



ARLINGTON COUNTY, VIRGINIA

County Board Agenda Item Meeting of October 20, 2012

DATE: September 25, 2012

SUBJECT: Award of Contracts for the construction of Last Mile fiber optic network terminations to four (4) contractors and Award of Contracts for maintenance and emergency restoration services of the County's fiber optic network for a five (5) year period to two (2) contractors, both as part of ConnectArlington – Invitation to Bid Number 702-12.

C. M. RECOMMENDATIONS:

1. Approve the award of the construction Contracts Numbered 702-12-1, 2, 3, 4, in an amount not to exceed \$5,370,000 in total for all the Contracts, to Jones Utilities Construction, Inc., KCI Convergent Technologies, Inc., N to N Fiber, Inc., and Southern Maryland Cable, Inc.
2. Approve the award of maintenance and emergency restoration services Contracts Numbered 702-12-5, 6, to KCI Convergent Technologies, Inc., as the primary contractor, and to N to N Fiber, Inc. as the secondary contractor.
3. Authorize the Purchasing Agent to execute the Contract Documents subject to review of such documents by the County Attorney.

ISSUES: County Board approval is required for award of construction contacts over \$250,000. There are no outstanding issues.

SUMMARY: Following the collaborative efforts of Arlington Public Schools (APS) and Arlington County Government (ACG), this project addresses the connection of over 70 APS and ACG sites to the County's Intelligent Transportation System (ITS) and Public Safety Radio Ring fiber optic backbone network as well as general maintenance of the County's entire fiber optic network. The construction at each site will be prioritized based on need and backbone fiber availability, and performed underground where practical and economically feasible. Each site will be assigned as individual task orders to contractors on a rotational basis to ensure timely connections. This will allow the first stage of the Last Mile project connections to the backbone fiber to be completed during fall 2013 while providing for a cost effective maintenance plan. The four (4) contractors recommended for the award have experience in localities similar to

County Manager:

BMD/mjs

County Attorney:

[Signature]

[Signature]

16.

Staff: Christopher Conley, Department of Technology Services

Arlington County and have demonstrated expertise essential to the project. In addition, two contractors are recommended for maintenance and emergency restoration services

BACKGROUND: These contracts provide for the extension of fiber from the ITS fiber optic backbone network to over 70 ACG and APS sites over approximately the next five years. An Invitation to Bid was developed to identify qualified contractors, maximize efficiency in completing the connection of ACG and APS to the fiber optic network, and securing a robust medium-term maintenance and emergency restoration services agreement. Due to the scope of the project and the associated time constraints, a project plan was designed that would allow multiple vendors to work simultaneously to install fiber optic cable to the sites to which they were assigned. Additionally, the lowest qualified bidder will perform maintenance and emergency restoration responsibilities for the entire fiber optic network for a period of five (5) years, with the next lowest qualified bidder serving as an alternate. On September 25, 2012, the Purchasing Agent received four (4) responses to Invitation to Bid Number 702-12. All four (4) bidders met the initial experience-based evaluation criteria. Since all four (4) bidders submitted competitive pricing below the estimated project value, all bidders were selected for award.

DISCUSSION: Upon meeting initial qualification requirements, each qualified bidder's unit pricing was entered into a formula designed to imitate a typical project. The evaluation process yielded a recommendation that the award be made to the following firms (listed from lowest bid to highest bid):

Fiber optic network construction services:

- KCI Convergent Technologies, Inc.
921 Mercantile Drive Suites KJH
Hanover, MD 21076

- N to N Fiber, Inc.
8664 Virginia Meadows Drive
Manassas, VA 20109

- Jones Utilities Construction, Inc.
436 TV Drive
Fredericksburg, VA 22408

- Southern Maryland Cable, Inc.
5932 Old Solomons Island Road
PO Box 30
Tracy's Landing, MD 20779

The construction projects will be assigned as individual task orders to contractors on a rotational basis in the order from the lowest to the highest bidder. Values of each task order will range from \$18,000 to \$175,000 with an average project value of \$50,000. The task orders will be equitably distributed among all contractors based on project values. A contractor may be passed over in rotation if the difference between dollar values awarded to that contractor and the contractor with

the lowest awarded dollar value since the initial award is greater than 20 percent, or if the projects currently assigned to this contractor are not at least 80 percent complete.

Maintenance and emergency restoration services for a five-year period are recommended for award to the companies listed below:

- Primary services provider: KCI Convergent Technologies, Inc.
- Secondary services provider: N to N Fiber, Inc.

The primary provider will be contacted for all maintenance and emergency restoration services work. The secondary provider will be assigned work only when the County is unable to reach the primary contractor, when the primary contractor is unable to accept the work request, or during emergency events where all restoration cannot be handled by the primary contractor.

As the lowest bidder, KCI Convergent Technologies, Inc. is recommended as the primary maintenance provider. As the next lowest bidder, N to N Fiber, Inc. is recommended as the alternate maintenance provider.

FISCAL IMPACT: The budget for the last mile connection of the ConnectArlington capital project, \$5,370,000 is comprised of Arlington County Government 2012 General Obligation Bonds, Arlington Public School funds and Cable INET funds. The 2012 GO Bond funds are pending voter approval during the November 6, 2012, election. The construction contract will only be awarded if the bonds are authorized and funds will be appropriated to the project at the time the bonds are sold. The APS funds (approximately \$1.9M) are from previously authorized 2010 GO bonds to be sold in Fiscal Year (FY) 2013. Cable INET funds (approximately \$0.5M) are payments made to the county for capital INET purposes from Comcast and Verizon cable companies based on the current cable agreements. Starting in FY 2014 there is also an annual operational maintenance obligation for the entire network projected at \$200,000 to be shared between the County and Schools. This estimate is based on the frequency and type of services anticipated to be provided and will increase in future years as more sites are built and become operational.