



City of Rochester Hills
AGENDA SUMMARY
FINANCIAL ITEMS

1000 Rochester Hills Dr.
Rochester Hills, MI 48309
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www.rochesterhills.org

Legislative File No: 2021-0389

TO: Mayor and City Council Members

FROM: Scott Cope, Director Building/Facilities/Ordinance
Vince Foisy, Supervisor of Communications

DATE: September 27, 2021

SUBJECT: Contract for Telecommunication Services

REQUEST:

City Council is requested to authorize the issuance of a blanket purchase order to Wide Open West, Inc. (WOW) of Madison Heights, Michigan for the City's Telecommunication Services including Voice, Data, and CATV for three years in the amount of \$215,000 Dollars.

REASON FOR PURCHASE:

Request for Proposals for Telecommunication Services was solicited utilizing the MITN system. Over 300 potential vendors were notified of the solicitation and the City received five (5) proposal responses by the due date and time. The responses were evaluated by a committee consisting of staff from the MIS Department, Communications and Purchasing in accordance with the criteria listed in the solicitation including telecommunication services product offerings, operational support, experience and pricing. The committee determined the proposal from Wide Open West, Inc. of Madison Heights, Michigan was the best value and recommends them for award for a three year term. Wide Open West, Inc. proposed faster speeds for the City's data at a lowest cost received.

Wide Open West, Inc. has provided these services in the past and performed satisfactorily.

The request is for the full three year budgeted amount to cover any new services that the City may encounter during the term.

PROCESS:

Vendor Name and Address:

Wide Open West, Inc.
32650 N Avis Drive
Madison Heights, MI 48071

Reason for Selection:

Best Value

Method of Purchase:

Blanket Purchase Order/Contract

BUDGET:

Funding is included in the FY 2021 Adopted Budget, the FY 2022 Proposed Budget and the FY 2023 Projected Budget.

Fund Name	Department Account No	Account No. Description	3-Year Budget Amount	3-Year Cost	Remaining Budget
Facilities	631.922000	Telephone Expense	\$215,000	\$215,000	\$0

RECOMMENDATION:

It is recommended that the Rochester Hills City Council authorize a blanket purchase order / contract to Wide Open West, Inc., 32650 N. Avis Drive, Madison Heights, MI 48071 for the Telecommunication Services including Data, Voice and CATV for City buildings for an amount not-to-exceed Two Hundred Ten Thousand (\$215,000) Dollars through September 30, 2024 and further authorizes the Mayor to execute a contract on behalf of the City.

APPROVALS:	SIGNATURE	DATE
Department Review		
Department Director		
Budget Content: Chief Financial Officer		
Purchasing Process: Supervisor of Procurement		
Mayor		
Deputy Clerk		

Contract Reviewed by City Attorney Yes N/A