

Resolution #2021-0181  
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**RESOLUTION APPROVING CONTRACT WITH PERFORMANCE CABLING  
TECHNOLOGIES, INC. FOR FIBER OPTIC CABLE INSTALLATION**

**WHEREAS**, in 2011, the City Council approved the installation of fiber optic cabling that included redundant communication paths between the data centers and designated City-owned facilities to ensure high speed, high availability connectivity; and

**WHEREAS**, a ring consisting of 144 strands of fiber optic cabling currently encircles the downtown area, with twelve spokes that connect outlying City-owned facilities to the fiber ring; and

**WHEREAS**, this investment in fiber infrastructure reduces the overall cost of the City's internal communications network by eliminating the need to lease infrastructure from third-party providers and insulates the City from future cost increases imposed by those providers; and

**WHEREAS**, the Information Systems Department seeks to add seven WSFC Utilities water towers and three Winston-Salem Police Department district facilities to the existing fiber optic backbone; and

**WHEREAS**, the City released a Request for Proposals (RFP) to install a combination of aerial and underground fiber optic cabling that would connect these ten sites to the City's core fiber communications infrastructure; and

**WHEREAS**, the RFP also required respondents to provide a price commitment for work to be performed on any potential future projects; and

**WHEREAS**, the City received responses to the RFP from Lamberts Cabling Splicing from Rocky Mount, NC; Precision Contracting Services, Inc. from Jupiter, FL; and Performance cabling Technologies, Inc. from Asheboro, NC; and

**WHEREAS**, an evaluation panel of City staff reviewed the RFP responses to select the vendor most qualified to meet the RFP requirements; and

**WHEREAS**, it is recommended that the City enter into a contract with Performance Cabling Technologies, Inc. of Asheboro, NC to provide fiber optic cabling installation services for the ten identified sites at the total cost of \$235,569.00; and

**WHEREAS**, funding for these ten sites is available in approved Utilities and IS operating budgets; and

**WHEREAS**; it is also recommended that the City enter into a one-year contract for future work at the per-foot pricing specified in the RFP response from Performance Cabling Technologies, Inc.; and

**WHEREAS**; further authorization is requested to enter into two consecutive one-year contracts for future work, subject to approved funding through the annual budget process; and

**WHEREAS**; staff will develop an annual work plan for future fiber work and will bring any annual work plan that exceeds \$100,000.00 to City Council for approval.

**NOW, THEREFORE, BE IT RESOLVED** that the Mayor and City Council of the City of Winston-Salem authorize the City Manager to enter into a contract with Performance Cabling Technologies, Inc. to provide fiber optic cabling installation services for the ten identified sites at the cost of \$235,569.00 and a one-year contract for future work with the option to enter into two consecutive one-year contracts for future work provided both parties agree and funding is made available for that purpose.

**BE IT FURTHER RESOLVED** that the City Manager is hereby authorized to execute the contract on behalf of the City.