AGENDA

» BROADBAND RFP RESULTS

» US Communities (USC) - GTSI
Submittals and Scoring

- There were four submittals
  - AT&T
  - Cogent
  - Phonoscope Lightwave, Inc.
  - Comcast Business Corporations, LLC was deemed non-responsive.
- Pricing was weighted at 50 percent of the total evaluation
- Phonoscope had the highest score

<table>
<thead>
<tr>
<th>Scoring Matrix</th>
<th>Maximum Score</th>
<th>AT&amp;T</th>
<th>Cogent</th>
<th>Phonoscope</th>
</tr>
</thead>
<tbody>
<tr>
<td>Conformance to RFP/SoW Requirements</td>
<td>50</td>
<td>42</td>
<td>32</td>
<td>40</td>
</tr>
<tr>
<td>NOC Operations and Service Delivery</td>
<td>125</td>
<td>103</td>
<td>79</td>
<td>99</td>
</tr>
<tr>
<td>Expertise/Experience/Qualifications</td>
<td>75</td>
<td>61</td>
<td>50</td>
<td>60</td>
</tr>
<tr>
<td>Pricing</td>
<td>250</td>
<td>208</td>
<td>136</td>
<td>218</td>
</tr>
<tr>
<td>Hire Houston First</td>
<td>25</td>
<td>0</td>
<td>0</td>
<td>25</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>525</strong></td>
<td><strong>414</strong></td>
<td><strong>297</strong></td>
<td><strong>442</strong></td>
</tr>
</tbody>
</table>

“Providing Innovative Service Delivery Supporting Our Customer's Customers”
Recommendation

» We recommend “split award”
  > AT&T be awarded the contract for all Houston Public Library locations, where they are the incumbent
  > Phonoscope Lightwave, Inc. for all non-Houston Public Library locations
  > Cost avoidance will enable capacity expansion

» Costs:
  > $10,480,000 for Phonoscope Services
  > $869,467 for AT&T Services
  > Total 5 year costs $11,349,467

» Target City Council Agenda – 2/20/13

“Innovative Service Delivery Supporting Our Customer’s Customers”
U.S. Communities Government Purchasing Alliance™ is a nationwide purchasing cooperative for local and state government agencies, school districts, higher education and nonprofits.

- Costs are reduced through pooling the purchasing power of public agencies nationwide.
- More than 39,200 public agencies utilize U.S. Communities™ contracts and suppliers to procure more than 1 billion dollars in products and services annually.
- Three (3) Primary Suppliers:
  1) GTSI provides technology products, professional services, and IT infrastructure solutions with certified engineers and project managers to government technology environments.
  2) Insight provides expert technical resources to facilitate high level demand and critical solution support.
  3) TechDepot offers valuable service and support for dedicated Account Teams, Volume Price Discounts and Free Pre-Sales Technical Support.
To achieve important Technology and Business Objectives for the City, HITS recommends approval of an 18 month strategic purchasing agreement award for $2.5M for GTSI.

Sustain the current Council Approval threshold at $300k to streamline standardized technology procurements and enable the City to maintain a more strategic position in managing technology initiatives, priorities and demands.

Current Spending Authority ends April 2013 and HITS & SPD have implemented improved controls for IT purchasing using this procurement vehicle.

Subject to E.O. 1-44 -> “visibility into all IT projects...citywide.”

SPD will bring this item to the full City Council on March 6, 2013. The approval should cover 18 months of purchasing activities.
## SPEND BREAKDOWN

<table>
<thead>
<tr>
<th>Vendor</th>
<th>Term</th>
<th>Spending Authority</th>
<th>Spend</th>
</tr>
</thead>
<tbody>
<tr>
<td>DIR</td>
<td>6/2012 – 6/2015</td>
<td>$120,000,000</td>
<td>4,562,036.63</td>
</tr>
<tr>
<td>GTSI</td>
<td>2/2013 – 8/2014</td>
<td>$2,500,000</td>
<td></td>
</tr>
</tbody>
</table>
Previous GTSI Utilization Breakdown
Go Forward Allocation for Requested Spend Authority

18 Month Allocation for $2.5Mil

- PWE, $1,216,362.71, 49%
- SWM, $134,744.36, 5%
- HEC, $310,594.19, 12%
- HITS, $408,205.92, 16%
- HPD, $120,089.88, 5%
- HPL, $149,182.60, 6%
- MCD, $- , 0%
- MYR, $160,820.35, 7%
- ARA, $- , 0%
M/WBE GOALS

» All purchases $100,000 or greater are assessed in terms of divisibility of work and M/WBE capacity to the type of work to be performed.

» The City assigns the M/WBE participation goal in the pre-procurement phase and will be referenced on each purchase order issued.
QUESTIONS?