



BOARD OF SUPERVISORS
AGENDA LETTER

Agenda Number:

Clerk of the Board of Supervisors
105 E. Anapamu Street, Suite 407
Santa Barbara, CA 93101
(805) 568-2240

Department Name: General Services
Department No.: 063
For Agenda Of: June 23, 2015
Placement: Administrative
Estimated Tme:
Continued Item: No
If Yes, date from:
Vote Required: Majority

TO: Board of Supervisors

FROM: General Services Matthew P. Pontes, Director (560-1011)
Contact Info: Jennifer Slayman, Assistant Director (568-2606)

SUBJECT: Verizon Ethernet Network Services, Award Contract

County Counsel Concurrence

As to form: Yes

Other Concurrence: Risk Management

As to form: Yes

Auditor-Controller Concurrence

As to form: Yes

Recommended Actions:

That the Board of Supervisors:

- a) Approve and authorize the Chair to execute the attached Verizon Service Agreement with Verizon Business Network Services Inc. for non-exclusive Ethernet Network Services for a three year period;
- b) Authorize the Director of General Services or designee to approve Sales Orders under the Verizon Service Agreement with an estimated annual expenditure of \$300,000; and
- c) Determine that the proposed project is exempt from the provisions of CEQA pursuant to State CEQA Guidelines Section 15301, as it involves the operation and maintenance of County equipment that will result in no or negligible expansion of existing use.

Summary Text:

General Services is proposing to enter into a three year Service Agreement with Verizon Business Network Services Inc. to provide Transparent LAN Service (TLS) for data connectivity between County facilities located throughout Santa Barbara County.

General Services has conducted a comprehensive review of data communication providers in Santa Barbara County, searching for best pricing and service level options. Verizon offers competitive pricing for data transport services when high speed Ethernet connectivity, greater than 100 Mbps, is required. As this time Verizon's competitors, Comcast in North County and COX in South County, provide better

pricing for slower speed solutions and a combination of all three carriers will be leveraged to provide optimal network connectivity throughout the County of Santa Barbara.

Background:

Data communication needs are ever growing and changing and service offering from our utility providers are changing along with the industry. The County of Santa Barbara has a long standing relationship with Verizon’s telecommunications teams who have provided data connectivity services to the County for decades. Verizon Business Network Services Inc. has been offering high speed Ethernet based Transparent LAN Service (TLS) for data connectivity in California since 2003, and is now expanding this offering into Santa Barbara County.

General Services is continuously reviewing data communication providers in Santa Barbara County, searching for the best pricing and service level options. Verizon’s new offering provides competitive pricing as defined in their proposed Service Agreement, Attachment A. General Services is recommending that the County leverage Verizon’s new Transparent LAN Service (TLS) for data connectivity as an upgrade to existing services for eleven (11) of our network connections as detailed in Attachment B. With the implementation of this new connectivity, the County will attain improved network services in the form of increased bandwidth to remote locations, and a total cost that is lower than previously projected for data connectivity from other carriers.

General Services Information and Communications Technology ISF is responsible for funding connectivity between major campuses, collecting funds for these utility charges in the annual rate structure. Departments are responsible for remote location connectivity costs. General Services facilitates service selection working with the communications carriers and the department to determine the best form of connectivity for each County remote location, coordinating installation and on-going support for the services. The monthly connectivity costs for each location were projected for each department and are budgeted by departments for fiscal year 2014-2015 and have been requested for budget in FY 15-16. The Director of General Services or designee will approve all Sales Orders processed through this Service Agreement.

Performance Measure:

Achieve a five percent reduction in network outages from the previous year.

Fiscal and Facilities Impacts:

Budgeted: Yes **Fiscal Analysis:**

<u>Funding Sources</u>	<u>Current FY Cost</u>		<u>Annualized</u>	
	<u>(June 2015):</u>		<u>On-going Cost:</u>	
General Fund	\$	-	\$	25,884
State				
Federal				
ISF Fund 1915	\$	2,102	\$	63,060
Other Funds	\$	-	\$	33,852
Total	\$	2,102	\$	122,796

Narrative:

The expenses associated with this connectivity are budgeted in Fiscal Year 2014-2015 and have been requested for budget in FY 15-16. General Services Information and Communications Technology ISF is responsible for funding the major campus links and has budgeted \$2,102 in the current fiscal year for the single connection that will be upgraded this fiscal year, and has incorporated the projected \$63,060 in FY 15-16 rates. Countywide, General Fund departments have requested \$25,844 in FY 15-16 for remote location costs. Countywide, "Other Funds Departments" have requested \$33,852 in FY 15-16 for remote location costs.

Key Contract Risks:

Verizon Business Network Services Inc.'s Transparent LAN Service (TLS) is a new service offering from this company for the County of Santa Barbara. Reference inquiries have indicated that the technology has been stable, that support has been adequate, and that there have been no billing issues reported.

Special Instructions:

Please send one (1) duplicate original Contract to Verizon Business Network Services Inc. Please send contract and one (1) duplicate of the minute order to Jennifer Slayman, Information and Communications Technology Division, General Services Department.

Attachments:

Attachment A: Verizon Transparent LAN Service (TLS) Service Agreement

Attachment B: Verizon Sites for TLS

Attachment C: Notice of Exemption

Authored by:

Virginia Butterfield, General Services/ICT, Technical Support Manager