

# Greater Cleveland Regional Transit Authority

## SUMMARY OF PROPOSED AWARD MOBILE WIRELESS SERVICES

Presented to: Finance Committee

November 14, 2017



# Project Overview

## Mobile Wireless Services

This project seeks to secure cost effective mobile voice and data services, from a qualified wireless communications provider, to assist the Authority in delivering world-class public transportation services.

# Project Overview

## Mobile Wireless Services

### Scope of Work:

- Mobile voice and data services for smartphone users
  - 30 Apple iPhone and Samsung Galaxy Devices
- Mobile voice services for feature phones
  - 45 Ruggedized Kyocera “Flip phones”

# Project Overview

## Mobile Wireless Services

### Scope of Work, continued:

- Mobile data for various non-revenue vehicles
  - 66 mobile data routers
- Mobile data for tablets
  - Approximately 12 iPads and Samsung Galaxy tablets
- Mobile data for other devices
  - Modems and mobile “hotspots”

# Project Overview

## Mobile Wireless Services

### Service Features:

- Unlimited calling minutes
- Nationwide long distance
- Unlimited text
- Unlimited data for smartphones and tablets
- Pooled data for mobile data routers
- Wide selection of discounted devices

# Procurement Overview

## Mobile Wireless Services

- RFP issued August 2017
- Accessed on the GCRTA website by five interested parties
- Two firms proposed

# Procurement Overview

## Mobile Wireless Services

### Evaluation Panel Members:

- Information Technology
- Internal Audit
- Procurement
- Service Quality
- Transit Police



# Procurement Overview

## Mobile Wireless Services

### Evaluation Criteria:

- Technical aspects of offerings - vendor product offerings, deliverables, and network strength
- Cost effectiveness
- Vendor experience
- Vendor service and support - vendor's local presence and ability to respond to service and maintenance issues



# Procurement Overview

## Mobile Wireless Services

### Recommended Firm:

- Sprint Solutions, Inc.
  - Located in Reston, Virginia with a local office in Broadview Heights, Ohio
- DBE Goal of 0% was established

# Procurement Overview

## Mobile Wireless Services

### Firm Experience:

- GCRTA's mobile wireless provider since 2009
  - Installed Rail in-building solution at no cost to GCRTA
  - Tower City in-building solution already underway
- Recognized leader in nationwide 4G wireless, voice, and data communication services
- Extensive experience in government account management

# Procurement Overview

## Mobile Wireless Services

### Firm Experience (continued):

- Recent clients include: GCRTA, ProMedica, City of Maple Heights, City of Eastlake, New Jersey Transit, Central Contra Costa County Transit Authority, and Santa Clara Transit Authority

# Procurement Overview

## Mobile Wireless Services

- Staff requests that the Finance Committee recommend to the Board of Trustees the award to Sprint Solutions, Inc. in an amount not to exceed \$115,610.00 for the base two years, and in an amount not to exceed \$54,780.00 for each of the two option years, for a total contract amount not to exceed \$225,170.00.