



Request for City Council Committee Action from the Department of BIS

Date May 18, 2009

To: The Honorable Paul Ostrow, Chair, Ways and Means Committee

Subject: Execute a contract with SPL Integrated Solutions based on the U.S. General Services Administration (GSA) cooperative purchasing contract.

Recommendation Authorize proper city officials to execute a contract with SPL Integrated Solutions based on the U.S. General Services Administration (GSA) cooperative purchasing contract GS-35F-0605T for an amount not-to-exceed \$1,500,000.

Prepared by Robert Arko, Contract Administrator, 673-3984

Submitted by Lynn Willenbring _____, 673-2927
Chief Information Officer

Approved by Steven Bosacker _____
City Coordinator

Presenter in Committee Lynn Willenbring

Policy Review Group Not Applicable

Permanent Review Committee (PRC) Approval Not Applicable

Financial Impact: This initiative is being funded through the 2007 and 2008 UASI Grants. No additional appropriation is necessary.

Financial Impact (Check those that apply)

- No financial impact (If checked, go directly to Background/Supporting Information)
- Action requires an appropriation increase to the Capital Budget
- Action requires an appropriation increase to the Operating Budget
- Action provides increased revenue for appropriation increase
- Action requires use of contingency or reserves
- Other financial impact (Explain):
- Request provided to department's finance contact prior to the Committee Coordinator

Background/Supporting Information

SPL Integrated Solutions has a cooperative purchasing contract in place with the U.S. General Services Administration (GSA). The GSA cooperative contract allows state and local governments to leverage the Federal Government's pricing structure and price points. BIS is seeking approval to execute a contract with SPL Integrated Solutions to provide professional services and furnish audio/visual equipment for the City's Emergency Operations and Training Facility (EOTF) based on the GSA contract. Attempts will be made to negotiate further discounts off the GSA pricing from SPL Integrated Solutions.

Adhering to the business needs of Emergency Operations, Police Department, and Fire Department the audio/visual system proposed will integrate the 800 MHz frequency used by Public Safety. It will also command the overhead paging system, control four video conference systems, and manage the video projection onto various screens for use by the staff in the EOTF.

Meeting the business needs outlined above, the audio/visual technology supplied by SPL Integrated Solutions is founded on the most well-established and open architectures in the industry. This technology has the best promise to continue to be industry standard well into the future, adapt easily as technology inevitably evolves, and scale to support future advances in the City's environment. The proposed projectors are designed for use seven days a week, 24 hours a day. Even so, the proposed video wall will reduce the power required from the projectors by 70%. The proposed screens increase brightness for the viewer via passive optical means, resulting in less costly replacement lamps being necessary. The replacement lamps are estimated to be 90% cheaper than normal lamps, resulting in an estimated savings of up to \$4,500 per lamp. The replacement costs of the projectors themselves are estimated to be 75% less than other models.

In addition to the leading edge equipment they supply, SPL Integrated Solutions was selected due to their experience in the audio/visual field. They designed and implemented the audio/visual systems at the New York City Emergency Operations Center, the National Center for Disease Control headquarters in Atlanta, and three separate build-outs for the Bureau of Alcohol Tobacco and Firearms, thereby demonstrating they can successfully meet the needs of the City of Minneapolis for this complex initiative. Their strengths lie in designing and engineering an efficient and sustainable system.

The \$47,900 in estimated on-going maintenance costs associated with the equipment purchased will be funded out of the operating budgets of the Emergency Operations Center, Police Department, and Fire Department beginning in 2010.