

**Condensed Title:**

Request for Approval to Award a Contracts to Gisnet Telecom, Inc. As Primary Vendor, and ASE Telecom, Inc. As Secondary Vendor, Pursuant to Invitation to Bid No. 48-08/09, for the Purchase and Installation of Communications Cable and Accessories in the Estimated Annual Amount of \$500,000.

**Key Intended Outcome Supported:**

Improve processes through information technology

**Supporting Data (Surveys, Environmental Scan, etc.):**

In the Internal Support Function Survey, overall IT services were rated over 80% excellent or good for its quality, timeliness and overall satisfaction.

**Issue:**

Shall the Commission Approve the Award of Contracts?

**Item Summary/Recommendation:**

The purpose of Invitation to Bid No. 48-08/09 (the "Bid") was to establish a contract by means of sealed bids, with a primary and secondary qualified contractor for the purchase and installation of Communications cable and accessories at various City facilities on an as-needed basis.

This contract shall remain in effect for (3) three years from date of contract execution by the Mayor and City Clerk, and may be renewed by mutual agreement for three (3) additional years, on a year to year basis

ITB No. 48-08/09 was issued on August 5, 2009. BidSync issued bid notices to 87 prospective bidders. Additionally, the Procurement Division e-mailed the Bid to another 20 prospective bidders. The notices resulted in the receipt of thirteen (13) bids on the due date of September 4, 2009. The responsiveness test performed by the Procurement Division resulted in two (2) of the bid submissions being deemed non-responsive.

The lowest and best bid was received from Gisnet Telecom, Inc. This vendor has been in business for 9 years as a specialty electrical contractor. The secondary vendor, ASE Telecom & Data, Inc. has been in business for over 25 years.

**THE ADMINISTRATION RECOMMENDS APPROVING THE AWARD OF CONTRACTS.**

**Advisory Board Recommendation:**

N/A

**Financial Information:**

Source of Funds:	Amount	Account	Approved
1	\$ 40,000	IT Department Account Number 550-1750-000674	
2	Up to \$460,000	Funding is available from the CIP projects throughout the fiscal year.	
<b>Total</b>	<b>\$40,000 to \$500,000</b>		

**Financial Impact Summary:**

**City Clerk's Office Legislative Tracking:**

Gus Lopez, Procurement

**Sign-Offs:**

Department Director	Assistant City Manager	City Manager
GA	PDW	JMG

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MIAMI BEACH

AGENDA ITEM C2F

DATE 10-14-09

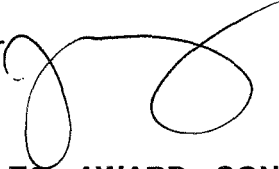


# MIAMI BEACH

City of Miami Beach, 1700 Convention Center Drive, Miami Beach, Florida 33139, [www.miamibeachfl.gov](http://www.miamibeachfl.gov)

## COMMISSION MEMORANDUM

TO: Mayor Matti Herrera Bower and Members of the City Commission

FROM: Jorge M. Gonzalez, City Manager 

DATE: October 14, 2009

SUBJECT: **REQUEST FOR APPROVAL TO AWARD CONTRACTS TO GISNET TELECOM, INC. AS PRIMARY VENDOR, AND ASE TELECOM & DATA, INC. AS SECONDARY VENDOR, PURSUANT TO INVITATION TO BID NO. 48-08/09, FOR THE PURCHASE AND INSTALLATION OF TELEPHONE, COAX, DATA, AND FIBER OPTIC COMMUNICATIONS CABLE AND ACCESSORIES IN AN ESTIMATED ANNUAL AMOUNT OF \$500,000.**

### ADMINISTRATION RECOMMENDATION

Approve the Award of contracts.

### BID AMOUNT AND FUNDING

\$ 40,000 Funding for repairs is available from the IT Department Account Number 550-1750-000674

Up to \$460,000 Funding is available from the CIP projects throughout the fiscal year.

### KEY INTENDED OUTCOME SUPPORTED

Improve processes through information technology.

### ANALYSIS

The purpose of Invitation to Bid No. 48-08/09 (the "Bid") is to establish a contract, by means of sealed bids, for the purchase and installation of telephone, coax, data, and fiber optic communications cable and accessories at various City of Miami Beach facilities, on an as needed basis. This contract shall remain in effect for (3) three years from date of contract execution by the Mayor and City Clerk, and may be renewed by mutual agreement for three (3) additional years, on a year to year basis.

The Bid was issued on August 5, 2009, the pre-bid meeting was held on August 25, 2009, and the Bid had an opening date of September 4, 2009. BidSync issued bid notices to 87 prospective bidders. Additionally, the Procurement Division e-mailed the Bid to another 20 prospective bidders. The notices resulted in the receipt of thirteen (13) bids.

The responsiveness test performed by the Procurement Division resulted in Verizon Business Network Services, Inc. and Black Box Network Services, Inc. bid submissions being deemed non-responsive. Verizon took exception to some of the Special Conditions of the Bid, and Black Box failed to provide information which prevented them from complying with the requirements set forth in the ITB.

The Bid provides a "SPECIFIC ITEMS LIST" (items 1-47) that was used by the City in

basing its decision to award. The Specific Item List contains material costs and the labor cost associated with the installation of the material. Table 1 shows the sums of these values indicated by each responsive bidder. The Bid also provides an "HOURLY LABOR RATES" (items 48-52) chart that was used by the City in basing its decision to award. Table 2 shows the reported values for the top 2 bidders identified in Table 1.

The secondary vendor will be awarded the wiring contract should the primary vendor fail to comply with the terms and conditions of the contract and should new projects develop, where the primary vendor is unable to meet the required installation schedule due to existing City of Miami Beach workload/projects. The City reserves the right to award individual projects to the secondary vendor, provided the secondary vendor will extend the pricing submitted under this invitation to bid. Declining a project by the primary vendor under these conditions shall not be considered a nonperformance issue.

The City may also require the Contractor to install City provided cable and materials, not included in the "Specific Items List". In such instances, the not to exceed hourly labor rate specified on the bid tabulation shall apply (items 48-52). If acceptable to both parties, the City and Contractor may set a fixed fee, per job, for installations of City provided materials. The total amount of both the specific item list and installation of City provided material is estimated to be between \$100,000 and \$500,000 based primarily on the amount of work required by the Capital Improvement Office for new projects.

Upon award of this contract, there are multiple projects already scheduled to begin. Some of the major CIP projects ready to start soon are the Municipal Multipurpose Parking Facility at City Hall, the Miami Beach Golf Course Golf Cart Barn, the Normandy Golf Course Clubhouse, the Scott Rakow Youth Center renovation, the Fire Station 2 Administration Building renovation, the Building Department Phase 3 renovation, and the move of Fire Department Administration out of 1680 Meridian. Additionally, the wiring vendor selected will provide repair service to existing installations throughout the City on a daily basis as required.

The lowest and best bid was received from Gisnet Telecom, Inc. This vendor has been in business for 9 years as a specialty electrical contractor. The secondary vendor, ASE Telecom & Data, Inc. has been in business for over 25 years.

## **CONCLUSION**

Based on the analysis of the bids received, the Administration recommends that the City award contracts to Gisnet Telecom, Inc. as primary vendor and ASE Telecom & Data, Inc. as secondary vendor, pursuant to ITB No. 48-08/09.

**BID TABULATION**

Table 1

Company Names	Line Items 1-47 Specific Items List	Line Item 48 * Labor Regular Copper Cable	Line Item 49 * Labor Overtime Copper Cable	Line Item 50 * Labor Regular Fiber-Optic	Line Item 51 * Labor Overtime Fiber-Optic	Line Item 52 * Labor Other Materials
Gisnet Telecom, Inc.	\$32,415.00	\$30.00	\$45.00	\$36.00	\$54.00	\$30.00
ASE Telecom & Data, Inc.	\$42,827.00	\$33.00	\$48.00	\$35.00	\$50.00	\$33.00
Structured Cabling Solutions, Inc.	\$45,938.35	\$20.00	\$25.00	\$20.00	\$25.00	\$20.00
Jade Communications, Inc.	\$46,794.00	\$39.57	\$59.35	\$39.57	\$59.35	\$39.57
Miami Business Telephone Corp	\$48,006.20	\$35.00	\$49.00	\$35.00	\$49.00	\$35.00
Glanz Technologies	\$49,324.00	\$39.50	\$59.25	\$39.50	\$59.25	\$39.50
Wachter Network Services	\$55,499.30	\$47.00	\$58.75	\$47.00	\$58.75	\$47.00
Quality Wiring	\$66,973.00	\$30.00	\$45.00	\$30.00	\$45.00	\$38.00
Volt Telecom Group	\$70,043.47	\$48.99	\$73.43	\$48.99	\$43.43	\$48.99
Meisner Electric, Inc.	\$77,191.50	\$50.00	\$70.00	\$70.00	\$90.00	\$70.00
Xeta Technologies, Inc.	\$89,403.00	\$35.00	\$52.50	\$35.00	\$52.50	\$35.00

\* The City reserves the right to negotiate these not to exceed Hourly Labor Rates.

Table 2

*ASE Estimated Annual Quantity FTE	**Gisnet Estimated Annual Quantity FTE	Description
8	5.5	Labor, Regular hours – 8:00AM to 5:00PM Monday thru Friday. For Installation of copper cables and accessories not included above.
8	2	Labor, Overtime. For installation of copper cables and accessories not included above. Other than regular hours.
8	4	Labor, Regular hours – 8:00AM to 5:00PM Monday thru Friday. For Installation of Fiber optic cables and accessories not included above.
8	2	Labor, Overtime. For installation of Fiber-optic cables and accessories not included above. Other than regular hours.
8	5.5	Hourly rate for installation of other City provided Materials

\* ASE has 70 Total Employees; over 50 in technical classifications

\*\* Gisnet has 9 Total Employees; 4 in technical classifications