
CITY OF OCALA

CITY COUNCIL REPORT

Council Meeting Date: 11/03/20

Subject: ITB# OFN/200610 Alcatel Lucent Hardware & Software

Submitted By: Mel Poole

Department: Ocala Fiber Network

STAFF RECOMMENDATION (Motion Ready): Approve Agenda Item (ID # 15154) one-year contract to purchase Alcatel hardware, software and maintenance support from Morse Communications Inc. for network upgrades with expenditures not to exceed \$500,000

OCALA'S RELEVANT STRATEGIC GOALS: Operational Excellence

PROOF OF PUBLICATION: Bid Released to Public: 9/23/2020

BACKGROUND:

The hardware and software will allow Ocala Fiber Network to replace legacy equipment and prepare the network for future redundancy. The hardware and software will be deployed throughout the network to accommodate future growth and increased network bandwidth needs.

FINDINGS AND CONCLUSIONS:

An Invitation to Bid (ITB# OFN/200610) was issued to procure pricing for networking hardware and software. This is a unit price contract with no minimum orders. The bid closed on October 8, 2020. Three vendors submitted bids; Morse Communications, Inc. met all specifications. The bid represents fair market value of networking hardware and software total unit price and Morse Communications is a Central Florida authorized dealer of Alcatel equipment.

Vendor	Location	Total Award
Morse Communications, Inc	Melbourne, FL	\$1,330,546.44
Anixter, Inc	Glenview, IL	\$1,468,432.75
EIS Intermediate Holdings, LLC	Atlanta, GA	\$1,651,815.23

FISCAL IMPACT:

The expenditure associated with Morse Communications, Inc. will be paid from 490-031-296-539-66-64010 Machinery & Equipment (\$5,000+) FY21 \$125,000, 490-031-296-539-66-64010 Machinery & Equipment (\$5,000+) FY22 \$125,000, 490-031-296-539-66-64010 Machinery & Equipment (\$5,000+) FY23 \$125,000, 490-031-296-539-66-64010 Machinery & Equipment (\$5,000+) FY24 \$125,000.

PROCUREMENT REVIEW:

The solicitation has been reviewed and approved for compliance with the City's procurement policies.

LEGAL REVIEW:

The contract was reviewed and approved for form and legality by the City Attorney, Robert W. Batsel, Jr.

ALTERNATIVE:

Approve, Table or Deny

SUPPORT MATERIALS:

BID TABULATION (PDF)

Services Agreement - Morse Communications - Alcatel Lucent Hardware (OFN 200610) (PDF)