

City of Sacramento

Legislation Details (With Text)

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Title: Agreement: Exclusive Distributed Antenna System (DAS) Service Provider at the Sacramento Convention Center

Sponsors:

Indexes:

Code sections:

Attachments:

Date	Ver.	Action By	Action	Result
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Title:
Agreement: Exclusive Distributed Antenna System (DAS) Service Provider at the Sacramento Convention Center

File ID: 2018-01768

Location: District 4

Recommendation:

Pass a Motion: 1) awarding a Professional Services Agreement for an exclusive Distributed Antenna System (DAS) service provider at the Sacramento Convention Center to Boingo LLC with an initial term through November 30, 2030 or ten years from the date the Convention Center renovation is complete and open to the public, whichever is later, with two additional five-year extension options; and 2) authorizing the City Manager or City Manager's designee to execute the Professional Services Agreement with Boingo LLC.

Contact: Dustin Hollingsworth, Facilities & Real Property Superintendent, (916) 808-5538; Steven Sakakihara, Administrative Officer, (916) 808-7146, Convention & Cultural Services Department

Presenter: None.

Attachments:

- 1-Description/Analysis
- 2-Professional Services Agreement with Boingo LLC

Description/Analysis

Issue Detail: On May 11, 2018, Request for Proposal (RFP) No. P18171131004 was released via the City's bid portal (Planet Bids) to solicit proposals for an exclusive distributed antenna system (DAS) service provider at the Convention Center. The DAS will provide continued cellular service at the Convention Center once the Convention Center renovations are complete and reopened to the public.

Following this RFP process, staff recommends awarding an agreement for an exclusive DAS service provider at the Sacramento Convention Center to Boingo LLC with an initial term through November 30, 2030 or ten years from the date the Convention Center renovation is complete and open to the public, whichever is later, with two additional five-year extension options.

Policy Considerations: The recommendations in this report are consistent with the provisions of Sacramento City Code Chapter 3.64: Contracts for Professional Services. Per City Code 3.64.020, agreements for professional services where the amount to be expended equals or exceeds one hundred thousand dollars (\$100,000) requires city council authorization to execute.

Economic Impacts: None.

Environmental Considerations: Under the California Environmental Quality Act (CEQA), continuing administrative activities, such as what is recommended in this report, does not constitute a "project". [CEQA Guidelines section 15378(b)(2).]

Sustainability: None.

Commission/Committee Action: None.

Rationale for Recommendation: There were six proposals submitted prior to the proposal due date of 2pm on June 21, 2018. The proposals were evaluated by a panel of City staff from various departments and were evaluated based on the following criteria:

- Design, Build, Furnish and Install Strategy
- Quality Assurance, Expandability
- Experience and Responsibility
- Marketing, Customer Service
- Reasonableness of Terms of the Agreement
- Financial Consideration

The panel determined the proposal submitted by Boingo LLC was the best overall, providing one of the better marketing plans to obtain cellular phone service providers and offered one of the most

beneficial customer service availability.

Financial Considerations: Carrier access fees that are paid by cellular phone service providers utilizing the DAS at the Convention Center are shared between Boingo LLC and the Convention Center.

Boingo LLC will provide 35% of the recurring monthly carrier access fees to the Convention Center as a commission, with a minimum annual guarantee of \$25,000.

Additionally, Boingo LLC will provide \$10,000 by December 31, 2022 toward the sponsorship of Science, Technology, Engineering and Math (STEM) education and programs in the local Sacramento community, with an additional \$10,000 for each five-year contract extension.

Local Business Enterprise (LBE): Not applicable.