

City Council – Action Request Form

Date: April 12, 2021

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

From: Ben Rowe, Assistant City Manager
Thomas Kureczka, Chief Information Officer

Council Action Requested:

Resolution Awarding Contract with Performance Cabling Technologies, Inc. for Fiber Optic Cabling Installation

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:

In August of 2011, the City Council approved the installation of City-owned fiber optic cabling that enabled the Information Systems Department to expand the City’s data communications network. The fiber design included redundant paths between the primary and secondary data centers and designated City-owned facilities to ensure high speed, high availability connectivity for enhanced data and voice communication. A ring consisting of 144 strands of fiber optic cabling currently encircles the downtown area, with twelve spokes that connect outlying City facilities directly to the fiber ring.

This long-term investment in advanced fiber infrastructure reduces the overall cost of the City’s internal communications network by eliminating the need to lease communications infrastructure from third-party providers and insulates the City from future cost increases imposed by those providers. The City-owned fiber provides a private, secure, and resilient infrastructure to support critical operational and public safety services.

Committee Action:

Committee	<u>Finance 4/12/2021</u>	Action	<u>Approval</u>
For	<u>Unanimous</u>	Against	<u></u>

Remarks:

The Information Services Department is seeking to add seven WSFC Utilities water towers and three Winston-Salem Police Department district facilities to the existing fiber optic backbone, as listed in Appendix A. 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. The RFP also required respondents to provide a price commitment for work to be performed on any potential future projects. The RFP described the City's intention to establish a one-year contract for future work, with the option to renew the agreement annually for two additional years.

The City received three responses to the RFP from the vendors listed below:

- Lambert's Cabling Splicing
- Precision Contracting Services, Inc.
- Performance Cabling Technologies, Inc.

Two of the vendors were deemed to be non-responsive.

- Lambert's Cabling Splicing – Failure to provide M/WBE information.
- Precision Contracting Services, Inc. – Failure to provide pricing for future work.

Performance Cabling Technologies did not demonstrate a Good Faith Effort to utilize M/WBE subcontractors and intends to use their own workforce to complete the contract.

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 cost of \$235,569.00. Funding for these ten sites is available in existing Utilities and IS approved operating budgets.

It is also recommended that the City enter into a one-year contract with Performance Cabling Technologies, Inc. for any future work. It is further requested that authorization be provided to enter into two consecutive one-year contracts for future work, subject to approved funding through the annual budget process. 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.

Performance Cabling Technologies has committed to the following pricing for future project work:

- \$18.00 per foot - Directional drilling/boring in soil
- \$50.00 per foot - Directional drilling/boring in rock
- \$10.00 per foot - Trenching / Open Cut in soil
- \$4.50 per foot - Aerial installation of fiber cabling

Performance Cabling Technologies, Inc. (PCT) currently has a contract with the City for the maintenance and support of our approximately 125 miles of existing fiber infrastructure.

This project was advertised on the City, State, and HUB websites, and 26 businesses were notified directly of this opportunity. Notifications were also sent to all local M/WBE and regional HUB businesses.

See Exhibit A for a complete list of businesses that were notified of the bidding opportunity and the awarded bidder's Workplace Demographics form. See Exhibit B for complete proposal scoring.

Appendix A

Origination/End Point Locations

Site Name	Address
Sides Rd. Water Tower	3110 Sides Road, Winston-Salem, NC 27127 Origination Point – Fiber service loop near 940 West Clemmons Rd.
Stratford Rd. Water Tower	2330 South Stratford Road, Winston-Salem, NC 27103 Origination Point – Fiber service loop near 2364 South Stratford Rd.
Chestnut St. Water Tower	905 North Chestnut Street, Winston-Salem, NC 27101 Origination Point – Fiber service loop near 943 Patterson Ave.
15 th St. Water Tower	712 East 15 th Street, Winston-Salem, NC 27105 Origination Point – Aerial splice enclosure near 1347 N. Cleveland Ave
Bethabara Rd. Water Tower	2760 Bethabara Road, Winston-Salem, NC 27106 Origination Point – Aerial splice enclosure near 5075 Shattalon Dr.
Norman Rd. Water Tower	5855 Norman Road, Rural Hall, NC 27045 Origination Point – Aerial splice enclosure near 5784 Stanleyville Dr. Rural Hall, NC
Wake Forest Water Tower	185 Wingate Road, Winston-Salem, NC 27109 Origination Point – Fiber service loop near 3451 University Pkwy.
Police District Office 1	7836 North Point Blvd., Winston-Salem, NC 27106 Origination Point – Aerial service loop near 4025 University Pkwy.
Police District Office 2	1539 Waughtown Street, Winston-Salem, NC 27107 Origination Point – Aerial splice enclosure near 1607 Waughtown St.
Police District Office 3	2393 Winterhaven Lane, Winston-Salem, NC 27103 Origination Point – Fiber service loop near 2492 South Stratford Rd.