Sacramento Public Library Authority

January 28, 2010 **Agenda Item 8.0: Telecommunication Services Contracts**

TO: **Sacramento Public Library Authority Board Members**

FROM: **Gerry Calderón, Information Technology Manager**

RE: **Telecommunication Services Contracts:**

RECOMMENDED ACTION(S):

1. **Approve** a contract with SureWest for Internet Connectivity Services in an amount not to exceed $230,400 over a three year period, with two (2) additional one-year renewal options.

2. **Approve** a contract with SureWest Broadband for Fiber Optic Connectivity Services to the North Highlands-Antelope and Sylvan Oaks libraries in an amount not to exceed $146,340 over a three year period, with two (2) additional one-year renewal options.

3. **Approve** a contract with AT&T for Fiber Optic Connectivity Services to the Robbie Waters Pocket-Greenhaven Library in an amount not to exceed $38,376 plus tax over a three year period, with two (2) additional one-year renewal options.

4. **Authorize** the Library Director to sign all documents related to this contract within the approved terms.

REASON FOR RECOMMENDATION

The Library issued a Request for Proposal (RFP) for Internet Service to be eligible to qualify for and receive approximately 69% in discounts under the federal E-Rate program, contingent upon the Library meeting Internet filtering requirements for staff internet connections, funding and Board approval of the contracts. The RFP scope of work covers all Library work sites and branch locations, providing internet connectivity for both staff and public computer connections.

A RFP was also issued for data connectivity services for the North Highlands-Antelope and Sylvan Oaks branches, as the current contract expires in June 2010. The RFP also requested proposals for data services to the new Robbie Waters Pocket-Greenhaven library scheduled for completion in June/July 2010.

In compliance with the E-Rate requirements, the RFPs were posted and E-Rate qualified vendors were informed. In addition, the RFP's were posted on the Library's website. Interested vendors responding to the RFP included AT&T, SureWest and Comcast.

Staff recommends awarding the contract for Internet connectivity for all Library locations to SureWest because the cost is approximately $2,345 per month less than the next bidder. Staff has experienced an excellent service track record in past contracts with SureWest.

Staff recommends awarding the contract for Internet service and fiber optic connectivity for the North Highlands-Antelope and Sylvan Oaks libraries to SureWest. SureWest was selected as the vendor of choice because it offers all services at the lowest price. Other contributing factors for the selection of SureWest includes service delivery, support history and customer references.

AT&T offered the most cost effective price for fiber optic connectivity to the new Robbie Waters Pocket-Greenhaven library. SureWest's bid was more expensive and did not include fiber optic connectivity.

FISCAL IMPACT

By choosing SureWest for Internet services, the Library is eligible to receive an additional 69% discount when E-Rate discounts are applied. The E-rate discount for the Internet service contract is not a part of the existing contract. The current budget for Internet service for FY 2009/10 is $89,000. The cost for the new contract with Surewest averages $76,800 per year. The available E-rate discount adjusts this total annual cost to $23,800, reflecting an E-rate savings of $52,900 per year.

The cost for the Fiber Optic Connectivity service for North Highlands-Antelope and Sylvan Oaks libraries is within the budget amount for FY 2009/10. The cost for the Fiber Optic Connectivity service for Robbie Waters Pocket-Greenhaven Library will be included in the budget for FY 2010/11