

110-2015

110-2015-13

# Memorandum



**Date:** December 15, 2015

**To:** Honorable Chairman Jean Monestime  
and Members, Board of County Commissioners

**From:** Carlos A. Gimenez  
Mayor

Agenda Item No. 8(F)(2)

(152838) R-115-15

**Subject:** Recommendation for Approval to Exercise the Final Option-to-Renew Period under Prequalification Pool No. 6327-9/16, Refurbished Telecommunications Equipment

### Recommendation

It is recommended that the Board of County Commissioners (Board) authorize the County Mayor or County Mayor's designee to exercise the final option-to-renew (OTR) period under *Prequalification Pool No. 6327-9/16, Refurbished Telecommunications Equipment*. The amount requested is \$220,000 and covers a one-year period from January 1, 2016 to December 31, 2016. Board approval is required as the aggregate value of the contract exceeds the Mayor's delegated authority. This item is exempt from Committee review per Ordinance No. 07-139, which permits contract renewals to be heard directly by the Board.

This pool was awarded in January 2007 for a one-year term plus nine (9) one-year OTRs. The pool is used by the Field Services Division of the Information Technology Department to purchase refurbished Avaya, Cisco, Nortel, and Siemens telecommunications equipment to support countywide operations. This pool allows for savings by purchasing less expensive refurbished equipment and parts, as needed, where it is not necessary to purchase new equipment. The refurbished equipment often includes the same warranty terms as new equipment.

### Scope

The impact of this item is countywide in nature.

### Fiscal Impact/Funding Source

The pool, which is in its eighth, one-year OTR period, is valued at \$264,000. The requested one-year OTR period is for \$220,000 and renews the pool through December 31, 2016. If approved, the pool's cumulative value will be \$3,024,000, as seen in the table below. The projected allocation for the ninth OTR is based on past usage.

Department	Requested Allocation	Funding Source	Contract Manager
Information Technology	\$220,000	Internal Service Funds	Manny Fernandez

### Initial Contract Term and OTRs with Allocation:

Term	Period Covered	Amount
Initial Contract Term	January 04, 2007 – December 31, 2007	\$500,000
First OTR	January 01, 2008 – December 31, 2008	400,000
Second OTR	January 01, 2009 – December 31, 2009	400,000
Third OTR	January 01, 2010 – December 31, 2010	300,000
Fourth OTR	January 01, 2011 – December 31, 2011	220,000
Fifth OTR	January 01, 2012 – December 31, 2012	250,000

Sixth OTR	January 01, 2013 – December 31, 2013	250,000
Seventh OTR	January 01, 2014 – December 31, 2014	220,000
Eighth OTR	January 01, 2015 – December 31, 2015	264,000
<b>Subtotal</b>		<b>\$2,804,000</b>
<b>OTR Requested for Approval and Estimated Amount under this Item:</b>		
Ninth OTR	January 01, 2016 – December 31, 2016	\$220,000
<b>Subtotal</b>		<b>\$220,000</b>
<b>Cumulative Value</b>		<b>\$3,024,000</b>

**Track Record/Monitor**

There are no known performance issues with the prequalified vendors. Margaret Brown of the Internal Services Department is the Procurement Contracting Officer.

**Delegated Authority**

If this item is approved, the County Mayor or the County Mayor's designee will have the authority to exercise the OTR. The County Mayor or the County Mayor's designee will also have the authority to (a) solicit pricing and award contracts up to the aggregate amount of the allocation authorized by the Board, (b) exercise all provisions of the solicitation documents and any resulting contracts pursuant to Section 2-8.1 of the County Code and Implementing Order 3-38, and (c) add vendors to the pool at any time, subject to ratification by the Board on a bi-annual basis.

**Prequalified Vendors**

Prior to requesting to exercise this OTR, market research was conducted to ensure continuing this pool would be in the best interest of the County. Market research, which includes competitive factors such as pricing, quality, product features, technology and lead team, confirmed that this pool provides the County with a flexible means of obtaining telecom equipment efficiently and cost-effectively through spot market quotations. This pool will continue to be advertised on the County's Procurement Management Services website to encourage additional participation. The Internal Services Department, concurrently with exercising this renewal, will perform outreach to include notifying vendors registered under this commodity and certified small businesses of this opportunity. Going forward, the Internal Services Department will work collaboratively with the Information Technology Department to determine the best approach to procure these services, which may include a request to extend this pool.

Vendor	Principal Address	Local Address	Principal
A-1 Teletronics, Inc.	2550 118 Avenue North St. Petersburg, FL	None	Michael Pointer
Cablexpress Corp.	5404 South Bay Road Syracuse, NY	None	William G. Pomeroy
Enterprise Systems Corp.	10901 W Sam Houston Parkway Suite 100 Houston, TX	None	Darlene Gonzalez
KaiserComm, Inc.	4362 Round Lake Road West Saint Paul, MN	None	Tom Ekstrand
Miami Business Telephones, Corp.	4933 SW 74 Court Miami, FL	Same	Lilibeth Collantes
SoTel Systems, LLC	19 Worthington Access Drive Maryland Heights, MO	None	Stephanie Grossman

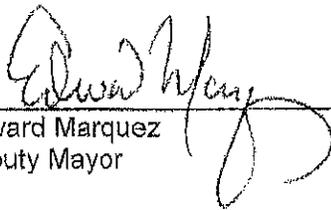
Vendor	Principal Address	Local Address	Principal
Teracal Corp.	217 Lawrence Road East North Syracuse, NY	None	William G. Pomeroy
Unify, Inc.	614 Marion Hill Lane Ruskin, FL	None	Deondrick Douglas
Vibes Technologies, Inc.	100 S 5 Street #1075 Maple Grove, MN	None	Harry W. Hunt

**Due Diligence**

Pursuant to Resolution No. R-187-12, due diligence was conducted in accordance with the Internal Services Department's Procurement Guidelines to determine contractor responsibility, including verifying corporate status and review of performance or compliance issues. The lists referenced include convicted vendors, debarred vendors, delinquent contractors, suspended vendors, and federal excluded parties. There are no adverse findings relating to contractor responsibility.

**Applicable Ordinances and Contract Measures**

- The two percent User Access Program provision applies and will be collected on all purchases.
- The Small Business Enterprise Bid Preference and Local Preference Ordinances will be applied at the time of spot market competition.
- The Living Wage Ordinance does not apply.



Edward Marquez  
Deputy Mayor