

CITY OF YUBA CITY
STAFF REPORT

Date: November 6, 2007
To: Honorable Mayor & Members of the City Council
From: General Services/Information Technology
Presentation By: Devin Barber, General Services/Information Technology

Summary

Subject: Cellular Voice and Data Service Agreement

Recommendation: Adopt a resolution authorizing the City Manager, or his designee, to enter into a three year agreement in the best interest of the City with Sprint to provide equipment, cellular voice, and data services.

Fiscal Impact: \$72,588.58: \$43,656.10 City's Tele-Cellular Phone account #XXXX-62210, \$14,376.72 Police O&M Computer account #2120-63320, \$7,428.60 Fire Tel-Laptop Cellular account #2310-62211 and \$7,127.16 Building Inspection Tele-Cellular Phone account #1920-62210.

Background:

The City currently utilizes Sprint/Nextel for cellular voice and data services. The existing service contract expires this year having run its three (3) year term. Accordingly, staff requested proposals and sample equipment from each of the major cellular providers in our region: AT&T, Verizon, and Sprint/Nextel. Sample equipment was evaluated as cellular technology has advanced and newer equipment will provide higher transmission speeds enabling the use of more applications in the field.

Analysis:

Proposals and equipment were received from Verizon and Sprint/Nextel. AT&T failed to submit a proposal. Each vendor was graded based on the following criteria:

Evaluation Criteria	Points Available
Customer Service	10
Coverage/Signal Strength	30
Data Speed	30
Cost	20
Data Plan	10

Coverage/Signal Strength and Data Speed were deemed to be very important considerations as this service provides vital information to Police and Fire personnel while responding to emergencies.

The results are below:

Vendor	Relative Score	First Year Cost*	Second Year Cost
Sprint/Nextel	93	\$72,588.58	\$72,588.58
Verizon	80	\$96,847.05	\$73,058.40
AT&T	N/A	N/A	N/A

*First year costs include one time equipment charges.

Significant findings include the following:

1. Sprint/Nextel has upgraded 3 Nextel only cell towers to Sprint/Nextel towers giving them a total of 5 cell towers in and around our city. They will have 2 more cell towers serving our area by March 08.
2. Sprint/Nextel will swap out all equipment at no charge.
3. Cost per month per device remains unchanged from previous contract.
3. Verizon has weaker coverage/signal strength and we have experienced poor customer service throughout the evaluation/proposal process.
4. AT&T failed to respond with proposal and equipment.

The term of the contract is for three years.

Fiscal Impact:

Funding for this agreement has been appropriated in the FY08 budget and is available in the Tele-Cellular account #XXXX-62210; O&M account #2120-63320, Tel-Laptop Cell account #2310-62211 and Tele-Cellular account #1920-62210. The account balance for XXXX-62210 of \$78,060.49, 2120-63320, of \$129,791.75, 2310-62211 of \$7,249.97 and 1920-62210 of \$78,060.49. Sufficient funds are available for this agreement.


Alternatives:

1. Award contract to alternate vendor.
2. Direct staff to seek new proposals.

Recommendation:

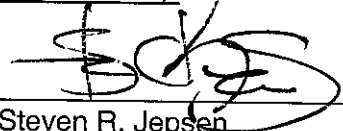
Adopt a resolution authorizing the City Manager, or his designee, to enter into a three year agreement in the best interest of the City with Sprint to provide equipment, cellular voice, and data services in the amount of \$72,588.58 per year.

Prepared By:



Scott Chandler
IT Supervisor

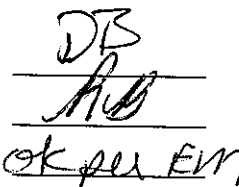
Submitted By:



Steven R. Jepsen
City Manager

Reviewed By:

Department Head
Finance
City Attorney



OK per EM

RESOLUTION NO. _____

**RESOLUTION OF THE CITY COUNCIL OF THE
CITY OF YUBA CITY AUTHORIZING THE CITY
MANAGER TO ENTER INTO AN AGREEMENT WITH
SPRINT TO PROVIDE EQUIPMENT, CELLULAR
VOICE, AND DATA SERVICES.**

**BE IT RESOLVED AND ORDERED BY THE CITY COUNCIL OF THE CITY
OF YUBA CITY AS FOLLOWS:**

That the City Manager is hereby authorized to enter into an agreement in the best interest of the City with Sprint to provide equipment, cellular voice, and data services.

The foregoing Resolution was duly and regularly introduced, passed, and adopted by the City Council of the City of Yuba City at a regular meeting thereof held on the 6th day of November, 2007.

Ayes:

Noes:

Absent:

John Miller
Mayor

Attest:

Terrel Locke
City Clerk