

SUSPENSION



COUNTY OF ERIE

MARK C. POLONCARZ
COUNTY EXECUTIVE

February 16, 2016

Erie County Legislature
92 Franklin Street, 4th Floor
Buffalo, New York 14202

Re: Study of Broadband Service in Erie County

Dear Honorable Members:

Enclosed please find a memorandum and proposed resolution authorizing the retention of a consultant to perform a study of broadband service in Erie County.

Should your Honorable Body require any further information, I encourage you to contact Kenneth J. Swanekamp, Director of Business Assistance at the Department of Environment and Planning. Thank you for your consideration on this matter.

Sincerely,

A handwritten signature in black ink that reads "Mark C. Poloncarz".

Mark C. Poloncarz, Esq.
Erie County Executive

MCP/cw
Enclosure

cc: Thomas J. Dearing, Commissioner of Environment and Planning

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MEMORANDUM

To: Honorable Members of the Erie County Legislature
From: Department of Environment and Planning
Re: Study of Broadband Service in Erie County
Date: February 16, 2016

SUMMARY

Authorization is requested to enter into contract with the firm of ECC Technologies in an amount not to exceed \$63,000 for the purpose of performing a study of broadband service in Erie County.

FISCAL IMPLICATIONS

Funding is available from the 2015 Budget. The Erie County Legislature previously approved funding not to exceed \$63,000 for this effort in Comm. 13E-8 on July 16, 2015.

REASONS FOR RECOMMENDATION/ BACKGROUND INFORMATION

The County desires to, and has previously expressed its support for conducting a broadband feasibility study in Erie County. A fiber optic broadband network does not exist throughout Erie County and as a result, there are limits on the region's economic development opportunities. New York State has recognized the need for this service and has initiated a broadband office for New York State. In order for Erie County to keep up with this movement and be in a position to seek funding and obtain further benefits from the New York State program, it is necessary for Erie County to have a complete understanding of the broadband internet service conditions within the County and region. The County conducted a RFP for a consultant to perform a study and has selected ECC Technologies. A copy of the scoring matrix is also included as part of this resolution.

CONSEQUENCES OF NEGATIVE ACTION

If authorization is not granted, the County will not be able to enter into a contract with the firm of ECC Technologies to perform a study of broadband service in Erie County. Erie County will be unable to devise a strategy for growing and important sector of the economy.

STEPS FOLLOWING APPROVAL

Upon approval of the resolution, an agreement with the firm of ECC Technologies will be developed with a scope of work outlining what services are to be provided.

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A RESOLUTION SUBMITTED BY: DEPARTMENT OF ENVIRONMENT AND PLANNING

RE: Study of Broadband Service in Erie County

WHEREAS, it is recognized that access to high speed Internet service is a valuable tool for creating economic growth and prosperity for a region; and

WHEREAS, in Erie County's Initiatives for a Stronger Community, the County has committed to the goal of increasing broadband access for citizens of Erie County; and

WHEREAS, Erie County has solicited proposals from qualified technology firms for proposals to perform a study of broadband internet service in Erie County; and

WHEREAS, Erie County has conducted a review and selection process of the proposals that have been received for the Erie County broadband Internet service study; and

WHEREAS, the results of the selection process are included as an attachment to this resolution as outlined in the Erie County Administrative Code Section 19.08; and

WHEREAS, Erie County desires to work with ECC Technologies to perform a study of Broadband service in Erie County; and

WHEREAS, this study will research the situation where tens of thousands of Erie County residents have limited or no access to high speed internet service.

NOW, THEREFORE, BE IT

RESOLVED, that the County Executive is authorized to enter into agreements with ECC Technology or other entities as appropriate, in amounts not to exceed \$63,000, to perform a study of broadband service in Erie County, and be it further

RESOLVED, funding for this study in an amount not to exceed \$63,000 are appropriated from Fund 110, Cost Center 16200, Account 516020 Professional Services Contracts and Fees; and be it further

RESOLVED, that certified copies of this resolution be sent to the County Executive's Office; the Director of the Division of Budget and Management; the Comptroller's Office; the Commissioner of the Department of Environment and Planning, and the County Attorney.

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Attachment to Broadband Resolution

A statement indicating the price and value considerations, including any price estimate that may have been prepared by the County that led the selection committee to recommend the finalist including a description of negotiations that may have taken place regarding price.

The selection committee reviewed, scored and ranked all proposals prior to opening pricing envelopes. When the prices were opened and assigned to the respective firms, the range was from \$48,400 to \$120,290. For six of the nine firms, the price was from \$59,900 to \$62,240 or virtually no difference of significance.

The three firms that scored the highest and were selected for interviews ranged in price from \$48,400 to \$60,000, again very little variation in pricing. With a very small contract amount, no additional price negotiation took place. The selection committee focused primarily upon the quality of proposal, interview and reference checks.

Through the interview process and reference checks, the selection committee sought to determine which firm had the skills for the job and the ability to understand the needs of the County to the greatest degree possible. This led to the recommendation of ECC Technologies as the best value for the project.

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Broadband Internet Feasibility Study RFP Results

Ranking	Consultant	Pricing	Reviewer 1	Reviewer 2	Reviewer 3	Reviewer 4	Average Score
1	ECC Technologies	\$59,900.00	83	87	99	95	91.00
2	Columbia Telecommunications Corp. (CTC)	\$60,000.00	81	87	90	96	88.50
3	Magellan Advisors	\$48,400.00	78	86	84	94	85.50
4	Madcom	\$62,240.00	68	89	86	75	79.50
5	CCS/CGS	\$59,990.00	69	68	87	86	77.50
6	Cohen Law Group	\$60,000.00	67	72	60	83	70.50
7	Power Systems Engineering	\$60,000.00	63	71	71	75	70.00
8	Fibre Community	\$120,290.00	70	69	56	78	68.25
9	BP Greene	\$97,500.00	46	65	53	77	60.25

Shortlisted and interviewed
 Selected Firm


 Thomas J. Dearing, DEP Commissioner


 Maria R. Whyte, Deputy County Executive