


Memorandum

MIAMI-DADE
COUNTY

Date: March 6, 2012

To: Honorable Chairman Joe A. Martinez
and Members, Board of County Commissioners

From: Carlos A. Gimenez
Mayor 

Subject: Recommendation for Approval to Establish Pre-Qualification Pools and Award:
Telecommunication Services, Equipment, and Materials

Agenda Item No. 8(F)(7)

RECOMMENDATION

It is recommended that the Board of County Commissioners (Board) adopt the attached resolution, which does the following:

- 1) approves establishment of four pre-qualification pools for purchase of telecommunication services, equipment, and materials for various County departments (Part A), and
- 2) approves award to a primary, secondary, and tertiary vendor for projects valued up to \$10,000 for Groups 1 through 3 (Part B).

The pre-qualified vendors and awarded vendors are listed below. Additional qualified vendors may be added to these pools at any time during the contract term.

CONTRACT NUMBER: 9234-2/18

CONTRACT TITLE: Telecommunication Services, Equipment and Materials

TERM: Two years with two, two-year options-to-renew

APPROVAL TO ADVERTISE: September 2, 2011

METHOD OF AWARD AND SELECTION:

Part A establishes four pre-qualification pools of vendors for participation in future spot market competitions for purchase of goods and services in the following groups:

- Group 1 – Inside Cabling Installation, Maintenance, and Repair Services
- Group 2 – Outside Plant Installation, Maintenance, and Repair Services
- Group 3 – Wireless Systems Installation, Maintenance, and Repair Services
- Group 4 – Telecommunications Equipment, Wiring, Cables, Installation Hardware, Related Accessories

Part B establishes the award, based on a vendor ranking after a price competition among pre-qualified vendors established in the pools for Part B only, for projects valued up to \$10,000 for Groups 1, 2, and 3.

PREVIOUS CONTRACT ALLOCATIONS:

| Contract Number | Contract Title | Contract Value | Start Date | Expiration Date |
|-------------------------|--|---------------------|------------|-----------------|
| 9431-1/11 | Telecom Contractor Services, Equipment, and Materials Pre-qualification Pool | \$1,800,000 | 3/10/2011 | 3/31/2012 |
| 9311-1/11-1 | Telecom Equipment, and Materials Pre-qualification Pool | \$ 405,000 | 11/04/2010 | 5/03/2011 |
| 9311-1/11 | Telecom Equipment, and Materials Pre-qualification Pool | \$ 590,000 | 5/4/2010 | 11/03/2010 |
| 73036(13) -1 | Telecommunication Wiring Services | \$ 475,000 | 4/21/2011 | 4/20/2012 |
| 73036(13) | Telecommunication Wiring Services | \$ 475,000 | 10/15/2010 | 4/20/2011 |
| 021-JJ04 -1 | Wireless Networks, Telecom Furnish/Install | \$ 600,000 | 10/01/2011 | 9/30/2012 |
| 021-JJ04 | Wireless Networks, Telecom Furnish/Install | \$ 450,000 | 7/10/2009 | 9/30/2011 |
| 020-JJ04 | Wiring, Telecom (Furnish/Install – Voice Data) | \$ 950,000 | 12/01/2009 | 9/30/2011 |
| RFQ23A -4 | Telecommunication Services Pool | \$ 5,618,333 | 8/1/2007 | 7/31/2010 |
| RFQ23A -3 | Telecommunication Services Pool | \$ 4,208,333 | 8/1/2006 | 7/31/2007 |
| RFQ23A -2 | Telecommunication Services Pool | \$ 4,208,333 | 8/1/2005 | 7/31/2006 |
| RFQ23A -1 | Telecommunication Services Pool | \$ 4,208,333 | 8/1/2004 | 7/31/2005 |
| RFQ23A | Telecommunication Services Pool | \$12,625,000 | 9/27/2001 | 7/31/2004 |
| 0647-3/08-3 | Telephone Equipment and Installation Hardware | \$ 1,265,000 | 11/1/2008 | 4/30/2010 |
| 0647-3/08-2 | Telephone Equipment and Installation Hardware | \$ 1,646,000 | 11/01/2007 | 10/31/2008 |
| 0647-3/08-1 | Telephone Equipment and Installation Hardware | \$ 1,646,000 | 11/01/2006 | 10/31/2007 |
| 0647-3/08 | Telephone Equipment and Installation Hardware | \$ 7,368,000 | 11/01/2004 | 10/31/2006 |
| Contract Totals: | | \$44,462,332 | | |

Based on the previous annual allocations established under the awarded contracts over the past ten years, the requested allocation for the initial two year term is decreased by 11 percent.

TOTAL RECOMMENDED ALLOCATION:

Up to \$5,460,000 for two years. If the County chooses to exercise the two, two-year options-to-renew, the cumulative value of the contract will be \$16,380,000.

BACKGROUND

It is recommended that the Board approve the establishment of four pools of pre-qualified vendors for purchase of telecommunication services, equipment, and materials, and further award to primary, secondary, and tertiary vendors for projects valued up to \$10,000 from Groups 1 through 3.

The County's telecommunication infrastructure is critical to daily operations as it provides voice communications and both wired and wireless internet capabilities at all County facilities. The County's telecommunication infrastructure includes complex networks of cabling, transmitters, receivers, routers, and switches that require replacement and upgrades to maintain uninterrupted connectivity and compatibility with new technologies.

The method of award for the pools was based on a two part process for Groups 1 through 3 to achieve best value and provide the County with flexibility and competitive pricing. Part A establishes four pools of pre-qualified vendors to participate in future spot market competitions conducted by County departments for telecommunications installation, repair, maintenance services, and equipment to support the County's infrastructure. Part B establishes a primary, secondary, and tertiary award for Groups 1 through 3 for projects valued up to \$10,000. Part B is based on a ranking of pre-qualified vendors who will have an opportunity to compete every six months, through spot market quotes, to submit current pricing and allow for ongoing competition among the vendors in each designated group.

Award of this contract will consolidate three active contracts expiring later this year. These three contracts were established to support ongoing telecommunication projects until a long-term consolidated contract could be established. The scope of these pools has been expanded to include additional equipment and services to support current and future County telecom infrastructure. Award of these pools will allow for an expedited and streamlined acquisition process for telecommunication services, equipment, and materials, allow for increased competition leading to best value purchases.

This item recommends approval of four pools of pre-qualified vendors. The County Mayor or the County Mayor's designee will have the authority to solicit pricing and award contracts using the pre-qualified pool vendors up to an aggregate contract amount of the allocation authorized by the Board. Additionally, the County Mayor or the County Mayor's designee may add qualified vendors to the pool at any time during the contract term. This pool of pre-qualified vendors will allow the County to secure the most competitive pricing by conducting spot market competitions.

USING/MANAGING AGENCIES AND FUNDING SOURCES:

| Department | Allocation | Funding Source | Contract Manager |
|------------------------|---------------------|------------------------------------|----------------------|
| Information Technology | \$ 5,250,000 | Internal Service Funds | Manny Fernandez |
| Fire Rescue | \$ 150,000 | Fire District Funds / General Fund | Marianela Betancourt |
| Police | \$ 60,000 | General Fund | Laura Romano |
| Total | \$ 5,460,000 | | |

PROCUREMENT

CONTRACTING OFFICERS: J.C. Romano / Santiago A. Pastoriza

VENDORS RECOMMENDED FOR PRE-QUALIFICATION POOLS AND/OR AWARD:

| Awardees | Address | Principal | Pre-qualified and/or Awarded Group |
|--|--|------------------|--|
| ASE Telecom & Data, Inc. (Local Vendor) | 8545 NW 29 th Street Doral, FL 33122 | Juan Perez | Part A: Group 2 |
| Black Box Network Services, Inc. (Non-local Vendor) | 1010 Haley Road Murfreesboro, TN 37129 | Michael McAndrew | Part A: Group 1, 2, and 3 Part B: Group 3 (Tertiary Vendor) |
| BLM Technologies of Florida, LLC (Non-Local Vendor) | 4370 SW 36 th Street Suite 700 Ft. Lauderdale, FL 33314 | Greg Blanc | Part A: Group 1 |

| Awardees | Address | Principal | Pre-qualified and/or Awarded Group |
|--|---|----------------------|---|
| Communications Supply Corporation (Non-local Vendor) | 200 East Lies Road Carol Stream, IL 60188 | Steven Van Oss | Part A: Group 4 |
| Computer Systems Support, Inc. (Local Vendor) | 4970 SW 72 nd Avenue Suite 104 Miami, FL 33155 | Steven Cavendish | Part A: Group 4 |
| Control Communications, Inc. (Non-local Vendor) | 3650 Hacienda Blvd. Suite C Davie, FL 33314 | Sigilfredo Rodriguez | Part A: Group 3 Part B: Group 3 (Secondary Vendor) |
| Graybar Electric Company, Inc. (Non-local Vendor) | 34 N. Meramec Avenue Clayton, MO 63105 | R. A. Reynolds | Part A: Group 4 |
| Interlink Group Professional Services, Inc. (Local Vendor) | 13615 South Dixie Hwy Suite 500 Miami, FL 33176 | Jill Steinberg | Part A: Group 1 and 2 |
| Miami Business Telephones, Corp. (Local Vendor) | 4933 SW 74 th Court Miami, FL 33155 | Maria Collantes | Part A: Group 1, 2, and 4 Part B: Group 1 (Secondary Vendor) |
| Presidio Networked Solutions, Inc. (Non-local Vendor) | 5337 Millenia Lakes Blvd. Suite 300 Orlando, FL 32839 | Joel Schleicher. | Part A: Group 4 |
| Quality Communications Power & Security, LLC (Non-Local Vendor) | 3700 SW 30 th Avenue Ft. Lauderdale, FL 33312 | John Hood | Part A: Group 1 and 2 |
| Quality Wiring, Inc. (Local Vendor) | 10145 NW 19 th Street Doral, FL 33172 | Sonia Dandrinós | Part A: Group 1 and 2 Part B: Group 2 (Primary Vendor) |
| Relational Technology Services, Inc. (Non-local Vendor) | 2285 Franklin Road Bloomfield Hills, MI 48302 | Gregory Goldstein | Part A: Group 4 |
| Structured Cabling Solutions, Inc. (Local Vendor) | 2300 West 80 th Street Suite 3 Hialeah, FL 33016 | Syed Shah | Part A and Part B: Group 1 (Primary Vendor) |
| Trident Telecom, Inc. (Local Vendor) | 13832 SW 142 nd Avenue Miami, FL 33186 | Robert Price | Part A: Group 1, 2, and 3 Part B: Group 2 (Secondary Vendor) Part B: Group 3 (Primary Vendor) |
| Waveguide Communications, Inc. (Non-local Vendor) | 361 SW 13 th Avenue Pompano Beach, FL 33069 | James Sarakinis | Part A: Group 2 |

| Awardees | Address | Principal | Pre-qualified and/or Awarded Group |
|---|---|-------------------|---|
| Tropical Communications, Inc. (Local Vendor) | 6937 NW 82 nd Avenue Miami, FL 33166 | William Devierno | Part A: Group 1 and 2 Part B: Group 1 (Tertiary Vendor) and Group 2 (Tertiary Vendor) |
| Xeta Technologies, Inc. (Non-local Vendor) | 1814 W. Tacoma Broken Arrow, OK 74012 | Robert Wagner | Part A: Group 1 and 4 |
| Z-Fiber System, Co. (Local Vendor) | 8471 SW 35 th Terrace Miami, FL 33155 | William Zoffinger | Part A: Group 2 |

PERFORMANCE DATA: There are no performance issues with the recommended firm(s).

COMPLIANCE DATA: There are no compliance issues with the recommended firm(s).

VENDORS NOT RECOMMENDED:

| Vendors | Reason for Not Recommending |
|--|--|
| Tessco, Inc. (Non-local Vendor) | These vendors failed to comply with requirements as outlined in the solicitation. Upon full compliance with all County requirements, these firms may be added to one or multiple groups on the contract. |
| Talkpoint Technologies, Inc. (Non-local Vendor) | |
| W.W. Grainger, Inc. (Local Vendor) | |
| Quality Wiring, Inc. (Local Vendor) | Upon full compliance with County requirements, the vendor will be added to the Group 3 pre-qualification pool. |
| Waveguide Communications, Inc. (Non-local Vendor) | Upon full compliance with County requirements, the vendor will be added to the Group 1, 3, and 4 pre-qualification pools. |
| ASE Telecom & Data, Inc. (Local Vendor) | Upon full compliance with County requirements, the vendor will be added to the Group 1 pre-qualification pool. |

REVIEW COMMITTEE DATE: February 2, 2011, Item #6-05

CONTRACT MEASURES: The Small Business Enterprise Bid Preference will be applied in accordance with the Ordinance at time of spot market competitions.

LIVING WAGE: The services being provided are not covered under the Living Wage Ordinance.

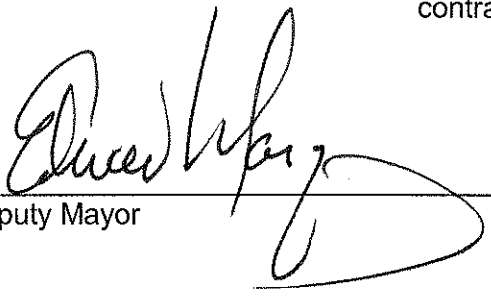
USER ACCESS PROGRAM: The User Access Program provision will apply. The 2% program discount will be collected on all purchases.

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LOCAL PREFERENCE: The Local Preference will be applied in accordance with the Ordinance at time of spot market competitions.

ESTIMATED COMMENCEMENT DATE: Upon approval by the Board and expiration of the Mayoral veto period.

DELEGATED AUTHORITY: Upon approval of this item, pools of pre-qualified vendors will be established to participate in spot market competitions. The County Mayor or the County Mayor's designee will have the authority to solicit pricing and award contracts up to an aggregate contract amount of the allocation authorized by the Board. Additionally, the County Mayor or the County Mayor's designee may add qualified vendors to the pool at any time during the contract term. The County Mayor or the County Mayor's designee will also have the authority to exercise, at their discretion, contract modifications, subsequent options-to-renew, and/or other extensions in accordance with the terms and conditions of the contracts and the pool contracts.



Deputy Mayor



MEMORANDUM

(Revised)

TO: Honorable Chairman Joe A. Martinez
and Members, Board of County Commissioners

DATE: March 6, 2012

FROM: 
R. A. Cuevas, Jr.
County Attorney

SUBJECT: Agenda Item No. 8(F)(7)

Please note any items checked.

- "3-Day Rule" for committees applicable if raised
- 6 weeks required between first reading and public hearing
- 4 weeks notification to municipal officials required prior to public hearing
- Decreases revenues or increases expenditures without balancing budget
- Budget required
- Statement of fiscal impact required
- Ordinance creating a new board requires detailed County Manager's report for public hearing
- No committee review
- Applicable legislation requires more than a majority vote (i.e., 2/3's ____, 3/5's ____, unanimous ____) to approve
- Current information regarding funding source, index code and available balance, and available capacity (if debt is contemplated) required

Approved _____ Mayor
Veto _____
Override _____

Agenda Item No. 8(F)(7)
3-6-12

RESOLUTION NO. _____

RESOLUTION AUTHORIZING THE ESTABLISHMENT OF A PRE-QUALIFICATION POOL FOR GROUPS 1, 2, 3, AND 4 OF CONTRACT NO. 9234-2/18, TELECOMMUNICATIONS SERVICES, EQUIPMENT AND MATERIALS, AND AWARD OF GROUP 1, 2, AND 3 FOR PROJECTS VALUED UP TO \$10,000 OF THE SAME TO BLACK BOX NETWORK, INC., CONTROL COMMUNICATIONS, INC., MIAMI BUSINESS TELEPHONES, CORP., QUALITY WIRING, INC., STRUCTURED CABLING SOLUTIONS, INC., TRIDENT TELECOM, INC., AND TROPICAL COMMUNICATIONS, INC. IN AN AMOUNT UP TO \$5,460,000 FOR THE INITIAL TERM, OR \$16,380,000 IN THE AGGREGATE IF THE RENEWAL OPTIONS ARE EXERCISED, AUTHORIZING THE COUNTY MAYOR OR COUNTY MAYOR'S DESIGNEE TO CONDUCT SPOT BIDS AND AWARD SUBSEQUENT CONTRACTS, ADD VENDORS, CONDUCT MODIFICATIONS, AND EXERCISE, IN THEIR DISCRETION, ANY CANCELLATION AND RENEWAL PROVISIONS IN ACCORDANCE WITH THE TERMS OF THE CONTRACT ON BEHALF OF MIAMI-DADE COUNTY

WHEREAS, this Board desires to accomplish the purposes outlined in the accompanying memorandum, a copy of which is incorporated herein by reference,

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF MIAMI-DADE COUNTY, FLORIDA, that this Board hereby directs the County Mayor or County Mayor's designee to establish a pre-qualification pool for Groups 1, 2, 3 and 4 of Contract No. 9234-2/18, Telecommunications Services, Equipment and Materials, and award of Groups 1, 2 and 3 for projects valued up to \$10,000 of the same to Black Box Network Services, Inc., Control Communications, Inc., Miami Business Telephones, Corp., Quality Wiring, Inc., Structured Cabling Solutions, Inc., Trident Telecom, Inc., and Tropical

Communications, Inc., in an amount up to \$5,460,000 for the initial term, or \$16,380,000 in the aggregate if the renewal options are exercised; authorizes the County Mayor or County Mayor's designee to conduct spot bids and award subsequent contracts, add vendors, conduct modifications, and exercise, in their discretion, any cancellation and renewal provisions in accordance with the terms and conditions of the contract on behalf of Miami-Dade County.

The foregoing resolution was offered by Commissioner
who moved its adoption. The motion was seconded by Commissioner
and upon being put to a vote, the vote was as follows:

| | |
|-------------------------------------|----------------------|
| Joe A. Martinez, Chairman | |
| Audrey M. Edmonson, Vice Chairwoman | |
| Bruno A. Barreiro | Lynda Bell |
| Esteban L. Bovo, Jr. | Jose "Pepe" Diaz |
| Sally A. Heyman | Barbara J. Jordan |
| Jean Monestime | Dennis C. Moss |
| Rebeca Sosa | Sen. Javier D. Souto |
| Xavier L. Suarez | |

The Chairperson thereupon declared the resolution duly passed and adopted this 6th day of March, 2012. This resolution shall become effective ten (10) days after the date of its adoption unless vetoed by the Mayor, and if vetoed, shall become effective only upon an override by this Board.

MIAMI-DADE COUNTY, FLORIDA
BY ITS BOARD OF
COUNTY COMMISSIONERS

HARVEY RUVIN, CLERK

By: _____
Deputy Clerk

Approved by County Attorney as
to form and legal sufficiency.



Oren Rosenthal