

**CITY OF EL PASO, TEXAS**  
**AGENDA ITEM DEPARTMENT HEAD'S SUMMARY FORM**

**DEPARTMENT:** Environmental Services

**AGENDA DATE:** July 22, 2008

**CONTACT PERSON/PHONE:** Ellen Smyth, Director, Environmental Services Dept. Phone 621-6719  
Terrence Freiburg, Purchasing Manager, 541-4313

**PROJECT NAME/SOLICITATION NO.** Municipal Service Center East – Wiring, Cabling & Installation of IT Infrastructure Equipment

**DISTRICT(S) AFFECTED:** District #7

**SUBJECT:**

Request that the Purchasing Manager of the Financial Services Department, Purchasing Division be authorized to issue a Purchase Order to Desert Communications Inc. for structured cabling services in the new MSC administrative building at San Paulo, in the amount of \$163,937.58. This service is being facilitated through the Education Service Center Region 19 Purchasing Cooperative.

**BACKGROUND / DISCUSSION:**

The Environmental Services Department requests to use an approved vendor, Desert Communications, Inc., through the Education Service Center Region 19 Purchasing Cooperative (RFP 08-6138) for these services. The work consists of wiring, cabling and installation of I.T. infrastructure equipment in the new MSC Administrative Building. Desert Communications, Inc. was selected since they are a Siemon certified vendor, which is the structured cabling system industry standard the City is following. Desert Communications Inc. has worked on a previous city project (Main Library) and is currently working on a project at the city zoo. Another vendor, Trans-American Communication, Inc. was contacted for a quote; however, they were not selected since they were not Siemon certified.

**PRIOR COUNCIL ACTION:**

Desert Communication Inc. has provided similar services on the City's Main Library project.

**AMOUNT AND SOURCE OF FUNDING:**

Funding for this award is from Environmental Services as follows: Department-34010289; Fund-PSWM0009-40499; Account-508027.  
The cost of this work is \$163,937.58.

**BOARD / COMMISSION ACTION:**

N/A

\*\*\*\*\*REQUIRED AUTHORIZATION\*\*\*\*\*

**LEGAL:** (if required) \_\_\_\_\_ **FINANCE:** (if required) \_\_\_\_\_

**DEPARTMENT HEAD:**   
(Example: if RCA is initiated by Purchasing, client department should sign also)  
*Information copy to appropriate Deputy City Manager*

**APPROVED FOR AGENDA:** \_\_\_\_\_

**CITY MANAGER:** \_\_\_\_\_

**DATE:** \_\_\_\_\_

**PROJECT FORM**

DATE: July 9, 2008

PROJECT: Municipal Service Center East  
DEPARTMENT: Environmental Services  
BUDGET NO: 340101289-508027-PSWM0009-40499  
FUNDING SOURCE: Environmental Services  
REPRESENTATIVE DISTRICT(S): District #7

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RECOMMENDATION: Vendor: Desert Communications Inc.  
El Paso, TX  
Item: Cabling Services  
Amount: \$163,937.58

The Environmental Services and Financial Services Departments recommend issuing a purchase order to Desert Communications Inc. as the cabling services contractor under Region 19 contract number 08-6138 (Structured Cabling Services) in the amount of \$163,937.58 for wiring, cabling, and installation of I.T. infrastructure equipment in the new Municipal Services Center East Administrative Building at San Paulo. Desert Communications Inc. was selected for being the only Siemon certified vendor among obtained quotes and for previous projects of a similar nature at the City's Main Library and the City Zoo.

The participation by the City of El Paso in the ESC Region 19 Purchasing Cooperative Program was approved by Mayor and City Council on March 4, 2008.

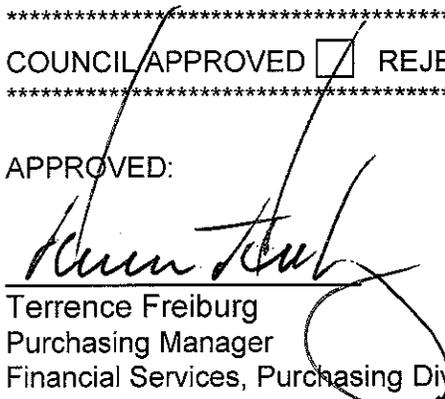
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COUNCIL APPROVED  REJECTED  MUNICIPAL CLERK \_\_\_\_\_

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APPROVED:

COUNCIL MEETING DATE: July 22, 2008

  
Terrence Freiburg  
Purchasing Manager  
Financial Services, Purchasing Division

cc: Bid File



### Information Technology Department

July 10, 2008

TO: Terry Frieberg, Purchasing Manager

FROM: Gary Gordier, CIO & Director of Information Technology

SUBJECT: Purchasing of Wiring, Cabling, and Installation

The following are the decision factors used for considering the use of a procurement program as the best approach for the purchase of cabling services for the MSC expansion project. They are addressed in light of the proposed utilization of ESC Region 19 Purchasing Cooperative Program contract number 08-6138 (Structured Cabling Services) to issue a \$163,937.58 purchase order to Desert Communications Inc. for wiring, cabling, and installation of I.T. infrastructure equipment in the new Municipal Services Center East Administrative Building at San Paulo.

- 1. *Is there an urgent need for the product/service? In other words, is time of the essence?*  
The cabling work needs to be done alongside the construction of the building because it involved some structural issues, which has already commenced.
- 2. *Does the purchase through the Program promote the standardization of equipment?*  
Yes. The City is using an industry standard for cabling systems, which is the Siemon cabling system. Desert Communications Inc. is a Siemon certified vendor.
- 3. *Does the purchase through the Program support local business? If not, is there a comparable product/service available locally?*  
Yes, local business is supported. Desert Communications Inc. is a local business.
- 4. *Do the available vendors have prior work experience and/or familiarity with the City?*  
Yes. Desert Communications Inc. has worked on a previous city project (Main Library) and is currently working on a project at the City Zoo.
- 5. *Is the pricing comparable (fair and reasonable) to other similar products/work performed in the past or quoted from other companies?*  
Yes. Similar wiring and cabling has been performed in a number of other City buildings, including City Hall, and the pricing offered by Desert Communications Inc. is fair and reasonable in comparison.



The Information Services Department recommends utilizing ESC Region 19 Purchasing Cooperative Program contract number 08-6138 (Structured Cabling Services) to issue a \$163,937.58 purchase order to Desert Communications Inc. for all the above reasons.

The participation by the City of El Paso in the ESC Region 19 Purchasing Cooperative Program was approved by Mayor and City Council on March 4, 2008.

**EDUCATION SERVICE CENTER REGION 19**  
**RFP AWARD SUMMARY**

**RFP TITLE:** Structured Cabling Services- ESC Region 19 Purchasing Cooperative  
**RFP NUMBER:** 08-6138  
**RFP OPENING DATE:** September 20, 2007  
**CONTRACT TERM:** Date of Award until October 31, 2008 with the option to extend in 12-month increments not to exceed 36 months in the aggregate  
**FUNDING SOURCE:** Various  
**RFQ's ISSUED:** 9  
**RESPONSES:** 3  
**ADVERTISEMENT DATES:** September 5<sup>th</sup> & 12<sup>th</sup>, 2007  
**BOARD MEETING DATE:** October 11, 2007

**RECOMMENDED FOR AWARD:** Desert Communications, Inc.  
Trans-American Communications Inc. (HUB)

**TOTAL (estimated)** \$2,000,000.00 annually

**EXPLANATIONS:**

Award of this contract will enable Region 19 and its Purchasing Cooperative members to purchase cabling services during the contract term. Administration is recommending award for two vendors on this contract. Trans-American Communications, Inc. qualified its proposal and submitted alternate manufacturers that exceeded the specified performance warranties outlined in the RFP. The referenced RFP warranties requested a 16-year performance warranty between the owner and the manufacturer. That is currently the performance warranty extended by Commscope and Siemon submitted by Co Com and Desert Communications in their proposals. Trans-American Communications proposed a choice of Nordex offering a 30- year performance warranty, BerkTek/ Ortronics offering a 25- year performance warranty, and Allentel offering a 25-year performance warranty. Additionally, Trans-American Communications, Inc. was low overall bid on 57% of the 205 line item prices from the manufacturers it is certified to sale and install. Regarding proposals for Commscope and Siemon, Desert Communications was low bid on 75% of the 205 line items. Co -Com Cabling Systems was low bid on the remaining 25% of the line item prices for Commscope and Siemon manufacturing. Both recommended vendors (Desert Communications and Trans-American Communications) provided all certifications for manufacturers submitted and both vendors have on staff Registered Communications Distribution Designers otherwise know as RCDD's. The ESC Region 19 Web site will maintain the price list electronically for services under this contract on its web site. The evaluation committee composed of Purchasing Director's from El Paso ISD and Socorro ISD also wanted to have more than one vendor awarded to allow for these structured cabling services in an expedient manner. Many times in the past, a single vendor has not been able to meet the time frame required for completion of cabling projects for some of the school districts. It should be noted that previously the State of Texas allowed for 3 quotes from Catalog Information Systems Vendors (CISV) for this type of purchase. As of September 1, 2007, the Texas Legislature terminated the CISV program and the CISV method is no longer an authorized procurement method. All Region 19 Purchasing Cooperative members must remember to add the cost for payment bonds when a project exceeds \$25,000 and a payment and performance bond when a project will exceed \$100,000. This cost will not be reflected in the pricing posted on the ESC Region 19 Purchasing web site.

**SPECIFICATIONS PROVIDED BY:** Louie Mora  
ESC-Region 19

**EVALUATION COMMITTEE:** Laura Rivera  
El Paso ISD

Mark Viccione  
Socorro ISD

Royce Cleveland  
ESC Region 19 Purchasing

**ORDER INFORMATION:**

**Desert Communications, Inc.**

Attn: Chuck Mosely

7355 Remcon Circle, Suite 102

El Paso, TX 79912-1630

915-584-1287 / 1-877-538-3436

Fax: 915-581-7697

[www.descominc.com](http://www.descominc.com) / [chuck@descominc.com](mailto:chuck@descominc.com)

**Trans-American Communications, Inc.**

Attn: Mike or Yolanda Cloud

9200 Mayflower Avenue

El Paso, TX 79925

915-593-3500

Fax: 915-595-0187

[www.transaminc.com](http://www.transaminc.com)

**NOTE- The web site will be updated with full pricing from awarded contractors within 10 days of this contract was awarded by the ESC Region 19 Board of Directors; please contact vendor directly for ESC Region 19 Purchasing Cooperative Pricing and reference RFP #08-6138.**

Approved by: \_\_\_\_\_  
(Santiago Rodriguez- Region 19 Chair)

Date: \_\_\_\_\_  
(OCTOBER 11, 2007)