



## ARLINGTON COUNTY, VIRGINIA

### County Board Agenda Item Meeting of December 8, 2012

**DATE:** November 14, 2012

**SUBJECT:** Award of Contract to KCI Convergent Technologies, Inc. for the construction of the Public Safety Radio Ring fiber optic network - Invitation to Bid Number 539-13.

#### **C. M. RECOMMENDATIONS:**

1. Approve the award of Contract Number 539-13 to KCI Convergent Technologies, Inc. in the amount of \$1,755,022.39, with a contingency of \$351,004.48, for a total contract value of \$2,106,026.87.
2. 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 contracts over \$250,000. There are no outstanding issues.

**SUMMARY:** This project provides for a redundant path of communication for the County's critical public safety radio system. The construction will be performed underground and is expected to be completed during fall 2013. The contractor recommended for the award has experience in localities similar to Arlington County and has demonstrated expertise essential to the project.

**BACKGROUND:** The County's current public safety radio system operates by microwave, requiring the precise alignment of antennas and a direct line of sight from one tower to the next. Construction of tall commercial buildings in the line of site path disrupts the effectiveness of the microwave signal. Connecting the six towers in a ring via the County's fiber optic network mitigates the effect of a building physically blocking the communication of two towers or of misalignment caused by an adverse weather event.

This contract provides for the extension of fiber from the ITS fiber optic backbone network to the six emergency radio towers. An Invitation to Bid was developed to identify and solicit qualified contractors. On November 27, 2012, the Purchasing Agent received three (3) responses to Invitation to Bid Number 539-13. Three (3) bidders met the initial experience-based

County Manager:

*BMD/mjs*

County Attorney:

*[Signature]*

*MNC*

13.

Staff: Christopher Conley, Department of Technology Services

evaluation criteria. The lowest bidder was selected from the following three (3) qualified bidders.

Vendor	Bid	Bid with Contingency
Chesapeake Electrical Systems, Inc.	\$2,981,372.52	\$3,577,647.02
<b>KCI Convergent Technologies, Inc.</b>	<b>\$1,755,022.39</b>	<b>\$2,106,026.87</b>
Southern Maryland Cable, Inc.	\$3,340,529.00	\$4,008,634.80

**DISCUSSION:** Upon meeting initial qualification requirements, each qualified bidder’s pricing was compared to all bidders’ qualified pricing. The evaluation process yielded a recommendation that the award be made to the following firm:

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

**FISCAL IMPACT:** The budget for the Public Safety Radio Ring construction, part of the ConnectArlington capital project, is \$2,106,026.87. Funding is available from the 2004 Industrial Development Authority (IDA) bond for the Emergency Communications Center and 2012 Community Infrastructure bond. 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 – maintenance of the Public Safety Radio Ring is included in this figure. This estimate is based on the frequency and type of services anticipated to be provided and will increase in future years as more County and School sites are built and become operational.