



# **City of Grand Island**

**Tuesday, August 14, 2012**

**Council Session**

## **Item I3**

### **#2012-218 - Consideration of Approving Wireless Network Upgrade Contract**

**Staff Contact: Jaye Monter**

# **Council Agenda Memo**

**From:** Jaye Monter, Finance Director

**Meeting:** August 14, 2012

**Subject:** Approving Wireless Network Upgrade

**Item #'s:** I-2

**Presenter(s):** Andrew Duey, City of Grand Island Network Consultant  
- Duey's Computing Service, Inc.

## **Background**

On May 24, 2012 the City of Grand Island issued a request for qualifications to replace the 10 year old existing wireless networks installed at the 4 Fire Stations, Cemetery and Park Maintenance buildings. While the existing wireless radio network continues to function, the equipment is both obsolete and facing increased errors from dropped connections due to interference from trees and other wireless networks as the system ages. The connections currently support network communications for all locations including file and print sharing, internet access, e-mail access, remote desktop sessions, and remote maintenance tools.

## **Discussion**

Five proposals were received on June 20, 2012; reviewed and scored by Robyn Splattstoesser, IT Manager; Pat Larson, GIS Coordinator; and Andrew Duey, City of Grand Island Network Consultant.

The proposal submitted by Calhoun Communications Inc. of Sioux City, Iowa was scored as the best firm to complete the required work.

The proposed upgrade will replace the connections to Fire Station 1, Fire Station 2, Fire Station 3, Fire Station 4, Park Maintenance and the City Cemetery. In addition connections will be made to the City Library, City Golf Course, and the Street/Sign/Signal Shop, thereby eliminating the need for monthly fees at these two locations. This upgrade will increase speeds from the existing 2Mbps to at least 100Mbps to the connected sites and reduce dropped connections due to interference.

Also included in the proposal are additional connections that will serve as a backup to the existing fiber that connects several remote city offices. We will be connecting standby backup links at Phelps control and the Line/Underground location. These two locations are currently connected with overhead fiber that could easily be severed by falling tree limbs, accidents to utility poles or animals. The Phelps control connection also services internet access to Burdick and PGS. The Line/Underground provides internet access to the Storeroom, Street Division and Fleet Services.

The total cost of the proposal for this project from Calhoun Communications including equipment, labor, and backup equipment is \$78,410.79.

Additional project costs outside this proposal will include up to four, \$1,000 conditional use permits needed to install utility poles at Fire Stations 3, 4, the cemetery and possibly Fire Station 2. The City utility department will be installing the utility poles for a cost of \$4,000.

### **Alternatives**

It appears that the Council has the following alternatives concerning the issue at hand. The Council may:

1. Approve the contract with Calhoun Communications Inc. in the amount of \$78,410.79.
2. Disapprove or /Deny all of the submitted proposals
3. Postpone the issue to future date
4. Take no action on the issue

### **Recommendation**

City Administration recommends that the Council approve the Wireless Network Upgrade with Calhoun Communications Inc. for \$78,410.79.

### **Sample Motion**

Approve the Wireless Network Upgrade with Calhoun Communications Inc. for \$78,410.79.



PO BOX 3064  
Sioux City, IA 51102  
Telephone: (712) 233-9051  
Fax: (712) 233-9056  
sales@calhouncommunications.com

# Quotation

Date	Quotation No.
7/16/2012	4248

City of Grand Island  
Robyn Splattsoesser  
100 E. First Street  
Grand Island, NE 68801

P.O. Number	Project/Job	Terms	FOB
	PTP-PTMP Wireless Network	50%down/5...	sp

Description	Qty	Cost	Total
Tsunami MP 8100 Base Station Unit, 300 Mbps, MIMO 3x3, Type-N Connectors - US PoE	5		0.00
1-Year 24x7 Enhanced ServPak (LVL-4)	5		0.00
Tsunami MP 8150 Subscriber Unit, 300 Mbps, MIMO 2x2, 23 dBi Integrated antenna - US PoE	11		0.00
1-Year 24x7 Enhanced ServPak (LVL-2)	11		0.00
4.9-6GHz, Dual Polarity, Vertical /Horizontal, 16.5 dBi Sector Antenna - 60 degrees. Mounting kit Incd.	4		
Gigabit Surge Protector w/Shielded RJ45 to be used with MP8100	16		0.00
3', FSJ4-50, Swept w/ Test	10		0.00
Polyphaser Lightning arrestor 2- 6 GHz n male to n female	10		0.00
DB pipe to pipe mount welded center up to 5" dia pipe	4		

**Total**

- 1) For quotation purposes only, applicable taxes and freight not included unless specifically listed above.
- 2) This Quote is good for 30 days from above date and supercedes all previous quotes.
- 3) Calhoun installation labor figure does not include travel and living expenses unless specifically stated above. Actual travel and living expenses incurred will be invoiced upon completion of the on-site labor.
- 4) See attached Terms & Conditions

Signature \_\_\_\_\_



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Robyn Splattsoesser  
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P.O. Number	Project/Job	Terms	FOB
	PTP-PTMP Wireless Network	50%down/5...	sp

Description	Qty	Cost	Total
Universal antenna mount for small antennas including DBS satellite, 2.4 GHz grid dishes, Yagis and more. Grey powder coated, 90 degree tilt for wall or roof mounting, 16 inches tall.	7		0.00
Non penetrating ridge mount 1.66 OD x 5 ft mast w/pad	3		
Baird Non penetrating roof mount 2.88 OD x 10 ft mast. Outdoor rated Cat 6 cable shielded	1 3,200		0.00
SPARE: Tsunami MP 8100 Base Station Unit, 300 Mbps, MIMO 3x3, Type-N Connectors - US PoE	1		
SPARE: Tsunami MP 8150 Subscriber Unit, 300 Mbps, MIMO 2x2, 23 dBi Integrated antenna - US PoE	1		
Misc installation materials	1		

<b>Total</b>
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Robyn Splattsoesser  
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Grand Island, NE 68801

P.O. Number	Project/Job	Terms	FOB
	PTP-PTMP Wireless Network	50%down/5...	sp

Description	Qty	Cost	Total
Installation of 4 each base station radios and sector antennas on the top level antenna mounting arms at the City Hall Monopole with mounting apparatus, cabling and lightning suppression , installation of 1 each base station and panel antenna at Fire Station 3 with mounting apparatus, cabling and lightning suppression, installation of subscriber units with integrated antennas at Fire 1, Fire 2, Fire 3, Fire 4, Cemetery,Signal and sign, Golf Course, Line/Underground, Phelps and Library along with mounting apparatus, cabling and lightning suppression and test and turn up of complete system. Price includes all travel, lodging and meal expenses.	1		
Project total as described above		78,410.79	78,410.79

**Total**

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## Quotation

Date	Quotation No.
7/16/2012	4248

City of Grand Island  
Robyn Splattsoesser  
100 E. First Street  
Grand Island, NE 68801

P.O. Number	Project/Job	Terms	FOB
	PTP-PTMP Wireless Network	50%down/5...	sp

Description	Qty	Cost	Total
Calhoun Communications, Inc. will warrant all workmanship for a period of 12 months from date of install. This does not include acts of God such as floods, tornadoes, excessive winds, hail or other natural disasters. A minimum aggregate throughput of 100 Mbps is predicted at all sites. Calhoun Communications, will make necessary adjustments to the network if the throughput does not meet predicted levels. There will be no labor charges for this service. The only exception to this is Fire Station 2. We are unable to install a taller structure at this site. We feel the throughput will meet the minimum expectations but we cannot guarantee this site. If Calhoun Communications technicians are dispatched to Grand Island for a trouble call that is out of the workmanship warranty then a fee of \$90.00 per hour per man plus travel expenses will be billed. Travel expenses include motel, mileage, meals and an hourly rate of \$65.00 per man for travel time will be charged. The city of Grand Island will install a 60 foot wooden telephone pole at Fire Station 3, Fire Station 4 and the cemetery.			

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- 4) See attached Terms & Conditions

**Total** \$78,410.79

Signature \_\_\_\_\_

**Mail:**

P.O. Box 3064  
Sioux City, Iowa 51102-3064  
Telephone: (712) 233-9051 Fax: (712) 233-9056  
[calhouncommunications.com](http://calhouncommunications.com)

**Shipping:**

705 Douglas Street  
Suite 540  
Sioux City, Iowa 51101

## **TERMS AND CONDITIONS**

### **1. SELLER:**

The term "Seller" as used herein will refer to Calhoun Communications, Inc. , except in such instance where the Sales Contract is to acted upon and invoiced by another company or manufacturer, and this is so stated elsewhere in this document; an such instance the Seller's participation in this transaction shall be limited to that of agent for said manufacturer or company, and said manufacturer or company's standard terms and conditions of sale will become applicable to this transaction, and are hereby incorporated by reference. These terms of said sale will be made available by Seller upon request.

### **2. ACCEPTANCE:**

This Sales Contract (whether it is described on the face hereof as an Invoice, Proposal, Quotation, Purchase Order, Sales Contract or other descriptive term), when verbally agreed to or signed by the Buyer shall constitute an order by the Buyer at such time as such verbal agreement is conveyed to the Seller or when such signed agreement is physically delivered to the Seller, and upon acceptance of such order by the Seller, either in writing by the Seller, or by the Seller making delivery of the articles covered hereunder, shall constitute the only contract between the Buyer and the Seller for the purchase and sale of such articles.

Such acceptance shall be deemed completed at Seller's office located at the address set forth elsewhere in this document, and shall be regarded as an Iowa contract. Further, any litigation to resolve any controversies under such contract shall be brought in Woodbury County courts of The State of Iowa, and in no other jurisdiction.

In addition, this contract and the terms and conditions herein set forth may be changed only by written agreement of the parties, and in order to effect such change to this contract or any part thereof, any such changes or additions shall be marked on the face of this Sales Contract and must be initialed by both the Buyer and the Seller.

### **3. PRICES AND TERMS OF PAYMENT:**

Prices of articles covered herein based upon a cash transaction and are FOB point of shipment unless otherwise indicated. Seller reserves the right to adjust the price of articles covered herein to current prices in effect immediately prior to shipment. Terms of payment are cash with order, unless other terms are agreed to and stated within this Sales Contract.

### **4. SALES AND USE TAXES:**

Unless otherwise shown on this Sales Contract, no sales, use or excise taxes are included as a part of this Sales Contract. Buyer agrees to reimburse the Seller for ANY such taxes which may be assessed against and become payable by the Seller.

### **5. DELIVERY:**

Unless otherwise specified elsewhere in this Sales Contract, all shipments shall be FOB from point of shipment, and Buyer shall pay all shipping and insurance costs. Buyer shall have full responsibility for any loss of or damage to articles covered by this Sales Contract after delivery thereof by the Seller to the Carrier for shipment. If any articles are lost or damaged in shipment, it shall be the Buyer's responsibility to file any necessary claims with the Carrier.



## **6. RETURNS:**

Articles shipped as a part of this Sales Contract are not returnable for credit. Articles may be exchanged or returned for credit only at the sole discretion of the Seller. No articles may be returned to the Seller without prior written return authorization. Seller assumes NO responsibility for unauthorized returns.

## **7. WARRANTY:**

All articles listed in this Sales Contract are covered only by warranties issued by the original equipment manufacturer. Copies of individual article warranties are available from the Seller upon request. Except as set forth herein and except as to title, there are no warranties, or any affirmations of fact or promises by Seller with reference to the articles, or to the merchantability, fitness for particular application, signal coverage, infringement, or otherwise, which extend beyond the description of the articles contained herein.

## **8. DAMAGES:**

In consideration for any discounts given to Buyer from the manufacturer's published price, and in consideration of the other terms and conditions contained herein, Buyer agrees that the Seller shall in no event be liable for consequential, special or indirect damages arising out of or connected with this Sales Contract, including but not limited to claims by Buyer resulting from the manufacture, sale, delivery, resale, repair or use of any article or service covered by this Sales Contract.

## **9: TITLES AND REMEDIES:**

Until full payment of all obligations of Buyer hereunder (whether represented by notes, open account, judgment, or otherwise), Seller reserves title to all articles contained herein, or hereafter in connection therewith, whether or not the same is attached to the realty, and the same shall be considered as personal property and subject to the Purchase Money Security interest of the Seller hereby granted by Buyer.

In addition to and in no way limited by the provisions hereof, and subject and in addition to the terms of any security agreement between Seller and Buyer, If Buyer defaults in paying or performing any of his obligations hereunder, or becomes subject to insolvency, receivership or bankruptcy proceedings, or makes an assignment for the benefit of creditors or Buyer, without the prior written consent of Seller, sells, transfers, leases or mortgages the same, or moves it to another site, or any lien is placed herein, or other persons have or acquire an interest therein, or it is seized or attached by process of law, then in any such event Buyer shall be deemed to be in default hereunder.

In the event of default hereunder by Buyer, Seller may at his option, with or without notice, treat all amounts owing hereunder by Buyer, regardless of maturity date, to be immediately due and payable (subject to such credits as are required by law in order to enforce this Sales Contract) ; and repossess articles delivered to Buyer hereunder.

Seller may also upon such notice, if any, as required by law, keep the articles as its own, free from any claim on part of Buyer, retaining as compensation for the use or decrease in value of the articles all payments made thereon by Buyer.

## **10: GENERAL PROVISIONS:**

a. The waiver by Seller of any breach or any term, condition or covenant herein shall not be deemed a waiver of any other breach or any other term, condition or covenant. Section headings herein are for convenience and shall not be deemed to be among the terms, conditions or covenants herein.

b. Each provision of this Sales Contract is severable and, in the event that any one or more thereof may be declared invalid, the remainder shall nonetheless remain in full force and effect.

c. Seller reserves the right to correct clerical or typographical errors at any time without penalty.



Jason Eley, Purchasing Agent

*Working Together for a  
Better Tomorrow, Today*

**REQUEST FOR QUALIFICATIONS  
FOR  
WIRELESS NETWORK UPGRADE**

**RFP DUE DATE:** June 20, 2012 at 4:00 p.m.

**DEPARTMENT:** Information Technology

**PUBLICATION DATE:** May 24, 2012

**NO. POTENTIAL BIDDERS:** 6

**SUMMARY OF PROPOSALS RECEIVED**

**Hummingbird Networks**  
Simi Valley, CA

**Platte Valley Communications**  
Grand Island, NE

**D-El-Com LLC**  
Giltner, NE

**Windstream**  
Omaha, NE

**Calhoun Communications, Inc.**  
Sioux City, IA

cc: Jaye Monter, Finance Director  
Mary Lou Brown, City Administrator

Robyn Splattstoesser, IT Manager  
Jason Eley, Purchasing Agent

**P1562**

RESOLUTION 2012-218

WHEREAS, the City of Grand Island invited proposals to upgrade the existing wireless network with an updated system to connect remote sites to the network located at City Hall, and

WHEREAS, proposals were received, reviewed and evaluated in accordance with the established criteria in the RFQ; and

WHEREAS, Calhoun Communications Inc. of Sioux City, Iowa submitted a proposal to upgrade the wireless network connecting remote locations at Fire Station 1, Fire Station 2, Fire Station 3, Fire Station 4, City Cemetery, Park Maintenance, City Golf Course, Streets/Sign/Signal Shop, City Library to City Hall in the amount of \$78,410.79 and

WHEREAS, the proposed agreement has been reviewed and approved by the City Attorney's office;

NOW, THEREFORE, BE IT RESOLVED BY THE MAYOR AND COUNCIL OF THE CITY OF GRAND ISLAND, NEBRASKA, that the proposal from Calhoun Communications, Inc. of Sioux City, Iowa for wireless network upgrade costs of \$78,410.79 for the City of Grand Island is hereby approved.

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Adopted by the City Council of the City of Grand Island, Nebraska, August 14, 2012.

\_\_\_\_\_  
Jay Vavricek, Mayor  
Attest:

\_\_\_\_\_  
Brenda Sutherland, Acting City Clerk

Approved as to Form August 7, 2012	_____ City Attorney
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