIVE</b>	Frank Lambertson, 3042	<b>DATE CONTRACT SHALL BE AWARDED</b>	September 16, 2014 or later
<b>DEPARTMENT</b>	Information Technology Dept.	<b>CONSEQUENCES IF DEFERRED</b>	None <i>Melissa M. Wendel</i>
<b>SOLICITATION</b>	RFP #14-1905OV	<b>AUTHORIZED BY DATE</b>	Melissa M. Wendel, CPPO September 9, 2014

### NOTICE OF INTENT TO NEGOTIATE

Notice of Intent to Negotiate with Advantech AMT Corp., Manassas, VA to provide Installation of a Layer 2 Carrier Ethernet Switch IP/MPLS Router Microwave System for the Information Technology Department.

### ENABLING/REGULATING AUTHORITY

Federal/State law(s), administrative ruling(s), Manatee County Comp Plan/Land Development Code, ordinances, resolutions, policy.

Manatee County Code of Laws

### BACKGROUND/DISCUSSION

#### PROJECT BACKGROUND:

The Manatee County Information Technology Department has a need for the installation of Layer 2 Carrier Ethernet switch IP/MPLS router microwave system. Proposer must share existing antennas systems currently utilized by an Alcatel Lucent MDR8000 microwave network. Both systems shall remain operational as per the technical specifications requirement at the following microwave paths: Phase 1 Myakka City – Duette Tower; Phase 2 Duette Tower – East Tower; Phase 3 East Tower – Lorraine Road Tower; Phase 4 PSC (Public Safety Center) – Lorraine Road Tower; and Phase 5 PSC – Main Tower.

#### SOLICITATIONS:

The RFP was advertised on the Manatee County website, DemandStar, and was also provided to the Manatee County Chamber of Commerce for release to its members. Four (4) proposals were received.

#### Manatee County Firms that were directly solicited:

None

#### Manatee County Firms that submitted proposals:

None

#### Local firms that submitted proposals include:

Alpha-Omega Communications, LLC, Sarasota, FL

<b>ATTACHMENT</b>	N/A	<b>FUNDING SOURCE (Acct Number &amp; Name)</b>	509-0004901-564000 <input checked="" type="checkbox"/> Funds Verified <input type="checkbox"/> Insufficient Funds
<b>COST</b>	Estimated Cost \$237,554.00	<b>AMT/FREQ OF RECURRING COSTS (Attach Fiscal Impact Statement)</b>	N/A

**Other (non-local) firms that submitted proposals include:**

Advantech AMT Corp., Manassas, VA  
Alcatel-Lucent USA Inc., Murray Hill, NJ  
Microwave Networks Inc., Stafford, TX

**EVALUATION COMMITTEE (VOTING) MEMBERS:**

Wilfredo Miranda, Radio Communications Mgr., Information Technology Department  
Neil Zipper, Network Manager, Information Technology Department  
Frank Lambertson, Contracts Negotiator, Financial Management Department

**Non-Voting Staff Attending:**

Olga Valcich, CPPB Contract Specialist, Financial Management Department

**EVALUATION RESULTS:**

The Evaluation Committee convened on August 11, 2014 10:30 A.M. – 11:30 A.M. to discuss procedures and responsibilities of Evaluation Committee members. It was determined that technical questions existed with all proposals and clarification questions would be issued.

On August 20, 2014 technical questions were released to all Proposers and responses were due back August 25, 2014 close of business. All proposers responded in a timely manner with responses to the Committee's technical questions.

The Evaluation Committee convened August 29, 2014 9:00 A.M. – 10:30 A.M. to discuss the offers based on the proposals submitted, response to technical questions and proposed pricing, to continuing the acquisition process and determining a recommendation to the County Administrator.

The Evaluation Committee determined that all proposers were technically able to meet the requirements stated in the RFP and accepted their technical approaches and therefore ranked the firms according to the total price which includes an extended warranty.

1. Advantech AMT Corp., Manassas, VA	\$237,554.00
2. Alpha-Omega Communications, LLC, Sarasota	\$421,080.00
3. Microwave Networks Inc., Stafford, TX	\$850,932.00
4. Alcatel-Lucent USA Inc., Murray Hill, NJ	\$922,287.00

**REMAINING RESPONDENTS:**

None.

**ESTIMATED COST OF SERVICES:** The estimated annual expenditure is \$237,554.00

**FUNDING:** Radio Support 509-0004901-564000

*The above justifications are a generalized summary of major observations intended only to provide the County Administrator a sufficiently detailed overview of the main observations of a majority of Committee Members. Each Committee Member may have considered one or more facts or factors more or less important than the other Committee Members when voting, and this summary of the Evaluation Committee's decision is not an attempt to exhaustively describe each of the relevant factors which motivated each of the Committee Members to select the rankings described.*

The Evaluation Committee voted 3-0 to proceed with Advantech AMT Corp., Manassas, VA.

The resulting agreement will be managed by Wilfredo Miranda, Radio Communications Mgr., Information Technology Department.