



## Cover Memorandum/Staff Report

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**File #:** 23-1698

**Agenda Date:** 2/20/2024

**Item #:** 6.G.2.

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**TO:** Mayor and Commissioners  
**FROM:** Jay Stacy, Chief Technical Director  
**THROUGH:** Terrence R. Moore, City Manager  
**DATE:** February 20, 2024

RESOLUTION NO. 06-24: A RESOLUTION OF THE CITY OF DELRAY BEACH, FLORIDA APPROVING AN AGREEMENT WITH COMCAST CORPORATION AND THE SUBSIDIARIES AND AFFILIATES FOR ENTERPRISE ETHERNET SERVICES THROUGH A CITY STANDARD CONTRACT; AUTHORIZING THE CITY MANAGER TO TAKE ALL ACTIONS NECESSARY TO EFFECTUATE THIS AGREEMENT; AND FOR OTHER PURPOSES.

**Recommended Action:**

Motion to Approve Resolution No. 06-24 approving an agreement with Comcast Corporation (Comcast) and the subsidiaries and affiliates for monthly enterprise ethernet over fiber optic service and telephone trunk utilities.

**Background:**

The City of Delray Beach (City) executed an agreement on March 10, 2005 with Adelphia Communications for digital fiber optic telecommunications transmissions between City buildings (Agreement). The digital fiber optic telecommunications is used to transmit information from one City location to another for telephones, internet and cable television signals. Comcast purchased Adelphia Communications in 2006 and this Agreement has been serviced by Comcast since 2006. As part of their technology improvement projects, Comcast has updated their fiber optic network to enterprise Ethernet over fiber optic service.

The City of Delray Beach has contracted with Comcast for site-to-site network through their Metro Ethernet Transport Services. A Service Agreement and Resolution 55-18 was approved by Commission on May 15, 2018, for Ethernet services and VoIP telephone SIP circuits on a 61-month agreement. Additional sales order forms were approved over the 5-year period by City Manager to replace the Internet circuits at Swinton Complex, Police Department and at our Tallahassee disaster recovery/business continuity data center.

This request is to enter into a new agreement with Comcast to continue providing network circuits to all the City's buildings.

At this point, the 61-month agreement has expired, and Comcast has offered new pricing on the existing services which were installed in 2018. Fiber Optic network circuits are already installed and functional at all sites. There are currently service orders with Comcast to install service at the Railway project and Fire Station 113. The telephone SIP services will also be removed from Comcast as we migrate service to our new Ring Central phone system.

After comparing services offered by Crown Castle (Successor to FPL FiberNet) and AT&T, the

Premium Class of Service from Comcast is the only offering that meets performance specifications for City applications that has facilities available in Delray Beach and Tallahassee. Crown Castle cannot provide gigabit service in Tallahassee and AT&T cannot provide city locations specified with the data and telephony products requested.

**Financial Impact:**

On November 21, 2023, pursuant to Section 38 of the City's Purchasing and Procedures Manual, the Purchasing and Contract Administration Division waived a competitive process and approved this Agreement as a City Standard.

The total cost of service requested is \$6,217/month for data communications and \$2,021/month for VoIP for a total of \$8,237/month to replace services for which we are paying \$10,453/month.

Annual maintenance for 5 years:

Year 1	\$98,844	March 2024 - February 2025
Year 2	\$98,844	March 2025 - February 2026
Year 3	\$98,844	March 2026 - February 2027
Year 4	\$98,844	March 2027 - February 2028
Year 5	\$98,844	March 2028 - February 2029

Total Investment        \$494,220

**Purchasing Policy:**

Accessing contracts from other government agencies and not-for-profit organizations.

**City Attorney Review:**

Approved as to form and legal sufficiency.

**Finance Department Review:**

This agreement represents a cost improvement over current expenditures with a significant increase in services to the City..

**Funding Source:**

001160005164110 Communication Services Telephone	\$20,000 Annual
001160005164112 Communication Services Internet Access	\$78,844 Annual