

Date: January 21, 2026

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

Agenda Item No. 8(P)(7)

From: Daniella Levine Cava
Mayor



Subject: Recommendation for Approval to Establish a Prequalification Pool for Voice/Data Communication Products & Services

Summary

This pool is for the purchase of voice/data communication products and services for the Communications, Information and Technology Department (CITD) on behalf of all County departments and constitutional offices. Vendors in this pool will provide voice/data communications products and services such as network switches, network software, optional networking router wireless hardware and software, network security, unified communications, maintenance, engineering support, and professional services. The products and services purchased under this pool will be utilized in support of the County's communications infrastructure, which will be procured through future spot market quotations on an as needed basis.

The proposed allocation is approximately 4% lower compared to the value of the current pool, even as department needs have grown. Leveraging this prequalification pool will allow the County to obtain competitive pricing through quote-based competition among prequalified vendors. This approach aligns with the Mayor's WISE305 initiative to maximize cost efficiencies and reduce unnecessary spending without impacting service delivery.

Recommendation

It is recommended that the Board of County Commissioners (Board) approve the establishment of a prequalification pool, *EVN0014784, Voice/Data Communication Products & Services*, for CITD on behalf of all County departments and constitutional offices with a total allocation of \$30,050,000 for a five-year term. Establishment of a pool is recommended due to the wide range of voice/data communication products and services needed throughout the County and the varying needs of departments. A pool will allow for multiple competitions of different size projects for the purchase of voice and data communication products and services as the need arises, making projects accessible to local vendors.

This pool will replace *RTQ-01592* which was established by the Board via Resolution No. R-142-21 for a five-year term. The pool was subsequently modified under delegated authority and by the Board through Resolution No. R-672-25. There are six vendors being recommended for inclusion in the pool, three of which have a local address. The pool will remain open to allow for additional vendors that meet the prequalification criteria to be added throughout the pool's term. Staff is working on additional outreach efforts to identify local vendors to get them prequalified in the pool.

Background

A Request to Qualify was issued on May 8, 2025. On the closing date of June 3, 2025, the County received nine submittals, including four from local firms. Additional outreach efforts occurred after the solicitation closed, including notifying incumbent vendors of the opportunity.

To be qualified, the vendors must be the Original Equipment Manufacturer (OEM) or an authorized dealer, reseller, or distributor for at least one of the following OEMs: Avaya, Ciena, Extreme, HP, Aruba, and Cradlepoint. The pool provides voice/data communication products and services such as network switches, network software, optical networking, routers, wireless hardware/software, network security, unified communications, maintenance, engineering support, and professional services.

Scope

The scope of this item is countywide in nature.

Fiscal Impact/Funding Source

The fiscal impact for the five-year term is \$30,050,000. The current pool is valued at \$31,333,567 for a five-year term and expires on March 31, 2026. The annualized allocation under the proposed pool is slightly lower than the current pool based on historical and anticipated usage.

Department	Allocation	Funding Source	Budgeted	Pool Manager
CITD	\$30,050,000	Capital / Internal Service Funds / General Fund / Proprietary Funds	FY2025-26 Adopted Budget, Volume 3, Communications, Information and Technology, Page 276, Other Operating	Julian Manduley
Total	\$30,050,000			

Track Record/Monitor

Natalya Vasilyeva of the Strategic Procurement Department (SPD) is the Division Director.

Delegated Authority

Upon approval of this item, a pool of prequalified 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 amount of the allocation authorized by the Board. The County Mayor or the County Mayor’s designee will also have the authority to (a) 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 (b) add vendors to the pool at any time, subject to ratification by the Board on a bi-annual basis. Any contract award under the prequalification pool exceeding \$5,000,000, or \$1,500,000 for Miami-Dade Aviation Department, is subject to ratification by the Board.

Vendors Prequalified for Pool

Pursuant to Resolution No. R-477-18, fewer than 75 percent of vendors recommended are local due to specialized nature of the products and services needed. Staff will continue to conduct outreach to encourage additional vendors to join the pool.

Vendor	Principal Address	Local Address	Principal
Avaya LLC	350 Mt. Kemble Avenue Morristown, NJ	None	Amy K. O’Keefe
Modcomp Inc dba CSPi Technology Solutions	951 Broken Sound Parkway NW, Suite 250 Boca Raton, FL	9155 S Dadeland Blvd Suite 1112 Miami, FL	Victor Dellovo
NWN Corporation	590 Madison Avenue, 38 th Floor New York, NY	66 W Flagler Street Suite 900 Miami, FL	James Sullivan
PC Solutions & Integration Inc dba PCS	4937 SW 75 Avenue Miami, FL	Same	Michelle Rudnick
SHI International Corp	290 Davidson Avenue Somerset, NJ	None	Thai Lee

Vendor	Principal Address	Local Address	Principal
Step CG LLC	50 E RiverCenter Boulevard Suite 900 Covington, KY	None	Jim West

Vendors Not Prequalified for Pool

SPD is providing guidance to vendors that did not meet the prequalification requirements. Upon submission of the required documents and/or verification of information, the vendor(s) may be added to the pool. Outreach efforts will continue to encourage additional participation.

Vendor	Local Address	Reason for Not Recommending
Centurylink Communications LLC dba Lumen Technologies	No	Vendors did not submit the required documents to satisfy the prequalification criteria. Upon submission of the required documents, the vendor may be added to the pool.
M E Global Supplies Inc	Yes	
Virtual Technologies Group LLC	No	

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.

Pursuant to Resolution No. R-140-15, prior to re-procurement, a full review of the scope of services was conducted to ensure the replacement pool reflects the County's current needs. The review included conducting market research, posting a draft solicitation for industry comments, and holding meetings and drafting sessions with the user departments.

Applicability of Ordinances and Contract Measures

- The User Access Program applies where permitted by funding source.
- Small Business Enterprise measures will be determined prior to advertising each spot market competition. Local Preference will be applied at the time of spot market competition where permitted by funding source.
- The Living Wage Ordinance does not apply.



Carladenise Edwards
 Chief Administrative Officer



MEMORANDUM
(Revised)

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

DATE: January 21, 2025

FROM: 
Gen Bonzon-Keenan
County Attorney

SUBJECT: Agenda Item No. 8(P)(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**
- 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)(7)
1-21-26

RESOLUTION NO. _____

RESOLUTION AUTHORIZING ESTABLISHMENT OF PREQUALIFICATION POOL EVN0014784, VOICE/DATA COMMUNICATION PRODUCTS & SERVICES, IN AN AMOUNT NOT TO EXCEED \$30,050,000.00 FOR A FIVE-YEAR TERM FOR ITD ON BEHALF OF MULTIPLE COUNTY DEPARTMENTS AND CONSTITUTIONAL OFFICES; AND AUTHORIZING THE COUNTY MAYOR OR COUNTY MAYOR'S DESIGNEE TO 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 ADD VENDORS TO THE POOL AT ANY TIME, SUBJECT TO RATIFICATION BY THE BOARD ON A BI-ANNUAL BASIS; PROVIDED THAT ANY CONTRACT AWARD UNDER THE POOL EXCEEDING \$5,000,000.00, OR \$1,500,000.00 FOR MIAMI-DADE AVIATION DEPARTMENT, IS RATIFIED BY THE BOARD

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 authorizes establishment of Prequalification Pool EVN0014784, Voice/Data Communication Products & Services, in an amount not to exceed \$30,050,000.00 for a five-year term for ITD on behalf of multiple County departments and constitutional offices; and authorizing the County Mayor or County Mayor's designee to (a) 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 (b) add vendors to the pool at any time, subject to ratification by the board on a bi-annual basis;

provided that any contract award under the pool exceeding \$5,000,000.00, or \$1,500,000.00 for Miam-Dade Aviation Department, is ratified by the Board. A copy of the pool documents 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 | |

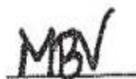
The Chairperson thereupon declared this resolution duly passed and adopted this 21st day of January, 2026. This resolution shall become effective upon the earlier of (1) 10 days after the date of its adoption unless vetoed by the County Mayor, and if vetoed, shall become effective only upon an override 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.



Michael B. Valdes