



Legislation Text

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Contract Request Template (Contracts; IGAs; Leases)

Date Submitted: 6-27-2022

Requesting Agency: Technology Services
Division:

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Item Title & Description:

(Do not delete the following instructions)

*These appear on the Council meeting agenda. Initially, the requesting agency will enter a 2-3 sentence description. Upon bill filling, the City Attorney's Office should enter the title above the description (the title should be in **bold** font).*

*Both the title and description must be entered between the red "title" and "body" below. Do **not** at any time delete the red "title" or "body" markers from this template.*

A resolution approving a proposed Agreement between the City and County of Denver and Zayo Group, LLC to provide telecommunication services to meet the City's current and future connectivity needs.

Approves a contract with Zayo Group, LLC for \$5 million and through 8-1-27 to provide telecommunication services to meet the City's current and future connectivity needs, citywide (TECHS-202158403). The last regularly scheduled Council meeting within the 30-day review period is on 8-1-22. The Committee approved filing this item at its meeting on 6-28-22.

Affected Council District(s) or citywide? Citywide

Contract Control Number: TECHS-202158403

Vendor/Contractor Name (including any "DBA"): Zayo Group, LLC.

Type and Scope of services to be performed:

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

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
 - 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)

Location (if applicable):

WBE/MBE/DBE goals that were applied, if applicable (construction, design, Airport concession contracts):

Are WBE/MBE/DBE goals met (if applicable)?

Is the contract new/a renewal/extension or amendment? New

Was this contractor selected by competitive process or sole source?

For New contracts

Term of initial contract: 8/1/2022 - 8/1/2027 Duration: 5 years

Options for Renewal:

How many renewals (i.e. up to 2 renewals)?

Term of any renewals (i.e. 1 year each):

Cost of initial contract term: \$5,000,000

Cost of any renewals:

Total contract value council is approving if all renewals exercised:

For Amendments/Renewals Extensions:

Is this a change to cost/pricing; length of term; terms unrelated to time or price (List all that apply)?

If length changing

What was the length of the term of the original contract?

What is the length of the extension/renewal?

What is the revised total term of the contract?

If cost changing

What was the original value of the entire contract prior to this proposed change?

What is the value of the proposed change?

What is the new/revised total value including change?

If terms changing

Describe the change and the reason for it (i.e. compliance with state law, different way of doing business etc.)