

## ITEM 8



# Travis County Commissioners Court Agenda Request

**Meeting Date:** November 13, 2012

**Prepared By/Phone Number:** Scott Wilson/854-1182

**Elected/Appointed Official/Dept. Head:** Cyd Grimes

**Commissioners Court Sponsor:** Judge Biscoe

**Agenda Language:** Approve Contract Award for Cabling Installation Services, Time and Materials, Contract NO. 4400001201, to the Lowest Responsive Bidder, ACS Dataline, LP d/b/a Black Box Network Services.

- **Purchasing Recommendation and Comments:** Purchasing concurs with department and recommends approval of requested action. This procurement action meets the compliance requirements as outlined by the statutes. This contract will provide cabling installation services, which will be utilized for routine additions, changes, moves and cabling infrastructure projects.

On October 3, 2012, IFB NO. 1209-002-SW was issued through BidSync for Cabling Installation Services, Time and Materials. A total of three (3) bids were received on October 22, 2012. After evaluating the solicitations, Information Technology Services (ITS) recommends awarding a contract to the low responsive bidder, ACS Dataline, LP d/b/a Black Box Network Services, as the apparent low bidder is non-responsive because they did not meet the Panduit certification requirement.

This contract will be for one (1) initial year with three (3) one-year renewal options. The pricing shall remain firm for the period of the contract. The prices shall also remain firm for the option years, except for changes that are industry wide and beyond the control of the contractor. If such changes do occur, it will be the responsibility of the contractor to provide documentation to Travis County substantiating the changes to the bid prices.

- **Contract Expenditures:** Within the last 12 months \$569,864 has been spent against this requirement.

➤ **Contract-Related Information:**

Award Amount: Estimated Requirements, as needed basis

Contract Type: Annual

Contract Period: November 13, 2012 through November 12, 2013  
(with three (3) one-year renewal options)

➤ **Solicitation-Related Information:**

Solicitations Sent: 53

Responses Received: 3

HUB Information: N/A

% HUB Subcontractor: N/A

➤ **Funding Information:**

SAP Shopping Cart #: Shopping Carts will be entered as needed

Funding Account(s):

Comments:



**TRAVIS COUNTY INFORMATION TECHNOLOGY SERVICES**  
700 Lavaca St, Austin, TX 78701 (512) 854-9666 Fax (512) 854-4401

Travis County Courthouse, Austin, Texas

**DATE:** November 6, 2012  
**TO:** Cyd V. Grimes, C.P.M - Travis County Purchasing Agent  
**FROM:** Walter LaGrone, Interim Chief Information Officer  
**SUBJ:** Recommendation Bid # 1209-002-SW - Cabling Installation Service Time and Materials

**ITS Recommendation:**

*Award Bid- #1209-002-SW, Cabling Installation Services to ACS Dataline, dba, Black Box Network Services.*

**Summary and Staff Analysis:**

ITS recommends the award of the Bid to Black Box Network Services. There were three bidder's, BryComm, Black Box Network Services, and Titus Systems. All respondents provided bids for equivalent equipment and technical support. Bids presented were as follows:

BryComm \$ 928,750  
Black Box \$1,857,375  
Titus \$3,041,512

BryComm submitted the lowest bid. However, the Purchasing Office discovered that BryComm is not qualified due to it not meeting the ITS requirement for being a Panduit Certified Installer. The next lowest bidder is Black Box Network services and they do meet all ITS requirements. This would be the first time Black Box Network has worked with Travis County.

**Budgetary and Fiscal Impact:**

The funding is provided under the Line Items listed below:

- |                     |                     |
|---------------------|---------------------|
| 112-004-0001-511900 | 190-825-0001-511900 |
| 190-800-0001-511900 | 190-826-0001-511900 |
| 190-802-0001-511900 | 190-830-0001-511900 |
| 190-803-0001-511900 | 190-831-0001-511900 |
| 190-804-0001-511900 | 190-833-0001-511900 |
| 190-805-0001-511900 | 190-836-0001-511900 |
| 190-807-0001-511900 | 190-847-0001-511900 |
| 190-808-0001-511900 | 190-848-0001-511900 |
| 190-809-0001-511900 | 190-849-0001-511900 |
| 190-815-0001-511900 | 190-850-0001-511900 |

190-823-0001-511900	190-851-0001-511900
190-824-0001-511900	190-853-0001-511900
190-855-0001-511900	190-861-0001-511900
190-856-0001-511900	190-862-0001-511900
190-857-0001-511900	190-864-0001-511900
190-858-0001-511900	190-865-0001-511900
190-860-0001-511900	190-873-0001-511900

**Issues and Opportunities:**

Travis County ITS provides cabling services to county departments for office moves and space renovations. Cabling services include voice, data and cable TV signals running on coaxial, copper and fiber optic cabling.

**Background:**

On an annual basis, Travis County issues and awards a contract for cabling installation services to meet the cabling needs of the County for the coming year. This contract is utilized for routine adds/moves/changes as well as cabling infrastructure projects.

**Required Authorizations:**

Legal:	John Hille, County Attorney's Office
Purchasing:	Bonnie Floyd, Scott Wilson, Purchasing Office
Budget:	Leslie Browder, County Executive for Planning and Budget, Katie Petersen, Planning and Budget
ITS:	Trey Wallace, David Hopkins

<a href="#">BryComm</a> ✓	First Offer - \$20.00	500 / hour	\$10,000.00	
<b>Product Code:</b> <b>Unit Amount Text:</b> twenty <b>Total Amount Text:</b> ten thousand <b>Agency Notes:</b>		<b>Supplier Product Code:</b> <b>Supplier Notes:</b>		
<a href="#">ACS Dataline, dba, Black Box Network Services</a>	First Offer - \$45.00	500 / hour	\$22,500.00	
<b>Product Code:</b> <b>Unit Amount Text:</b> forty five dollars <b>Total Amount Text:</b> two hundred twenty five thousand dollars <b>Agency Notes:</b>		<b>Supplier Product Code:</b> <b>Supplier Notes:</b>		
<a href="#">Titus Systems, LP d/b/a Co Com Cabling Systems</a>	First Offer - \$68.44	500 / hour	\$34,220.00	
<b>Product Code:</b> <b>Unit Amount Text:</b> <b>Total Amount Text:</b> <b>Agency Notes:</b>		<b>Supplier Product Code:</b> <b>Supplier Notes:</b>		

**Supplier Totals**

<b>BryComm</b> ✓		<b>\$928,750.00 (18/18 items)</b>
Bid Contact	<b>Cory Brymer</b> <a href="mailto:cory.brymer@brycomm.com">cory.brymer@brycomm.com</a> Ph 512-712-4008	Address <b>1605 Bench Mark Drive</b> <b>Austin, TX 78728</b>
Qualifications	<b>SB TX</b>	
<b>Agency Notes:</b>	<b>Supplier Notes:</b>	
<b>ACS Dataline, dba, Black Box Network Services</b>		<b>\$1,857,375.00 (18/18 items)</b>
Bid Contact	<b>Bob Cotton</b> <a href="mailto:bob.cotton@blackbox.com">bob.cotton@blackbox.com</a> Ph 512-719-6619 Fax 512-719-6767	Address <b>2535 Brockton Drive, Suite 400</b> <b>Austin, TX 78758</b>
Qualifications	<b>LCL TX</b>	
<b>Agency Notes:</b>	<b>Supplier Notes:</b>	
<b>Titus Systems, LP d/b/a Co Com Cabling Systems</b>		<b>\$3,041,512.00 (18/18 items)</b>
Bid Contact	<b>Don Underwood</b> <a href="mailto:don.underwood@titus-systems.com">don.underwood@titus-systems.com</a> Ph 512-252-7171 Fax 512-252-7278	Address <b>1821 Central Commerce Court, Suite #100</b> <b>Round Rock, TX 78664-8546</b>
<b>Agency Notes:</b>	<b>Supplier Notes:</b>	

**Award Total**

\$928,750.00 (Does not apply to percentage or no price items.)

\*\*All bids/proposals submitted for the designated project are reflected on this tabulation sheet. However, the listing of the bid/proposal on this tabulation sheet shall not be construed as a comment on the responsiveness of such bid/proposal or as any indication that the agency accepts such bid/proposal as being responsive. The agency will make a determination as to the responsiveness of the vendor responses submitted based upon compliance with all applicable laws, purchasing guidelines and project documents, including but not limited to the project specifications and contract documents. The agency will notify the successful vendor upon award of the contract and, as according to the law, all bid/proposal responses received may be available for inspection at that time.