

RESOLUTION NO. 2019-61

AUTHORIZING CONTRACT NO. 2019-040 WITH AT&T NATIONAL MOBILITY ACCOUNTS, LLC TO PROVIDE MOBILE DATA SERVICES IN AN AMOUNT NOT TO EXCEED \$2,047,583.40 FOR THE BASE FIVE YEARS, AND \$409,516.68 FOR EACH OPTION YEAR, FOR A TOTAL CONTRACT AMOUNT NOT TO EXCEED \$2,866,616.76 FOR SEVEN YEARS (GENERAL FUND, INTELLIGENT TRANSPORTATION SYSTEMS DEPARTMENT BUDGET)

WHEREAS, the Authority has a need for mobile data services for operations and passenger Wi-Fi; and

WHEREAS, the proposal of AT&T National Mobility Accounts, LLC, located at 208 South Akard Street, Dallas, Texas, to provide mobile data services, was received on April 18, 2019; and

WHEREAS, after negotiations, the proposal of AT&T National Mobility Accounts, LLC to provide mobile data services, in the not to exceed amount of \$2,047,583.40 for the base five years, and \$409,516.68 for each of two option years, for a total contract amount not to exceed \$2,866,616.76 for seven years, was determined to be the most advantageous to the Authority, cost and other factors considered; and

WHEREAS, the Interim CEO, General Manager/Secretary-Treasurer deems the negotiated offer of AT&T National Mobility Accounts, LLC to provide mobile data services to be in the best interest of the Authority and recommends acceptance thereof by the Board of Trustees.

NOW, THEREFORE, BE IT RESOLVED by the Board of Trustees of the Greater Cleveland Regional Transit Authority, Cuyahoga County, Ohio:

Section 1. That the offer of AT&T National Mobility Accounts, LLC, as negotiated, to provide mobile data services is hereby accepted.

Section 2. That the Interim CEO, General Manager/Secretary-Treasurer of the Authority be and he is hereby authorized to enter into a contract with AT&T National Mobility Accounts, LLC for mobile data services.

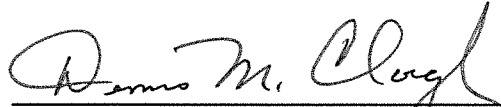
Section 3. That said contract shall be payable from the General Fund, Intelligent Transportation Systems Department budget, in an amount not to exceed \$2,047,583.40 for the base five years, and \$409,516.68 for each option year, for a total contract amount not to exceed \$2,866,616.76 for seven years.

Section 4. That said contract shall be binding upon and an obligation of the Authority contingent upon future funding, compliance by the contractor to the Specifications and Addenda, if any; the Affirmative Action Plan adopted by the Board of Trustees in Resolution No. 2015-76; bonding and insurance requirements and all applicable laws relating to contractual obligations of the Authority.

Section 5. That the Greater Cleveland Regional Transit Authority's Board of Trustees expects that AT&T National Mobility Accounts, LLC will attempt to exceed the 0% minimum DBE goal assigned to this procurement.

Section 6. That this resolution shall become effective immediately upon its adoption.

Adopted: June 18, 2019

  
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President

Attest:   
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Interim CEO, General Manager/Secretary-Treasurer



<b>TITLE/DESCRIPTION:</b> <b>CONTRACT: MOBILE DATA SERVICES</b> <b>VENDOR: AT&amp;T MOBILITY NATIONAL ACCOUNTS, LLC</b> <b>AMOUNT: NTE \$2,047,583.40 FOR THE BASE FIVE YEARS AND \$409,516.68 FOR EACH OPTION YEAR, FOR A TOTAL AMOUNT NTE \$2,866,616.76 FOR SEVEN YEARS</b>	<b>Resolution No.:</b> 2019-61
	<b>Date:</b> June 13, 2019
	<b>Initiator:</b> Intelligent Transportation Systems
<b>ACTION REQUEST:</b> <input checked="" type="checkbox"/> Approval <input type="checkbox"/> Review/Comment <input type="checkbox"/> Information Only <input type="checkbox"/> Other _____	

- 1.0 **PURPOSE/SCOPE:** This action will allow the Authority to enter into a contract to provide mobile data services for a period of five years with two, one-year options.
- 2.0 **DESCRIPTION/JUSTIFICATION:** In order to provide safe and efficient service, the Authority has radios and computers installed on each vehicle. This technology provides communications between Service Quality and the vehicle operator, and it also demonstrates the vehicle's location. The Authority's Service Quality department manages service while in operation, allowing supervisors to communicate 24/7 with field supervisors, operators and other employees through radio communication and Computer Aided Dispatch/Automated Vehicle Location (CAD/AVL) software.

The Authority is upgrading its radio and onboard computer equipment. The Authority is installing mobile gateway routers on each vehicle and will utilize commercial cellular service to provide data to the CAD/AVL and other transit connected systems for real-time communication. Additionally, the Authority is providing unlimited and complimentary Wi-Fi on all buses and trains.

The Authority sought proposals from commercial cellular providers for monthly, unlimited 4G, or better data coverage for a period of five years with two, one-year options. The data coverage will be utilized by each vehicle through the mobile gateway router (or other devices), real-time signage, and mobile tablets. Mobile data coverage will be available within the outer parts of Medina and Lake County and throughout Cuyahoga County. There will be cellular service within the Authority's garages and within the downtown area to ensure all data is captured effectively.

- 3.0 **PROCUREMENT BACKGROUND:** The Request for Proposals ("RFP") was posted on the procurement website and advertised in the local newspapers. Three (3) proposals were received on April 18, 2019 in response to this solicitation. After evaluation by a panel of Authority employees in accordance with established Procurement Department policies and procedures and, after negotiations, the proposal of AT&T Mobility National Accounts, LLC to provide mobile data services was selected as the most advantageous to the Authority. This contract will be in an amount not to exceed \$2,047,583.40 for the base five years, and \$409,516.68 for each of the two option years, for a total contract amount not to exceed \$2,866,616.76 for a seven year period.

There will be two cellular plans per vehicle. The first plan is unlimited data for operations, which includes FirstNet, and allows for real-time vehicle location, canned messages, real-time vehicle diagnostics, and turn-by-turn navigation. FirstNet is the nation's public safety communications network and will allow for priority communications in the event of major events or an emergency. This data plan for operations is \$32.99 per vehicle per month. The second plan is unlimited data for passenger Wi-Fi, allowing for dedicated and complimentary Wi-Fi for buses and trains. This data plan for passenger Wi-Fi is \$30.00 per vehicle per month.

AT&T Mobility National Accounts, LLC, with a local office in Cleveland, OH, has more than 156 million wireless subscribers in the U.S. and Mexico and provides wireless data in more than 200 countries. It provides coverage to more than 99.9% of the U.S. population and to more than 400 million people in North America. AT&T Mobility National Accounts, LLC is the fastest mobile broadband network in the U.S. and will allow the Authority to utilize FirstNet. Clients of AT&T Mobility National Accounts, LLC include the Authority, City of Cleveland, Cuyahoga County, City of South Bend (IN), Oakland County (MI), and South East Pennsylvania Transit Authority.

A cost analysis was performed and the Procurement Department has determined the negotiated price to be fair and reasonable to the Authority.

- 4.0 AFFIRMATIVE ACTION/DBE BACKGROUND: All Affirmative Action requirements have been met. A 0% DBE goal was established for this procurement due to the lack of certified DBE firms.
- 5.0 POLICY IMPACT: Does not apply.
- 6.0 ECONOMIC IMPACT: This contract will be funded through the General Fund, Intelligent Transportation Systems Department budget, in an amount not to exceed \$2,047,583.40 for the base five years, and \$409,516.68 for each option year, for a total contract amount not to exceed \$2,866,616.76 for seven years. This total is 3% lower than the projected budget.
- 7.0 ALTERNATIVES: Reject this offer. Rejection of this offer will prevent the Authority from upgrading the computer aided dispatch/automated vehicle location software, which allows for real-time communication, and will prevent the Authority from offering unlimited passenger Wi-Fi.
- 8.0 RECOMMENDATION: This procurement was discussed by the Board of Trustees at the June 4, 2019 Operational Planning & Infrastructure Committee meeting. It is recommended that the offer of AT&T Mobility National Accounts, LLC, as negotiated, be accepted and the resolution passed authorizing the Interim CEO, General Manager/Secretary-Treasurer to enter into a contract.
- 9.0 ATTACHMENTS: None.

Recommended and certified as appropriate to the availability of funds, legal form and conformance with the Procurement requirements.

  
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Interim CEO, General Manager/Secretary-Treasurer