

**SUBMITTAL TO THE BOARD OF SUPERVISORS
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**

318



FROM: Riverside County Information Technology

SUBMITTAL DATE:
June 2, 2006

**SUBJECT: APPROVE THE SINGLE SOURCE SERVICE AGREEMENT FOR DARK FIBER WITH
CHARTER COMMUNICATIONS ENTERTAINMENT II, LLC, DBA CHARTER BUSINESS**

RECOMMENDED MOTION: That the Board of Supervisors:

1. Approve and execute the service agreement with Charter Business, in the amount of \$175,536 for fifteen (15) years.
2. Authorize the Purchasing Agent to sign any administrative amendments not to exceed the contract amount.

BACKGROUND: Riverside County's Information Technology Department (RCIT) is always developing strategic alternatives for the way it provides information technology services. As the principal telecommunications service organization for the County, RCIT's charter is to maintain critical path transmissions for data and voice communications that are vital to County agencies and departmental locations 24 hours a day, 7 days a week, and 365 days a year. The Purchasing Department on behalf of RCIT did issue a Request for Proposal (RFP) for dark fiber, however, there were no responses, which lead Purchasing to contact the incumbent, Charter Business, and successfully negotiate a fifteen year agreement on behalf of RCIT. Many telecommunication companies are very competitive with their service offerings, and with the growing demand for fiber, providers now lease lines to other clients as

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Matthew W. Frymire
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Chief Information Officer

FINANCIAL DATA	Current F.Y. Total Cost:	\$ 120,000	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$ 0	Budget Adjustment:	No
	Annual Net County Cost:	\$ 175,536	For Fiscal Year:	FY 06/07

SOURCE OF FUNDS: Funds recovered through existing ISF rates.	Positions To Be Deleted Per A-30	<input type="checkbox"/>
	Requires 4/5 Vote	<input type="checkbox"/>

C.E.O. RECOMMENDATION:
APPROVE

County Executive Office Signature

[Signature]

Dept's Recomm.: Consent Policy
Per Exec. Ofc.: Consent Policy

Prev. Agn. Ref.: _____ **District:** _____ **Agenda Number:** _____

**ATTACHMENTS FILED
WITH THE CLERK OF THE BOARD**

3.34

Departmental Concurrence

Purchasing: *[Signature]* Assistant Director

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BACKGROUND (Continued)

well on the same strand, which means the County has to share fiber with other telecommunications customers. The ideal situation for fiber services would be to obtain dark fiber, which is dedicated fiber that has no other customers on the strand, which the County has been able to negotiate with Charter business for five County locations.

The dark fiber will service five locations throughout the County to include:

- Purchasing and Fleet Services, 2980 Washington St., Riverside, CA
- County Circle, 4090 County Circle, Riverside, CA
- County Communication Center, 7195 Alessandro, Riverside, CA
- Risk Management, 3499 10th St., Riverside, CA
- CAC, 4080 Lemon St., Riverside, CA

Dark Fiber Definition:

Dark fiber is optical fiber, dedicated to a single customer, where the customer is responsible for attaching the telecommunications equipment and lasers to "light" for fiber. Traditionally, optical fiber networks have been built by carriers where they take on the responsibility of lighting the fiber and providing a managed service to the customer.

PRICE REASONABLENESS:

Purchasing released a request for quote and mailed the quote to six vendors, and advertised on the Internet. There were no responses, since dark fiber is not an available option from service providers for connectivity and requires the County, as with any subscriber, to share the bandwidth capability of the fiber with other subscribers. The incumbent, Charter Business has provided dark fiber to the County for a number of years and has provided excellent service. The County has used the fiber for high business intense applications, public safety/ public health and connecting the facilities at County Circle. All connections are utilized at extremely high bandwidth, which County Information Technology manages end to end. The current contract calls for four County facilities utilizing two connections at three locations and one connection at the forth with termination at the County Administration Center at 4080 Lemon St., at a cost of \$10,000 a month. The new contract calls for adding an additional facility totaling five facilities, each having two connections. Purchasing held negotiation discussions with Charter and was able to negotiate a monthly cost of \$14,628 for the five locations, still maintaining the dark fiber connectivity. Although this represents a significant increase, (46%) in cost over the last 6 years of the existing contract, a new contract will provide a fixed cost for these County facilities for the next fifteen years.

In addition, the costs for acquiring new services from other providers can be up to \$100 a foot for build out costs with monthly recurring ranging between \$4,500 and \$5,300 for a single

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PRICE REASONABLENESS (Continued):

connection, being shared with other subscribers. This would represent a monthly cost between \$36,000 and \$42,400. Purchasing recommends the award be given to Charter Business as the awarded vendor in the annual amount of \$175,536.

REVIEW/APPROVAL:

Purchasing concurs with this request.

2008 JUN 17 10:58:58

RECEIVED DIRECTOR'S OFFICE