

MEMORANDUM

Agenda Item No. 8(P)(3)

TO: Honorable Chairman Anthony Rodriguez
and Members, Board of County Commissioners

DATE: March 3, 2026

FROM: Geri Bonzon-Keenan
County Attorney

SUBJECT: Resolution ratifying Supplemental Agreement No. 3 to the Miami-Dade Aviation Department Contract No. RFP-MDAD-03-14 for Telecommunications and Network Services Management Agreement with Norstan Communications, Inc. in the amount of \$1,133,637.00 pursuant to section 2-285(3) of the Code; and authorizing the County Mayor to exercise the provisions contained therein and all provisions of the contract, including any cancellation or extensions, pursuant to section 2-8.1 of the Code and Implementing Order 3-38

The accompanying resolution was prepared by the Strategic Procurement Department and placed on the agenda at the request of Prime Sponsor Commissioner Danielle Cohen Higgins.



Geri Bonzon-Keenan
County Attorney

GBK/ks

MDC001

Memorandum



Date: March 3, 2026

To: Honorable Chairman Anthony Rodriguez
and Members, Board of County Commissioners

From: Daniella Levine Cava *Daniella Levine Cava*
Mayor

Subject: Recommendation to Ratify the Actions Related to the Miami-Dade Aviation Department pursuant to Section 2-285(3) of the Code of Miami-Dade for Telecommunications and Network Services Management Agreement

Summary

This item is to ratify the purchase and installation of supplementary hardware and software for telecommunications and network services for the Miami-Dade Aviation Department (MDAD). The contract provides all labor, materials, tools, supplies, and items required for the design, installation, maintenance, repair, management, and operational support services for MDAD's voice and data network infrastructure. This additional purchase was required to implement essential upgrades to the cybersecurity infrastructure at Miami International Airport (MIA) that were not contemplated in the original agreement. While the total cost of the contract amendment is within the administration's current delegated authority granted by the Board of County Commissioners (Board), the existing language in the contract, as previously approved by the Board, requires that the Board approve this amendment. The amendment was executed by the MDAD Director pursuant to Section 2-285(3) of the Code of Miami-Dade County (Code), as requesting prior approval would have delayed the purchase and installation of critical cybersecurity components necessary to ensure operational continuity and protect airline operations at MIA from potential cybersecurity risks. Additionally, this amendment deletes Article 16 – County Expenditure Authority from the contract to afford amendments in accordance with current delegated authority.

Recommendation

It is recommended that the Board ratify Supplemental Agreement No. 3 with Norstan Communications, Inc. to *Contract No. RFP-MDAD-03-14, Telecommunications and Network Services Management Agreement*, in the amount of \$1,133,637. Approval of this Supplemental Agreement (attached) is being requested pursuant to Section 2-285(3) of the Code to ratify the purchase and installation services of supplementary hardware and software not contemplated in the original agreement, which are critical to MDAD operations.

Background

This competitively awarded contract was established by the Board through Resolution No. R-201-15 on March 3, 2015 in the amount of \$103,717,405, for an eight-year term with two, one-year options to renew. The contract was modified under delegated authority in the total amount \$24,788,460, and by the Board via Resolution No. R-871-25 in the amount of \$12,238,654 for additional time and expenditure authority. This contract provides for the purchase of services such as, but not limited to, turnkey installation voice and data network services, maintenance of existing and future voice and data networks infrastructure equipment, daily analysis of network performance, provision of an on-site IT Service Desk dedicated to providing uninterrupted service to airport operations, system design, cybersecurity, and management of IT support and upgrades to the infrastructure.

The contract was amended by MDAD on May 19, 2025 via Supplemental Agreement No. 3 for the purchase and installation of supplementary hardware and software at a one-time total cost of \$1,133,637. This needed cybersecurity upgrade includes the deployment of NETSCOUT's nGeniusONE

enterprise performance management solution. It is essential to the management of IT communications at MIA and consists of network integration and infrastructure enhancements, deep packet inspection and flow monitoring, application performance monitoring, dashboards with reporting capabilities, security integration, and maintenance and optimization. The amendment also deleted Article 16 – County Expenditure Authority from the contract which states in part that purchases and modifications exceeding \$1,000,000 requires Board approval. This article conflicted with the current delegated authority granted by the Board and was therefore removed in its entirety to ensure alignment with the most current approval authorities.

Scope

Miami International Airport is located within District 6, which is represented by Commissioner Natalie Milian Orbis; however, the impact of this item is countywide in nature.

Delegated Authority

If this item is approved, the County Mayor or the County Mayor’s designee will have the authority to exercise all provisions of the contract, including any cancellation or extensions, pursuant to Section 2-8.1 of the County Code and Implementing Order 3-38.

Fiscal Impact/Funding Source

The contract expires on September 16, 2026, and has a cumulative allocation of \$140,744,519 which includes the contract’s initial term, modifications, and all renewals exercised. The additional expenditure of \$1,133,637 for purchase of the hardware and software was approved under the Mayor’s delegated authority. If this item is approved, the contract will have a modified cumulative allocation of \$141,878,156.

Department	Existing Cumulative Allocation	Ratification Amount	Modified Cumulative Allocation	Funding Source	Budgeted*	Contract Manager
MDAD	\$140,744,519	\$1,133,637	\$141,878,156	Proprietary Funds	FY 2025-26 Proposed Budget, Volume 3, Page 199, Contractual Services	Sylvia Novela
Total	\$140,744,519	\$1,133,637	\$141,878,156			

*The Adopted Budget Book was not finalized at the time this item was drafted. Therefore, the budget information above is based on the Proposed Budget Book.

Track Record/Monitor

Marie Williams of the Strategic Procurement Department (SPD) is the Procurement Contracting Manager.

Awarded Vendor

Vendor	Principal Address	Local Address	Principal
Norstan Communications, Inc. d/b/a Black Box Network Services	1000 Park Drive Lawrence, PA	4331 NW 22 nd Street Building 3030 Miami, FL	Keith A. Pado

Due Diligence

Pursuant to Resolution No. R-187-12, due diligence was conducted in accordance with SPD’s Procurement Guidelines to determine vendor responsibility, including verifying corporate status and that there are no performance and compliance issues through various vendor responsibility lists and a keyword

internet search. The lists that were referenced included convicted vendors, debarred vendors, delinquent contractors, suspended vendors, and federal excluded parties. There were no adverse findings relating to vendor responsibility.

Applicability of Ordinances and Contract Measures

- The two percent User Access Program does not apply.
- The Small Business Enterprise trade set-aside for electrical work and a 10% Community Workforce Goal apply. In compliance with Resolution No. R-1001-15, the set-aside is being met (see attached).
- The Living Wage Ordinance does not apply.
- The Responsible Wages and Benefits Ordinance applies.

Attachments



Jimmy Morales
Chief Operating Officer

**OFFICIAL FILE COPY
CLERK OF THE BOARD
OF COUNTY COMMISSIONERS
MIAMI-DADE COUNTY, FLORIDA**

Miami-Dade County

Supplemental Agreement No. 3 to RFP-MDAD-03-14

SUPPLEMENTAL AGREEMENT NO. 3

Contract Number: **RFP-MDAD-03-14**

Contract Title: **Telecommunications and Network Management Services**

Contractor: **Norstan Communications, Inc. dba Black Box Network Services**

In accordance with the above referenced Agreement, this Supplemental Agreement, when properly executed, shall become part of the Contract, effective upon execution, as follows:

In accordance with Article 34.1. Modifications, this Agreement may be modified and revised by written Amendment duly executed by the Parties hereto, and; in consideration of the premises contained herein, the parties hereto agree to the following modifications to the Contract:

- 1) Article 16 - County Expenditure Authority has been deleted in its entirety.
- 2) The Contract has been amended to add the purchase of cybersecurity services implementation at a one-time cost of \$1,133,636.28 as follows:

Description	Part Number	Qty	Unit Price	Extended Price
Procurement				
nGeniousONE Workgroup (10) to Full (50)	91FU00-1W	1	\$105,958.13	\$105,958.13
NETSCOUT Visibility as a service for	91FU00-VAAS	1	\$10,803.46	\$10,803.46
nGenius Packet Flow Switch (PFS) Fabric	51404L-1W	1	\$56,793.56	\$56,793.56
NETSCOUT Visibility as a Service for	51404L-VAAS	1	\$3,628.80	\$3,628.80
InfiniStreamNG Appliance, 2-Port 40 Gigabit	I-09807-FSMAS-1W	1	\$307,067.05	\$307,067.05
NETSCOUT Visibility as a Service for	I-09807-FSMAS-VAAS	1	\$19,056.38	\$19,056.38
InfiniStreamNG Appliance, 4-Port 10G/1Gb	I-04895-XSJAS-1W	1	\$169,533.00	\$169,533.00
NETSCOUT Visibility as a Service for	I-04895-XSJAS-VAAS	1	\$15,126.91	\$15,126.91
7100 Switch 32 x 40/100Gb QSFP28	71FCNANBB0H0-1W	1	\$72,047.49	\$72,047.49
NETSCOUT Visibility as a Service for	71FCNANBB0H0-VAA	1	\$2,166.91	\$2,166.91
7010 Switch with 48 x 1/10Gb SFP+ and 6 x	70FCBABQH0J0-1W	2	\$41,531.55	\$83,063.10
NETSCOUT Visibility as a Service for	70FCNANQH0J0-VAA	2	\$1,555.20	\$3,110.40
Extended Storage Unit (ESU) for	ESU-FS-1W	1	\$80,104.35	\$80,104.35
InfiniStream				
NETSCOUT Visibility as a Service for	ESU-FS-VAAS	1	\$1,482.62	\$1,482.62
Rack Mount, HD Fiber Taps, 16-24 slot, 1U	321-2068	4	\$680.40	\$2,721.60
Transceiver, QSFP+, 40GBase-LR4, SM, LC.	321-1837	28	\$5,670.00	\$158,760.00
Cable, "Y". LC to 2x LC. SM, 9um, 3m	321-2485	10	\$113.40	\$1,134.00
HD Fiber Tap, 1G-400G, OS2, SM, 50/50, LC	340-1080	10	\$249.48	\$2,494.80
Cable Breakout, MPO to 4x LC. SM, 3m	321-1836	2	\$453.60	\$907.20
Transceiver, SFP+, 10GBase-LR, SM, LC	321-1487	18	\$756.00	\$13,608.00
Vaas Set-up Fees -1 Day	VAAS-SETUP	3	\$2,160.00	\$6,480.00
QSFP 40GBASE – LR4 OTN Transceiver, LC.	QSFP-40G-LR4=	4	\$4,397.13	\$17,588.52
			Total:	\$1,133,636.28

All other terms, covenants and conditions of the original Agreement shall remain in full force and effect.

Both parties represent that pursuant to Miami-Dade County Ordinance 2-285(3) this Supplemental Agreement No. 3, once executed shall bind the parties and be enforceable. Notwithstanding, pursuant to Miami-Dade County Ordinance 2-285(3), this Supplemental Agreement No. 3 is subject to approval and ratification by the Board of County Commissioners of Miami-Dade County; in the event that this Supplemental Agreement No. 3 is not ratified, this Supplemental Agreement No. 3 shall be void and be of no further force and effect, and neither party shall have any claim against each other in such circumstance of any kind.

IN WITNESS WHEREOF, the parties have executed this Supplemental Agreement to RFP-MDAD-03-14 Management Agreement for Telecommunications and Network Management Services.

Contractor

By: [Signature]

Name: Keith Pado

Title: President & Secretary

Date: April 21, 2025

Attest: Vanessa Ann Wilson
Corporate Secretary/Notary

Miami-Dade County

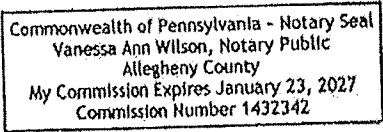
By: [Signature]

Name: Daniella Levine Cava

Title: Mayor

Date: May 19, 2025

Attest: Juan Fernandez-Barquin
Clerk of the Court and Comptroller



Corporate Seal/Notary

By: [Signature]
(Deputy Clerk Signature)

Print Name: Olga Valverde - e18183
05/23/2025



Approved as to form and legal sufficiency

Assistant County Attorney

Memorandum



Date: October 22, 2025

To: Marie Williams, Procurement Contracts Manager
Strategic Procurement Department

From: Alice Hidalgo-Gato, Section Chief 
Strategic Procurement Department

Subject: Project No. RFP-MDAD-03-14, Telecommunications and Network Management Services

Project No. RFP-MDAD-03-14 was reviewed for compliance with the Small Business Enterprise – Construction (SBE-Con) Trade Set-Aside measure for electrical work. Resolution No. R-1001-15 (R-1001-15) requires County contracts with small business measures meet at least 85 percent of the small business measures applicable to the portion of the contract work performed to date before a change order or contract amendment is considered for Board approval.

The prime, Norstan Communications Inc., is in compliance with R-1001-15 as all electrical work has been performed by the SBE-Con subcontractor Ruben Electric Technology, Inc. Please contact Yanira Bravo, Section Manager, at (305) 375-3108 if additional information is needed.

c: Rita Silva, Assistant Director, SPD
Amy Almanzar, Procurement Contracting Officer 2, SPD
Arlyn Rull, Chief of Staff, MDAD
Ken Pyatt, Deputy Director, MDAD
Basil Binns II, Deputy Director, MDAD
Sergio San Miguel, Chief Financial Officer, MDAD
Barbara Jimenez, Assistant Director, MDAD
Sylvia Novela, Strategic Procurement Director, MDAD
Andre T. Ragin, Small Business Strategic Advisor, MDAD
Yanira Bravo, Section Manager, SPD



MEMORANDUM
(Revised)

TO: Honorable Chairman Anthony Rodriguez
and Members, Board of County Commissioners

DATE: March 3, 2026

FROM: 
Gen Bonzon-Keenan
County Attorney

SUBJECT: Agenda Item No. 8(P)(3)

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**
- Statement of social equity required**
- Ordinance creating a new board requires detailed County Mayor’s report for public hearing**
- No committee review**
- Applicable legislation requires more than a majority vote (i.e., 2/3’s present ____, 2/3 membership ____, 3/5’s ____, unanimous ____, majority plus one ____, CDMP 7 vote requirement per 2-116.1(3)(h) or (4)(c) ____, CDMP 2/3 vote requirement per 2-116.1(3) (h) or (4)(c) ____, CDMP 9 vote requirement per 2-116.1(4)(c) (2) ____)** 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(P)(3)
3-3-26

RESOLUTION NO. _____

RESOLUTION RATIFYING SUPPLEMENTAL AGREEMENT NO. 3 TO THE MIAMI-DADE AVIATION DEPARTMENT CONTRACT NO. RFP-MDAD-03-14 FOR TELECOMMUNICATIONS AND NETWORK SERVICES MANAGEMENT AGREEMENT WITH NORSTAN COMMUNICATIONS, INC. IN THE AMOUNT OF \$1,133,637.00 PURSUANT TO SECTION 2-285(3) OF THE CODE OF MIAMI-DADE COUNTY, FLORIDA; AND AUTHORIZING THE COUNTY MAYOR OR COUNTY MAYOR'S DESIGNEE TO EXERCISE THE PROVISIONS CONTAINED THEREIN AND ALL PROVISIONS OF THE CONTRACT, INCLUDING ANY CANCELLATION OR EXTENSIONS, PURSUANT TO SECTION 2-8.1 OF THE COUNTY CODE AND IMPLEMENTING ORDER 3-38

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 ratifies Supplemental Agreement No. 3 to the Miami-Dade Aviation Department Contract No. RFP-MDAD-03-14 for Telecommunications and Network Services Management Agreement with Norstan Communications, Inc. in the amount of \$1,133,637.00 pursuant to section 2- 285(3) of the Code of Miami-Dade County, Florida; and authorizes the County Mayor or County Mayor's designee to exercise all provisions of the contract, including any cancellation or extensions, pursuant to section 2-8.1 of the County Code and Implementing Order 3-38. A copy of the contract is on file with and available upon request from the Strategic Procurement Department.

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:

Anthony Rodriguez, Chairman	
Kionne L. McGhee, Vice Chairman	
Marleine Bastien	Juan Carlos Bermudez
Sen. René García	Oliver G. Gilbert, III
Roberto J. Gonzalez	Keon Hardemon
Danielle Cohen Higgins	Vicki L. Lopez
Natalie Milian Orbis	Raquel A. Regalado
Micky Steinberg	

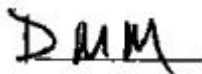
The Chairperson thereupon declared this resolution duly passed and adopted this 3rd day of March, 2026. This resolution shall become effective upon the earlier of (1) 10 days after the date of its adoption unless vetoed by the County Mayor, and if vetoed, shall become effective only upon an override by this Board, or (2) approval by the County Mayor of this resolution and the filing of this approval with the Clerk of the Board.

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

JUAN FERNANDEZ-BARQUIN, CLERK

By: _____
Deputy Clerk

Approved by County Attorney as
to form and legal sufficiency.



David M. Murray