

## City Council – Action Request Form

**Date:** June 13, 2022

**To:** Mayor, Mayor Pro Tempore, and Members of the City Council

Aaron King, Assistant City Manager

**From:** Toneq McCullough, Transportation Director  
Shantell McClam, Purchasing Director

**Council Action Requested:**

Resolution Awarding Contract for Fiber Optic Cable Maintenance Services

**Strategic Focus Area:** Service Excellence

**Strategic Objective:** Ensure Service Delivery Efficiency and Effectiveness

**Strategic Plan Action Item:** No

**Key Work Item:** No



**Summary of Information:**

The Winston-Salem Transportation and Information Systems departments have a need for a contractor to provide maintenance of underground and aerial fiber optic cable, messenger cable, fiber optic splicing and fiber optic testing associated with fiber optic communication for Intelligent Transportation System devices to be performed on an as needed basis in the City of Winston-Salem. The Winston-Salem traffic network consists of approximately 130 miles of fiber optic cable, Hub Centers, traffic signal cabinets and CCTV cameras and the Winston-Salem IS fiber network supports major data centers that provide services to over 55 facilities within the City. These services include but are not limited to access to business applications, Voice over IP phone system, end point computing, Wi-Fi, camera/security surveillance systems and internet access for cloud-based solutions. Nearly 100 miles of the IS fiber network is lashed together with WS DOT fiber. Fiber also extends from the main trunk of IS/WSDOT fiber to connect the city-owned remote facilities.

City/County Purchasing issued a Request for Proposal (RFP) to provide fiber optic cable maintenance services, with proposals received on May 11, 2022, from the following firms:

Company Name

Performance Cabling Technologies, Inc.

Precision Contracting Services, Inc.

City, State

Asheboro, NC

Jupiter, FL

**Committee Action:**

**Committee** Finance 6/13/22 **Action** Approval

**For** Unanimous **Against** \_\_\_\_\_

**Remarks:**

Terms of the bid document specified detailed evaluation criteria of M/WBE commitment, business location, cost and references. An evaluation panel of staff members from Transportation, Information Systems and Business Inclusion and Advancement reviewed the proposals received. See Exhibit A for the detailed scores.

Based upon the evaluation panel's assessment, it is recommended that a contract for fiber optic cable maintenance services per the prices offered in the RFP be awarded to Performance Cabling Technologies, Inc., in the annual amount of \$100,000. Terms of the bid allow for the possibility of two annual extensions, giving the contract a total potential value of \$300,000.

M/WBE comment: Notifications were sent directly to 35 businesses, including four local firms and the opportunity was sent to all local M/WBE and area HUB businesses on a weekly basis. The bid opportunity was also advertised on the city and state websites. See Exhibit B for a complete list of businesses notified of this bid.

Workforce Demographics: See Exhibit C for the workforce demographics of the recommended vendor.