

## ORDINANCE/RESOLUTION REQUEST

Please email requests to the Mayor's Legislative Team

at [MileHighOrdinance@DenverGov.org](mailto:MileHighOrdinance@DenverGov.org) by **3:00pm on Monday**. Contact the Mayor's Legislative team with questions

Date of Request: 6/20/2022

Please mark one: ☐ Bill Request or ☒ Resolution Request

### 1. Type of Request:

- ☒ Contract/Grant Agreement ☐ Intergovernmental Agreement (IGA) ☐ Rezoning/Text Amendment  
☐ Dedication/Vacation ☐ Appropriation/Supplemental ☐ DRMC Change  
☐ Other:

### 2. Title: (Start with *approves*, *amends*, *dedicates*, etc., include name of company or contractor and indicate the type of request: grant acceptance, contract execution, contract amendment, municipal code change, supplemental request, etc.)

Approves a contract with Zayo Group, LLC. for \$5,000,000 and for five years to provide telecommunication services to meet the City's current and future connectivity needs

### 3. Requesting Agency: Technology Services

### 4. Contact Person:

|                                                                               |                                                                                         |
|-------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------|
| Contact person with knowledge of proposed ordinance/resolution                | Contact person to present item at Mayor-Council and Council                             |
| Name: Sean Greer                                                              | Name: Joe Saporito                                                                      |
| Email: <a href="mailto:sean.greer@denvergov.org">sean.greer@denvergov.org</a> | Email: <a href="mailto:joseph.saporito@denvergov.org">joseph.saporito@denvergov.org</a> |

### 5. General description or background of proposed request. Attach executive summary if more space needed:

The City's Technology Services' team sources and manages telecommunications services for approximately 180 sites within the City's geographic territory. There are currently over 220 connections (using a variety of links) to connect these buildings to its primary data centers. The City solicited telecommunication service providers through General Services and is seeking to contract with the awarded proposers. Zayo Group is one of the service providers that has been awarded through this solicitation process. Technology Services is requesting approval of a contract for Zayo Group to provide and deploy wide-area networking (WAN), metropolitan area networking (MAN), Voice services (analog/digital phones lines), Internet and other telecommunications services to meet the City's current and future connectivity needs.

### OBJECTIVES:

The City expects to achieve the following objectives through this contract:

1. Reduce monthly subscription costs through competitive lower rates
2. Enhance network performance
3. Improve customer service/support
4. Simplify billing processes
5. Achieve flexibility to procure services
6. Achieve consistent customer service and service level support for all sites and services
7. Take advantage of new services and features that are available in the marketplace

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## **Service Descriptions:**

**Metropolitan Area Network (MAN):** Telecommunications network that interconnects computers within a limited geographical area. This is how City buildings are connected.

**WAN (Wide Area Network):** Telecommunications network that extends over a large geographical area for the primary purpose of computer networking. This allows the City access to the internet and various cloud services.

**Dark Fiber:** Optical fiber deployed without the termination equipment required to allow communications. This allows the City access to supplier's infrastructure without associated connection services. The City would use the infrastructure and provide its own additional equipment to provide the services. This allows the City to obtain a lower cost for the infrastructure and flexibility with the services provided (Technology Services can scale up or down on bandwidth). The City's data centers are connected with dark fiber channelized to provide single high-speed broadband speeds between them.

The City utilizes a combination of private and carrier-provided dark fiber to provide high speed broadband connectivity between the City's data centers, multiple core sites within the City and various remote sites across the City of Denver.

A total of six (6) hub collector sites are distributed throughout the City core to collect and aggregate all dark fiber links from the various remote sites. Through this contract, suppliers will provide co-location services to contain the City's networking equipment and grants access for the City to manage and maintain the equipment.

**Co-Location:** Data center facility in which a business can rent space for servers and other computing hardware.

The City subscribes to approximately one hundred sixty-five (165) monthly MAN/WAN network connections to provide connectivity between the City's Data Centers and remote sites.

### **Internet:**

The City subscribes to approximately one hundred and fifty dedicated internet connections at locations within the City's geographical districts. This includes Voice over Internet Protocol (VoIP) services.

### **Analog Voice Services:**

The City subscribes to approximately one thousand two hundred (1,200) analog lines at various locations within the City's geographical districts. This includes flat rate business lines, also referred to as "plain old" telephone service, this provides access and dial tone for analog voice, modems and alarms.

### **Primary Rate Interface (PRI) Voice:**

The City subscribes to approximately twenty-five (25) PRI circuits at various locations within the City's geographical districts. PRI services are digital telecommunications connection that allows for 23 concurrent transmissions of voice, data, or video traffic between the network and the user.

Through the solicitation process, the City is awarding multiple telecommunication service providers. Each of the resulting contracts will follow the Mayor / City Council approval process. The City will benefit by working with multiple partners for such reasons as:

- Multiple contracts will allow the City access to the most innovative and up-to-date service offerings
- The City will maintain competitive pricing throughout the life of the contracts as suppliers will be competing with each other for services
- These contracts will allow the City access to a larger amount of disparate infrastructures as the various telecommunication service providers maintain multiple networks throughout the City
- The City currently spends an estimated \$2.5 - \$3.0M / year on telecommunication services

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- The maximum contract amount will allow for continued growth in usage
- Flexibility to provide service to new facilities (i.e. Western Stock Show Complex) and for unpredicted and situational events (i.e. COVID-19 Pandemic)

6. **City Attorney assigned to this request (if applicable):** Steve Hahn

7. **City Council District:** N/A - Citywide

8. **\*\*For all contracts, fill out and submit accompanying Key Contract Terms worksheet\*\***

### Key Contract Terms

**Type of Contract: (e.g. Professional Services > \$500K; IGA/Grant Agreement, Sale or Lease of Real Property):**

Standard Expenditure contract exceeding \$500,000

**Vendor/Contractor Name:** Zayo Group, LLC.

**Contract control number:** TECHS-202158403

**Location:** Citywide

**Is this a new contract?** ☒ Yes ☐ No **Is this an Amendment?** ☐ Yes ☒ No **If yes, how many?**

**Contract Term/Duration (for amended contracts, include existing term dates and amended dates):**

8/1/2022 - 8/1/2027 Duration: 5 years

**Contract Amount (indicate existing amount, amended amount and new contract total):**

| <i>Current Contract Amount</i><br>(A) | <i>Additional Funds</i><br>(B) | <i>Total Contract Amount</i><br>(A+B) |
|---------------------------------------|--------------------------------|---------------------------------------|
| \$5,000,000                           | N/A                            | \$5,000,000                           |

  

| <i>Current Contract Term</i> | <i>Added Time</i> | <i>New Ending Date</i> |
|------------------------------|-------------------|------------------------|
| 8/1/2022 - 8/1/2027          | N/A               | N/A                    |

**Scope of work:**

Vendor will provide and support the City with various telecommunications services.

**Was this contractor selected by competitive process?** Yes **If not, why not?**

**Has this contractor provided these services to the City before?** ☐ Yes ☒ No

**Source of funds:** Technology Services Operational Funds

**Is this contract subject to:** ☐ W/MBE ☐ DBE ☐ SBE ☐ XO101 ☐ ACDBE ☒ N/A

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**WBE/MBE/DBE commitments (construction, design, Airport concession contracts): N/A**

**Who are the subcontractors to this contract? N/A**

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