

DEPARTMENTAL INPUT

CONTRACT/PROJECT MEASURE ANALYSIS AND RECOMMENDATION

New
 OTR
 Sole Source
 Bid Waiver
 Emergency
 Previous Contract/Project No. N/A

Contract
 Re-Bid
 Other
 LIVING WAGE APPLIES: YES NO

Requisition No./Project No.: RQET1300015
 TERM OF CONTRACT 5 YEAR(S) WITH 1 5 YEAR OTRs

Requisition /Project Title: Dark Fiber Lease

Description: The purpose of this contract is to lease dark fiber optic strands at various County facilities to allow for the creation of high speed network access at the North Dade Government Center, Arcola campus, and Jackson North Medical Center well as improve network quality at the South Dade Government Center and Jackson South Community Hospital.

Issuing Department: ITD
 Contact Person: Beth Goldsmith
 Phone: 305-375-4417

Estimate Cost: \$717,995 for initial term

Funding Source: GENERAL
 FEDERAL
 OTHER
Internal Service Funds

ANALYSIS

Commodity Codes:	<u>72523</u>	<u>92037</u>	
Contract/Project History of previous purchases three (3) years			
Check here <input checked="" type="checkbox"/> if this is a new contract/purchase with no previous history.			
	EXISTING	2ND YEAR	3RD YEAR
Contractor:			
Small Business Enterprise:			
Contract Value:	\$	\$	\$
Comments:			
Continued on another page (s): <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO			

RECOMMENDATIONS

	Set-aside	Sub-contractor goal	Bid preference	Selection factor
Basis of Recommendation:				
See Scope.				
Signed: <u>Beth Goldsmith</u>			Date sent to SBD: <u>7/23/2013</u>	
			Date returned to ISD Procurement:	

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NON-COMPETITIVE REVIEW SUMMARY

Action: Bid Waiver Contract

Requisition No.: RQET1300015

Target Committee Date: September 2013

Projected BCC Date: *October 2013*

Purpose of the Acquisition: To lease dark fiber optic strands at various County facilities to allow for the creation of high speed network access at the North Dade Government Center, Arcola campus, and Jackson North Medical Center well as improve network quality at the South Dade Government Center and Jackson South Community Hospital.

Recommended Action: Establish a bid waiver contract with FPL FiberNet LLC to provide ITD with access to leasing services for dark fiber optic cable.

Contract Term: Five year initial term with one five year Option-To-Renew

Contract Amount: \$717,995 for the initial five year term

Background:

When building fiber optic networks, additional network strands are often included in the development and building process to allow for future expansion. These unused network strands are known as dark fiber. It is common practice for firms that own fiber optic networks to enter into lease agreements to allow for the use of the unused network strands by outside entities. Entities may access this dark fiber by connecting their own network backend into to the unused fiber optic strands. This allows entities to avoid the cost of urban planning, obtaining permits, and creating ducts and channels as well as laying long distances cables and connections.

Leasing of dark fiber will allow the County to establish optical network access and enhanced capacity that can be completely managed internally by County personnel as opposed to requiring additional bandwidth to be purchased outside of the County through third party providers. The Information Technology Department (ITD) has identified several County facilities that are in need of either new or enhanced network capabilities. Facilities requiring new services include the North Dade Government Center, Arcola campus and Jackson North Medical Center. Facilities requiring enhanced services include the South Dade Government Center and Jackson South Community Hospital. Additional facilities may be identified in the future.

Market Research:

The County's current network provider, AT&T Corp does not offer dark fiber leasing services at this time. Market research has identified several firms that have available optic networks in the state of Florida, including but not limited to, Verizon Communications, FiberLight, LLC, Sunesys, LLC, and L-3 Communications Holdings, Inc. Sunesys, LLC has dark fiber available in the state of Florida, however, it does not extend outside of the Volusia County area. Neither Verizon Communications nor FiberLight, LLC have available dark fiber in the southern region of the County and therefore, are unable to accommodate the South Dade Government Center or Jackson South Community Hospital. In addition, Verizon Communications would need to complete additional construction in order to bring service to the North Dade

Government Center, Acola campus and Jackson North Medical Center. L-3 Communications Holdings, Inc. was not interested in offering a leasing option to the County due to concerns about availability of strands to meet the needs of the County and future expansion. FPL FiberNet LLC has existing available dark fiber within the required proximity to the County facilities that require service and enhancements. This firm is capable of completing the desired connections within 6 months of contract approval.

Recommendation:

It is recommended that this request be approved as a non-competitive procurement to establish a bid waiver contract with FPL FiberNet LLC to lease dark fiber optic cable in order to create and enhance network access at various facilities throughout the County.

Beth Goldsmith
Agent/Officer

07/02/2013
Date



**INTERNAL SERVICES DEPARTMENT
PROCUREMENT MANAGEMENT SERVICES**

Justification/Input Document for Non-Competitive Acquisition

It is the policy of Miami-Dade County to consistently purchase goods and services using full and open competition. The citizens of Miami-Dade County are best served when we make sound business decisions based on competitive bids or proposals. Early acquisition planning that includes consultation with Internal Service Department's procurement staff can help avoid delays and facilitates effective market research. However, there may be instances when other than full and open competition may be justified. When a user department(s) determines that other than full and open competition is necessary or in the best interest of the County, appropriate justification for that course of action must be submitted to ISD for approval and execution in order to waive the competitive bid/proposal process.

Please provide the information requested below to support the need and feasibility for waiving the competitive bid/proposal process:

Department:	Information Technology Department		
Contact Person:	Manny Fernandez	Phone Number:	305-596-8103
Requisition No.:	RQET1300015	Estimated Value:	\$717,994.80 (5 year initial term)
Proposed Vendor:	FPL FiberNet LLC		
Previous Contract Number:	N/A	Previous Contract Value:	N/A

Purpose of the Purchase

Please describe your minimum requirements and the benefits of making the acquisition.

This request is to enter into a five (5) year agreement with one five (5) year option-to-renew (OTR) with FPL FiberNet LLC for leasing of dark (unlit) fiber optic strands terminating at specific County facilities. This will allow for the creation of a high speed optical network providing additional capacity and services within the North Dade geographic area of Miami Dade County. The initial sites envisioned to be provisioned on the new optical ring include North Dade Government Center campus, Arcola campus, Jackson Memorial North, connecting back to the NAP of the Americas. A Southern segment of dark fibers would be leased to provide new services and improve reliability to the South Dade Government Campus and Jackson Memorial Hospital South.

Best Interest of the County / Uniqueness of Product

Please provide a detailed description as to why a waiver of formal bidding is in the County's best interest (e.g., product standardization, compatibility, proprietary access or distributorship, how vendor is uniquely qualified to provide the needed product or service, etc.). Please note that a lack of advance planning is not an acceptable justification for a non-competitive acquisition.

The leasing of dark (unlit) fiber optic strands allows for the continued improvement and expansion of the County's existing fiber optic backbone. By obtaining use of dark fiber, the County will have the ability to light the fiber utilizing existing County optical technology and expertise, allowing for the complete management and provisioning of services by County personnel. The additional optical network rings and segments will allow for upgraded capacity to be provisioned and/or increased as necessary for the proposed facilities. Additional facilities may be added to the proposed ring based on proximity to the planned optical network path. Migrating services from a current circuit provider(s) allows for improved bandwidth management and reduced spend with local carriers. This increase in capacity on the leased fiber can be accomplished internally without the increasing costs associated with provisioning additional bandwidth (network throughput) through traditional leased circuit providers.

Market Research

Please describe your market research and the results thereof. This should include a description of other, similar sources or products available in the market if any and why they are not acceptable.

At the present time dark fiber is not an available lease option from the County's current incumbent local services vendor (AT&T).

The County has also researched Verizon another registered County Vendor who currently provides fiber strands for use by the County. Although there is a possibility of providing fiber to the desired North locations, additional Outside Plant construction would be necessitated to bring the fiber to the desired locations. Verizon has no fiber optic infrastructure South of Kendall Drive (S.W. 88th Street) and cannot meet the South segment requirement.

Fiberlight, another local fiber provider was examined and as with Verizon, they do not have fiber facilities South of Kendall Drive (S.W. 88th Street) and cannot meet the South segment requirement.

L3 was also contacted to determine the availability of dark fiber available for lease within reasonable distance of the County's desired locations. L3 was uncertain if providing this service was something that they could or would want to do. Their driving (limiting) factor was the number of available fiber pairs along the routes and pre-existing / future anticipated demand for lit fiber (services).

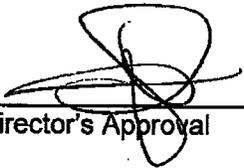
Sunesys <http://sunesys.com> has dark fiber within the State of Florida, however it only serves the Volusia County area.

Due to the proximity of FPL FiberNet's existing fiber optic infrastructure to County locations and the ability to complete the desired connections within 6 months, and the aggressive pricing proposal for leased fibers, it is in the County's best interest to engage with FPL FiberNet to complete the construction and turn up of these new rings and segments allowing services to be provisioned integrated and managed with the existing County owned fiber optic network. FiberNet leases fiber-optic network capacity and dark fiber to FPL and other customers, primarily telephone, wireless, Internet and other telecommunications companies, including AT&T.

Proposed Actions

Please describe the actions the department will take to overcome the present barriers to competition prior to any future acquisitions of this product or service.

The County will continue to research identify and engage with additional vendors to keep current on their existing infrastructures and planned infrastructure deployments and obtain quotes and information on optical network infrastructure (dark fiber) that may provide cost competitive alternatives to FPL FiberNet LLC.



Department Director's Approval

6/26/2013

Date Approved

Walters, Vivian (RER)

From: Goldsmith, Beth (ISD)
Sent: Tuesday, July 23, 2013 2:59 PM
To: Walters, Vivian (RER)
Subject: RQET1300015 - Dark Fiber Lease
Attachments: RQET1300015SBDINPUT.docx; RQET1300015summary.doc

Importance: High

Good Afternoon Vivian,

I have attached the input document and non-competitive summary for Req No. RQET1300015. This is a non-competitive bid waiver contract. This is also a priority project. Please review and contact me with any questions.

Thank you,

Beth Goldsmith, CPPB

Procurement Contracting Officer 2
Procurement Management Services
Internal Services Department
Tel: (305) 375-4417
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