

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

**DEPARTMENT:** INFORMATION TECHNOLOGY

**AGENDA DATE:** December 21, 2010

**CONTACT PERSON NAME/PHONE:** Bruce D. Collins, Purchasing Manager at 915-541-4308  
Art Armas, CIO and IT Director at 541-4288

**DISTRICT(S) AFFECTED:** ALL

**SUBJECT:**

Request that the Purchasing Manager, Financial Services, Purchasing Division, be authorized to issue a Purchase Order to Innovative PBX Services, Inc. a State Department of Information Resources (DIR) contractor under Contract Number DIR-SDD-667 to upgrade the structured cabling system at Mission Valley Regional Command Center to the newest standards for data communications in the estimated amount of \$59,710.17.

The participation by the City of El Paso in the Department of Information Resources (DIR) was approved by the Mayor and City Council on February 27, 2007.

**BACKGROUND / DISCUSSION:**

The Information Technology Department is requesting to upgrade the cable system at the Mission Valley Regional Command Center to the newest standards for data communications that will support a multi-product environment. The City of El Paso has the general authority to access the contracts of other governmental agencies available through local, regional, and State cooperative purchasing programs. The City of El Paso can use those contracts that offer the best fit and overall value based on the City's specific needs and requirements.

**PRIOR COUNCIL ACTION:**

Has the Council previously considered this item or a closely related one?

Yes

**AMOUNT AND SOURCE OF FUNDING:**

\$59,710.17; IT Capital Acquisitions; 508010-27269-14400200-PCP10 IT.

**BOARD / COMMISSION ACTION:**

Enter appropriate comments or N/A

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

**DEPARTMENT HEAD:**

(If Department Head Summary Form is initiated by Purchasing, client department should sign also)

*Information copy to appropriate Deputy City Manager*

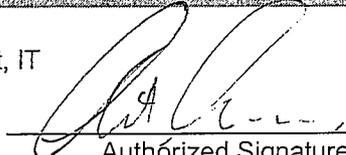
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**SERVICE SOLUTIONS SUCCESS**



To: Terrence Freiburg, Procurement Analyst, IT

From: Art Armas, Director,  
Information Technology Department

  
\_\_\_\_\_  
Authorized Signature

Date: December 9, 2010

Re: Texas Department of Information Resources, Contract DIR-SDD-667

The Information Technology Department recommends authorizing Purchase Order(s) for structured cabling service and installation at the Mission Valley Regional Command Center.

1. *Is there an urgent need for the product/service? In other words, is time of the essence?*  
Yes, there is a need for the equipment to unify communications.

2. *Does the purchase through the Program promote the standardization of equipment?*

Yes, the City of El Paso is standardizing a Category 6-plenum rated copper cable (i.e., Panduit).

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. Innovative PBX Services, Inc. (IPS) is a local business.

4. *Do the available vendors have prior work experience and/or familiarity with the City?*

Yes. IPS has been a vendor used for cabling and network support.

5. *Is the pricing reasonable as compared to other similar products/work performed for the City of El Paso in the past or as quoted from other companies?*

Yes. Price reasonableness has been established because the cooperative purchasing agency used a competitive bidding process in the awarding of this bid.

The participation by the City of El Paso in the Texas Department of Information Resources was approved by Mayor and City Council on February 27, 2007. The standard factors used to determine the use of a Cooperative Purchasing program were approved by City Council on June 24,

Mayor  
John Cook

City Council

District 1  
Ann Morganally

District 2  
Susie Byrd

District 3  
Emma Acosta

District 4  
Carl Robinson

District 5  
Rafael Quintana

District 6  
Edgar Holguin Jr.

District 7  
Steve Ortega

District 8  
Berto Rourke

City Manager  
Joyce A. Wilson



Two Civic Center Plaza  
El Paso, TX 79901  
(915) 541-0000

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To: File Copy – Innovative PBX Mission Valley Police Regional  
Command Center Cabling (12/21/10 Agenda)

From: Information Technology

Subject: Price Reasonableness – Contract #DIR-SDD-667(Cabling)

Date: December 8, 2010

In addition to the Five Factor Cooperative Memo required for all Cooperative Purchasing Program agenda items presented to City Council, additional price reasonableness verification testing is now required.

The following was documented to determine that the cost referencing the Contract DIR-SDD-667 was fair and reasonable.

1. Joan Scott, State of Texas DIR contact administrator, stated price reasonableness was determined by comparing all bid pricing received from various vendors and selecting the overall lowest bidder. The bid asked for 1) a fixed cost per cable pull installed, terminated, tested and labeled including wall plates, jack, and certification report; 2) fixed labor rates for regular hours of service, after-hour rates, and weekend and holidays rates; and 3) pricing based on a percentage discount from MSRP for various products and equipment. In all cases, Innovative PBX Services was the overall low bidder and was awarded this contract.

2. DIR contract prices were compared to a Cabling and Network Bid from another local governmental agency and prices of comparable items were lower from the DIR contract referenced.

3. DIR contract prices were also compared to several City cabling projects and prices for comparable items were deemed fair and reasonable.

Mayor  
John F. Cook

City Council

*District 1*  
Ann Morgan Lilly

*District 2*  
Susie Byrd

*District 3*  
Emma Acosta

*District 4*  
Carl L. Robinson

*District 5*  
Rachel Quintana

*District 6*  
Eddie Holguin Jr.

*District 7*  
Steve Ortega

*District 8*  
Beto O'Rourke

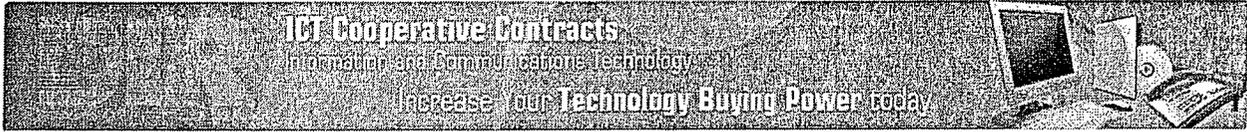
City Manager  
Joyce A. Wilson



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(915) 541-0000

All

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**Innovative PBX Services, Inc.**

URL [Vendor Website](#)  
Vendor ID 1742759423300  
HUB Type Black/Male

DIR Contract Number DIR-SDD-667  
Contract Term End Date 3/31/2011  
Contract Exp Date 3/31/2012

Innovative PBX Services, Inc.  
Contact [David Young](#)  
Phone (915) 779-3834  
Fax (915) 351-0296

DIR  
Contact [Joan Scott](#)  
Phone (512) 475-3290  
Fax (512) 475-4759

**How to Order**

1. For product and pricing information, visit the Innovative PBX Services, Inc. website or contact [David Young](#) at (915) 779-3834.
2. Generate a purchase order, made payable to Innovative PBX Services, Inc.. You must reference the DIR Contract Number DIR-SDD-667 on your purchase order.
3. E-mail or Fax your purchase order and quote form to your designated vendor sales representative.

**Contract Overview**

[Get Adobe Reader](#)

Contract: [DIR-SDD-667](#)

**Standard Terms and Conditions PDF - 163 KB**

This appendix contains the standard DIR Terms and Conditions for the contract as of the date identified. Any initial exceptions to these Terms will be contained in the original contract. All subsequent changes or updates to the Terms and Conditions will be reflected in contract amendments.

**HUB Subcontracting Plan (HSP) PDF - 81 KB | Updated 06/10/2010**

The purpose of the HUB Program is to promote full and equal business opportunities for all businesses in State contracting in accordance with the goals specified in the State of Texas Disparity Study. The HSP identifies all authorized resellers and/or all subcontractors performing services.

**Pricing PDF - 461 KB | Updated 06/10/2010**

Pricing for available products and/or services under this contract are limited to those identified in the appendix.

**Available Brands**

Innovative PBX Services

**Available Products & Services**

Cabling Services  
Networking Equipment

[No thanks, return to search](#)

**Additional Contract Information**

[Amendment 1 \(59 KB\)](#)

**Reseller Vendor Contacts**

There are no resellers associated with this contract

[Capitol Complex Directory](#)  
[Statewide Search](#)  
[Sponsored Sites](#)  
[Planned Procurement Schedule](#)

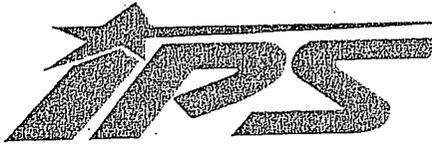
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**Dept. of Information Resources**  
300 W. 15th St. Ste. 1300  
Austin, TX 78701 [MAP](#)  
512.475.4700

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Quoted By: Irma I. Young

Date: 17-Nov-10

To: City of El Paso

Attention: Mr. Ed Ozogar

Address: 2 Civic Center Plaza - 3rd Floor

Phone: (915)541-4882

City / State: El Paso, TX 79901

Email: ozogarej@elpasotexas.gov

We Hereby Submit Specifications and Estimates for the Following under DIR-SDD-667

Mission Valley Regional Command Center - 9011 Escobar TOTAL ALL AREAS

PHASE I \$ 7,440.00

PHASE II \$ 9,840.00

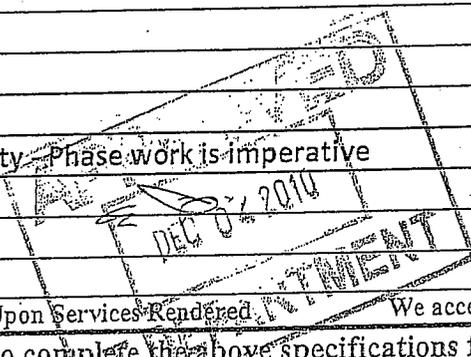
PHASE III \$ 3,120.00

PHASE IV \$ 10,800.00

PHASE V \$ 8,040.00

PHASE VI \$ 20,470.17

24 Hour facility. Phase work is imperative



PAYMENT Upon Services Rendered. We accept company checks, visa, master card & american express.

We propose to complete the above specifications for the sum of: \$ 59,710.17 Tax Exempt

Fifty Nine Thousand Seven Hundred Ten Dollars & 17/100 tax exempt

All material is guaranteed to be as specified. All work to be completed in a workmanlike manner according to standard practices. Any alterations or deviations from the above specifications involving extra costs will be executed only upon written orders and will become an extra charge over and above the estimate. All agreements contingent upon strikes, accidents, or delays beyond our control. Owner to carry fire, wind damage, and other necessary insurance.

ACCEPTANCE OF PROPOSAL: The above prices, specifications and conditions are satisfactory and are hereby accepted. You are authorized to do the work as specified.

Date of acceptance:

Customer Signature:

IPS Authorized Signature: Irma I. Young