



## Legislation Text

**File #:** 19-1309, **Version:** 1

MOTION TO APPROVE THE PURCHASE OF AN INTERCOM, PAGING & SCHEDULING, EMERGENCY ALERTING, CAMERAS AND DIGITAL CLOCK SYSTEMS INCLUDING COMPLETE DATA CABLE REWIRING AND EXPANSION OF PHYSICAL NETWORK FOR THE PEMBROKE PINES' CENTRAL AND EAST CHARTER SCHOOL CAMPUSES AS PART OF THE CITY'S ONGOING TECHNOLOGY MODERNIZATION PROJECT FROM PRESIDIO NETWORK SOLUTIONS, INC., IN THE AMOUNT NOT TO EXCEED \$2,697,485.57 IN THE BEST INTEREST OF THE CITY PURSUANT TO SECTION 35.18(C)(8) OF THE CITY'S CODE OF ORDINANCES.

### **SUMMARY EXPLANATION AND BACKGROUND:**

1. In fiscal year 2015, the City of Pembroke Pines approved a Technology Modernization Project fund to address the City's aging technology infrastructure.
2. The Technology Services Department determined that it would be in the best interest of the City to use a single vendor with local support and staffing under a very aggressive pricing model to deliver projects.
3. Pursuant to Section 35.18(C)(8) Best Interest of the City, "Purchases of and contracts for commodities or services are exempt from this section when the City Commission declares by a simple majority affirmative vote that the process of competitive bidding and competitive proposals is not in the best interest of the city. The City Commission shall make specific factual findings that support its determination, and such contracts may be placed on the City Commission consent agenda."
4. Below are the factual findings:
  - a. The use of a single core IT vendor is particularly beneficial to streamlining operations across multiple project phases (COPP and PPCS). As you move from phase to phase of an entire project, knowledge translates much better (no "reinventing of the wheel" resulting in a much superior success rate of the overall project.
  - b. With a single core IT vendor, you have a dedicated team ready to support from design phase through to implementation and close out as well as training and support for both current phase of project but also previous phase(s).
  - c. Large core IT vendors usually have a large staff to pull into large projects as well as access to all equipment and/or software being implemented and required for such projects to fully troubleshoot and solve problems.
  - d. Using a single core IT vendor also provides an efficient procurement process leaving additional time to focus on project completion.
5. The Technology Services Department had identified and selected Presidio Networked Solutions, Inc. as the provider that can meet all of our needs.

- a. Presidio is one of the largest solutions providers in the United States with a primary focus on delivering innovative IT design, implementation, and support.
- b. Presidio has over 2,000 highly qualified IT professionals that are certified consulting engineers in areas outside of the City's present expertise including but not limited to network design, telecom, cabling, paging, e911, and cameras.
- c. Presidio is based in 50 offices throughout the US, including local resources in South Florida with offices in Fort Lauderdale.
- d. Presidio has an active 95% client retention rate and double-digit annual growth rate for the last 15+ years.
- e. Presidio has already completed similar projects at Academic Village, West and FSU Charter School campuses where they provided pricing that was further supported by Cisco to be able to match and exceed discounted pricing available through government purchasing vehicles/agreements.

6. On December 14, 2016, as part of the Technology Modernization Project, Commission approved the purchase of a state of the art Data Center (HCA - Hot Containment Aisle), network server system, data storage hardware, and voice over the internet (VOIP) phone system for new City Center complex from Presidio Network Solutions, Inc.

7. On June 06, 2018, as part of Technology Modernization Project, Commission approved the purchase of intercom, paging & scheduling, emergency alerting, and digital clocks systems including complete data cable rewiring and expansion of physical network for Pembroke Pines' Academic Village Charter School campus from Presidio Network Solutions, Inc.

8. On March 06, 2019, as part of Technology Modernization Project, Commission approved the purchase of intercom, paging & scheduling, emergency alerting, and digital clocks systems including complete data cable rewiring and expansion of physical network for Pembroke Pines' West and FSU Charter School campuses from Presidio Network Solutions, Inc.

a. Presidio had already completed all of the storage, network, and routing environments in the City's new Data Center (HCA) providing the vendor with technical advantage in advancing this project successfully.

b. As previously mentioned, Presidio provided pricing that had been further supported by Cisco to be able to match and exceed available discounted pricing available through existing government purchasing vehicles/agreements.

9. In a continued effort to modernize and enhance the security and emergency alerting systems at the Pembroke Pines' Central and East Charter School campuses, the Technology Services Department is slated to replace multiple aged and EOL (end of life) analog based solutions including intercom, paging & scheduling, emergency alerting, cameras, and clock systems.

a. Presidio will have already implemented and/or completed many of the facets of the proposed project for Central and East Charter School campuses at the Academic Village, West and FSU campuses including but not limited to paging & scheduling and emergency alerting (Informacast), cameras (VSOM - Video Surveillance Operations Manager), VOIP, and e911 (Redsky) providing the vendor with technical advantage in advancing this project successfully.

10. The proposed intercom, paging & scheduling, emergency alerting, camera, and digital clock systems will fully integrate into the current implementation at Academic Village, West and FSU campuses as a completely integrated suite.

11. Based on the previously stated factual findings, the Technology Services Department recommends for City Commission to approve the purchase of an intercom, paging & scheduling, emergency alerting, cameras and digital clocks systems including complete data cable rewiring and expansion of physical network for Pembroke Pines' Central and East Charter School campuses as part of the City's ongoing Technology Modernization Project, from Presidio Network Solutions, Inc., in the amount not to exceed \$2,697,485.57 in the Best Interest of the City pursuant to section 35.18(C) (8) of the City's Code of Ordinances.

**FINANCIAL IMPACT DETAIL:**

- a) **Initial Cost:** \$2,697,485.57 for the Central and East campuses Project.
- b) **Amount budgeted for this item in Account No:** \$2,697,485.57 is available in account # 320-572-7001-677-60010 (Capital Contingency)
- c) **Source of funding for difference, if not fully budgeted:** Not Applicable.
- d) **5 year projection of the operational cost of the project:** Not Applicable.
- e) **Detail of additional staff requirements:** Not Applicable.