

## City Council – Action Request Form

**Date:** May 21, 2018

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**To:** The City Manager

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**From:** Greg Turner, Assistant City Manager  
Ben Rowe, Assistant City Manager  
Jerry Bates, Purchasing Director

**Council Action Requested:**

Adoption of 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:**

Invitations for Bid (IFB) were received February 23, 2018, for 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 computerized traffic signal system was upgraded in 2016. The current network consists of approximately 130 miles of fiber optic cable, 4 Hub Centers, one Traffic Management Hub, 382 traffic signal cabinets and 31 CCTV cameras. The Winston-Salem IS fiber network supports 3 major data centers that provides services to over 55 facilities to include City Hall, Public Safety Center, Fire Stations, Utility Plants, Entertainment venues (Dixie Classic Fair Complex, Convention Center and Recreation Centers) and other administrative offices. 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 utilized by our 2,700 employees. The IS fiber network consists of approximately 125 miles of fiber optic cable and 2 hub cabinets. Nearly 100 miles of that fiber is lashed together with WS DOT fiber. The remaining approximately 25 miles of fiber extends from the main trunk of IS/WSDOT fiber to connect the City owned remote facilities.

Bids were submitted by KNC Technologies, LLC, located in Winston-Salem, Performance

**Committee Action:**

<b>Committee</b>	Finance 5/14/18	<b>Action</b>	Approval
<b>For</b>	Unanimous	<b>Against</b>	

**Remarks:**

Cabling Technologies, Inc., from Asheboro, NC, Infinigy Solutions LLC, from Cary, NC, DataWatt Solutions Inc., from Linwood, NC, and Precision Contracting Services, Inc., from Fayetteville, NC. An evaluation panel of City staff reviewed the proposals received to select the one most qualified to meet the requirements of the RFP. Major criteria considered during the evaluation included:

- Reasonableness/competitiveness of proposed cost and/or benefits to the City, although the City is not bound to select the respondent who proposes the lowest fees or most benefits for services.
- Location of the respondent, with greater weight assigned to Winston-Salem based businesses.
- Respondent's efforts to use minority or woman-owned businesses to provide all or segments of the proposed services.
- The respondent's past record in the performance of similar projects.
- The amount of time the bidder has been providing these services.

The evaluation panel assigned the highest score to Performance Cabling Technologies, Inc. of Asheboro, N.C. See Exhibit B for the detailed score sheet for this project.

Based upon selection as the highest scoring proposal, as well as the proven past performance of Performance Cabling Technologies, Inc. with the City, the evaluation panel recommended that the contract for fiber optic cable maintenance for the City of Winston-Salem be awarded to Performance Cabling Technologies, Inc. for an annual amount, not to exceed the budget of \$35,000 for the Transportation Department 2018 Fiscal Year, \$50,000 for the Transportation Department 2019 Fiscal Year and \$50,000 for the IS Department 2019 Fiscal Year for a total annual contract amount of \$135,000. The initial full term of the contract will be from date of award through July 31, 2019 with terms of the bid allowing the City the right to extend the contract three additional years, through June 30, 2022, for annual contract amounts to be negotiated at time of need, provided both parties agree and funds are made available for that purpose.

M/WBE comment: Please see Exhibit A for a complete list of businesses notified of this IFB opportunity. This IFB was posted on the City and State Purchasing websites, and staff from the Office of Business Inclusion and Advancement addressed inquiries from potential respondents about compliance with the City's MWBE policy.

Performance Cabling Technologies, Inc. executed Affidavit B and submitted it with their bid as verification of their intent to perform this contract solely with their own workforce.

Workforce Demographics: See Exhibit A