

CITY OF CLOVIS

SOLE SOURCE DETERMINATION FORM

A sole source determination is not effective until the sole source request for determination has been posted for thirty (30) calendar days without challenge and subsequently approved, in writing, by the City of Clovis Chief Procurement Officer.

I. Name of Department: Information Technology _____
Contact Person: Paul Nelson _____
Telephone No.: (575) 763-9690 _____
E-Mail Address: pnelson@cityofclovis.org _____

II. Name of prospective contractor: Plateau Telecommunications _____
Address: 7111 N. Prince St. _____
City, State, ZIP Code Clovis, NM 88101 _____
Telephone No.: (575) 389-5100 _____ Fax No: _____
Email Address: beverlyb@plateautel.com _____

Amount of prospective contract: \$502,560 + applicable taxes _____

Term of prospective contract: 5 years _____

City of Clovis employees involved in determination:

Name	Phone number	E-mail Address
Paul Nelson	(575) 763-9690	pnelson@cityofclovis.org
Eugene Kelly	(575) 763-9691	ekelly@cityofclovis.org

III. Please thoroughly list the services (scope of work), construction or items of tangible personal property of the prospective contract: **Fiber based Transparent LAN Service (TLS), which is defined as a carrier linking together remote networks where it appears to be one contiguous network to the customer, to 23 City of Clovis facilities. Each facility will need a specific amount of bandwidth, which shall be symmetrical.**

IV. Provide an explanation of the criteria developed and specified by the department as necessary to perform the contract and upon which the department reviewed available resources. (Please do not use "technical jargon"; use plain English. Also, please do not tailor the criteria simply to exclude other contractors if it is not rationally related to the purpose of the contract.) **The criteria above connects the City of Clovis with the most reliable, secure method of communications. Copper based connectivity methods are not as reliable on long range links and we have had numerous problems with them in the past. That is why we chose a fiber optic based link. TLS allows us to make each facility a part of our larger network and allows us to securely manage it remotely. Each site also needs a specific amount of bandwidth and that bandwidth needs to be both upload and download. The reason for this is we send as much, or more, data than we receive when using our enterprise applications.**

- V. A detailed, sufficient explanation of the reasons, qualifications, proprietary rights or unique capabilities of the prospective contractor that makes the prospective contractor the **ONLY** source capable of providing the required professional service, service, construction or item(s) of tangible personal property. (Please do not state the source is the "best" source or the "least costly" source. Those factors do not justify a "sole source.").

Plateau is the only provider that can currently provide fiber optic based connectivity to all of our sites. Other providers can provide fiber optic cables to some of our sites but not all of them. Using multiple carriers would not be feasible because we would not be able to manage our network as one heterogeneous network.

- VI. Provide a detailed, sufficient explanation of how the professional service, service, construction or item(s) of tangible personal property is/are unique and how this uniqueness is substantially related to the intended purpose of the contract.

The uniqueness of this is that it allows the IT Department to effectively manage all our sites from any location. It allows interoperability between all the Departments of the City of Clovis and is reliable and fast enough for enterprise wide use. Due to the fact that we have facilities in and out of town, Plateau is in the unique position of having fiber optic based communication available at all of those locations.

- VII. Explain why other similar professional services, services, construction or item(s) of tangible personal property **cannot** meet the intended purpose of the contract.

As stated above, the other connectivity options, i.e. copper, are not as reliable or secure as the fiber optic-based setup. Also, with the fiber optic setup, we can have the speeds we need at all the locations we manage. The intended purpose of this contract is to provide a robust, reliable, and easily managed network infrastructure for the City of Clovis.

- VIII. Provide a narrative description of the procedures used by the department to justify due diligence in determining the basis for the procurement, including procedures used to conduct a review of available sources, such as researching trade publications, industry newsletters and the internet; reviewing telephone books, and other advertisements; contacting similar service providers; and reviewing the City of Clovis vendor list.

We reviewed a list of local telecommunications providers and have communicated with them to see if they currently provide fiber based services to all of our locations. We have communicated with other Cities that use fiber based connectivity between sites and after all of our research we agree fiber based connectivity is the best solution for the City of Clovis.

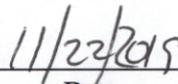
- IX. A list of all businesses contacted (**do not state that no other businesses were contacted**), date of contact, method of contact (telephone, mail, e-mail, other), and documentation demonstrating and explanation of why those businesses could not or would not, under any circumstances, perform the contract or provide goods; or an explanation of why the department and/or school has determined that no businesses other than the prospective contractor can perform the contract.

We met in person on April 17, 2019 with Lucian Albright of CenturyLink Communications. In discussions of CenturyLink services, we requested to know if they could provide fiber based TLS or equivalent to all of our sites. Lucian advised that they could not currently provide that service to several facilities that we need. We have spoken to Theo McGee from Suddenlink Communications on many occasions. They are unable to currently provide fiber based services to several of our sites. There are no other local telecommunications providers I am aware of.

CERTIFIED BY:



Requestor

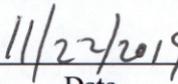


Date

DEPARTMENT APPROVAL



Department Head



Date

- 1) the signature of the Chief Procurement Officer on this form certifies the sole source has been posted for thirty (30) calendar days and has received no challenges;
- 2) the sole source is granted as of the date of signature by the Chief Procurement Officer; and
- 3) the signature of the Chief Procurement Officer on this form is the final signature required for this sole source procurement.

APPROVED:

Chief Procurement Officer

Date

Preliminary Listing of Facilities for Fiber TLS Access

Address Numbers		Street Name	Suffix	Name
908	N	Hickory	St	Baxter-Curren Senior Center
1215		Mitchell	St	Building Safety
801		Schepps	Bl	Civic Center
1700	E	7th	St	Clovis Acquatic Center
459		CR 11.5		Clovis Municipal Airport
401	E	7th	St	Covis Area Transit System
320		Mitchell	St	Fire Station #1
613	E	Llano Estacado	Bl	Fire Station #2
2200		Cesar Chavez		Fire Station #3
1300	N	Norris	St	Fire Station #4
220	E	Brady	Av	Fire Station #5
116	E	21st	St	Fire Station #6
901	W	13th	St	Friendship Center
1001	N	Sycamore	St	Hillcrest Park Zoo
2801	E	Brady	Av	Landfill
701	N	Main	St	Library
700		CR 17		Ned Houk Park
318		Mitchell	St	Old Emergency Operations Center
500	N	Sycamore	St	Parks and Recreation / Code Compliance
801	S	Norris	St	Public Works
316	W	2nd	St	Roy Walker Recreation Center
879		CR 7		Waste Water Treatment Plant
1504	E	7th	St	Youth Recreation Building