PROPOSAL: That the Board authorizes staff to negotiate a five (5) year contract with Verizon Network Services, Inc., for an amount not to exceed $2,841,105.00 for telecommunication services.

Amount: $2,841,105.00

Contractor: Verizon Network Services, Inc.
One Verizon Way
Basking Ridge, NJ 07920

Other Bidders: Fibertech
Rochchester, NY

AboveNet
White Plains, NY

$3,696,795.00

$3,809,275.20

PURPOSE: To provide the Authority with telecommunication services, including SONET (wide-area network) service, all voice service and internet service.

BACKGROUND: In 2003 the DRPA embarked on a major project to restructure its entire network. The project involved improving fiber at all bridge and PATCO facilities, building the internal local area networks within each facility utilizing all Cisco equipment, implementing voice over ip (VOIP), providing all internal and external voice services, including 911 and automatic call distribution, and wide-area services which provides the connectivity between all DRPA and PATCO facilities. These improvements were all provided under a five year contract with Verizon.

As this five year contract is set to expire later this year, we issued a Request for Proposal for these services. A total of nine potential proposers attended the mandatory, pre-proposal meeting and walk-throughs of our facilities. Of the original nine in attendance we only received proposals from
Verizon, Fibertech and AboveNet.

The proposals were reviewed by a team represented by Information Services and Internal Audit. The proposals were evaluated based upon four criteria,
1. Technical Response to the RFP
2. Pricing
3. Experience
4. References

While all firms presented proposals that were very good from a technical perspective, Verizon’s proposal was best on price, experience and references. A meeting was then conducted with Verizon to verify and confirm some of the technical and pricing details of their proposal.

Based on the above, staff recommends that the contract be awarded to Verizon Network Services, Inc. for $2,841,105.00.

**SUMMARY:**

<table>
<thead>
<tr>
<th>Amount:</th>
<th>$2,841,105.00</th>
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<tbody>
<tr>
<td>Source of Funds:</td>
<td>Revenue and General Funds</td>
</tr>
<tr>
<td>Capital Project #:</td>
<td>N/A</td>
</tr>
<tr>
<td>Operating Budget:</td>
<td>DRPA Utilities/PATCO Communications</td>
</tr>
<tr>
<td>Master Plan Status:</td>
<td>N/A</td>
</tr>
<tr>
<td>Other Fund Sources:</td>
<td>N/A</td>
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<tr>
<td>Duration of Contract:</td>
<td>5 years</td>
</tr>
<tr>
<td>Other Parties Involved:</td>
<td>N/A</td>
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</tbody>
</table>
RESOLUTION

RESOLVED: That the Board authorizes staff to negotiate a contract with Verizon Network Services, Inc. for an amount not to exceed $2,841,105.00 for telecommunication services.

RESOLVED: The Chair, Vice Chair and the Chief Executive Officer must approve and are hereby authorized to approve and execute all necessary agreements, contracts, or other documents on behalf of the DRPA. If such agreements, contracts, or other documents have been approved by the Chair, Vice Chair and Chief Executive Officer and if thereafter either the Chair or Vice Chair is absent or unavailable, the remaining Officer may execute the said document(s) on behalf of DRPA along with the Chief Executive Officer. If both the Chair and Vice Chair are absent or unavailable, and if it is necessary to execute the said document(s) while they are absent or unavailable, then the Chief Executive Officer shall execute such documents on behalf of DRPA.

SUMMARY: Amount: $2,841,105.00
Source of Funds: Revenue and General Funds
Capital Project #: N/A
Operating Budget: DRPA Utilities/PATCO Communications
Master Plan Status: N/A
Other Fund Sources: N/A
Duration of Contract: 5 years
Other Parties Involved: N/A

KAL
Information Services