



CITY OF GLENDALE, CALIFORNIA REPORT TO THE CITY COUNCIL

AGENDA ITEM

Report: Renewal of Verizon Wireless Agreement

Resolution dispensing with competitive bidding and authorize the Deputy Director of Finance/Purchasing to execute a purchase order with Verizon Wireless for wireless data, voice, and accessories for a period of two (2) years for an amount not to exceed \$600,000.

COUNCIL ACTION

Item Type: Action Item

Approved for December 6, 2022 **calendar**

EXECUTIVE SUMMARY

The City of Glendale utilizes wireless LTE data and voice services to deliver several services to the community. Since 2012, the City of Glendale has used Verizon Wireless to provide these services. Over the years, Verizon has been the primary wireless service provider of voice and data coverage in Glendale and surrounding areas.

As the City's current agreement with Verizon expires on December 31, 2022, staff are requesting to dispense with competitive bidding and continue with Verizon Wireless for two (2) more years for an amount not to exceed \$600,000 through the State of Utah NASPO Master Agreement MA-152 and any agreement superseding it.

COUNCIL PRIORITIES

Executing a purchase order with Verizon Wireless for wireless data, voice, and accessories is consistent with the following Council Priority:

- Mobility/Connectivity/Safety

RECOMMENDATION

It is respectfully recommended that City Council dispense with competitive bidding and authorize the Deputy Director of Finance-Purchasing to execute a purchase order with Verizon Wireless for wireless data, voice, and accessories for a period of two (2) years for an amount not to exceed \$600,000.

BACKGROUND

The City of Glendale utilizes wireless LTE data and voice services to deliver several services to the community. Since 2012, the City of Glendale has used Verizon Wireless to provide these services. There are several applications of wireless carrier-based data and voice services throughout the City including the following examples: enabling first responders to deliver emergency services via Fire and Police dispatch systems, mobile telephone voice and data services, mobile field inspections, parking enforcement and remote network access. Over the years, Verizon has been the primary wireless service provider of voice and data coverage in Glendale and surrounding areas.

Since the City began using Verizon in 2012, discounted pricing has been obtained through the NASPO ValuePoint Master Service Agreement. NASPO ValuePoint contracts use the power of cooperative purchasing through a lead-state agency (in this case Utah) to achieve more favorable pricing than could be obtained by an individual state or local government entity because of the collective volume of potential purchases by numerous state and local government entities. Use of the NASPO Master Agreement ensured that the City is getting the best price available for Verizon Wireless services.

ANALYSIS

In recent years wireless voice and data coverage has become very competitive. While Verizon historically has had the best nationwide coverage, the other two main players in the industry, most notably AT&T/FirstNet and T-Mobile, have made significant improvements to their respective networks. In May of 2021, the City made a request for quote of AT&T/FirstNet and T-Mobile to evaluate the cost of other LTE providers. It was determined that T-Mobile was the lowest cost service provider. Since then, the City has been actively moving LTE devices over to T-Mobile. However, not all LTE devices can be moved, due in part to specialized devices or other unique use cases. While the City's goal is to move most of the LTE devices to the T-Mobile contract, there will always be a place where multiple LTE carriers are necessary.

As the City's current agreement with Verizon expires on December 31, 2022, staff is requesting to dispense with competitive bidding and continue with Verizon Wireless for two (2) more years through the State of Utah NASPO Master Agreement MA-152 and any agreement superseding it.

STAKEHOLDERS/OUTREACH

Not Applicable

FISCAL IMPACT

The cost of \$300,000 for Year 1 was approved as part of the FY 2022-23 budget. The cost of \$300,000 for Year 2 will be budgeted as part of the annual budget process. No new appropriation is being requested at this time. The City Council approved funding is outlined below:

Existing Appropriation		
Amount	Account String	Funding Source
\$300,000	44251-6030-ISD-5501-P0000	ITD Infrastructure Fund

ENVIRONMENTAL REVIEW (CEQA/NEPA)

This item is considered a ministerial activity and therefore, not subjected to CEQA/NEPA review. There is no possibility that the extension of this agreement may have a significant effect on the environment (14 Cal. Code Regs. § 15061(b)(3)).

CAMPAIGN DISCLOSURE

In accordance with the City Campaign Finance Ordinance No. 5744, the following are the names and business addresses of the members of the board of directors, the chairperson, CEO, COO, CFO, Subcontractors and any person or entity with more than 10% interest in the company proposed for contract in this Agenda Item Report:

Officers of **Verizon Wireless:**

Full Name	Title	Business Address	City	State	Zip
Hans Vestberg	Chairman and Chief Executive Officer of Verizon Communications Inc.	One Verizon Way	Basking Ridge	NJ	07920
Ronan Dunne	Executive Vice President and Group CEO—Verizon Consumer	One Verizon Way	Basking Ridge	NJ	07920
Matthew D. Ellis	Executive Vice President and Chief Financial Officer	One Verizon Way	Basking Ridge	NJ	07920
Tami Erwin	Executive Vice President and Group CEO—Verizon Business	One Verizon Way	Basking Ridge	NJ	07920

Full Name	Title	Business Address	City	State	Zip
James J. Gerace	Chief Communications Officer	One Verizon Way	Basking Ridge	NJ	07920
Guru Gowrappan	Executive Vice President and Group CEO—Verizon Media	One Verizon Way	Basking Ridge	NJ	07920
Rose Stuckey Kirk	Chief Corporate Social Responsibility Officer	One Verizon Way	Basking Ridge	NJ	07920
Kyle Malady	Executive Vice President and Chief Technology Officer	One Verizon Way	Basking Ridge	NJ	07920
Christy Pambianchi	Executive Vice President and Chief Human Resources Officer	One Verizon Way	Basking Ridge	NJ	07920
Rima Qureshi	Executive Vice President and Chief Strategy Officer	One Verizon Way	Basking Ridge	NJ	07920
Diego Scotti	Executive Vice President and Chief Marketing Officer	One Verizon Way	Basking Ridge	NJ	07920
Craig Silliman	Executive Vice President and Chief Administrative, Legal and Public Policy Officer	One Verizon Way	Basking Ridge	NJ	07920
Clarence Otis, Jr. Lead Director	Former Chairman and Chief Executive Officer of Darden Restaurants, Inc.	1095 Avenue of the Americas	New York	NY	10036
Shellye L. Archambeau	Former Chief Executive Officer of MetricStream, Inc.	1095 Avenue of the Americas	New York	NY	10036
Roxanne S. Austin	President and Chief Executive Officer of Austin Investment Advisors	1095 Avenue of the Americas	New York	NY	10036
Mark T. Bertolini	Former Chairman and Chief Executive Officer of Aetna Inc.	1095 Avenue of the Americas	New York	NY	10036
Vittorio Colao	Former Chief Executive of Vodafone Group Plc	1095 Avenue of the Americas	New York	NY	10036
Melanie L. Healey	Former Group President of The	1095 Avenue of the	New York	NY	10036

Full Name	Title	Business Address	City	State	Zip
	Procter & Gamble Company	Americas			
Daniel H. Schulman	President and Chief Executive Officer of PayPal Holdings, Inc.	1095 Avenue of the Americas	New York	NY	10036
Rodney E. Slater	Partner at Squire Patton Boggs LLP	1095 Avenue of the Americas	New York	NY	10036
Gregory G. Weaver	Former Chairman and Chief Executive Officer of Deloitte & Touche LLP	1095 Avenue of the Americas	New York	NY	10036

ALTERNATIVES

Alternative 1: The City Council may approve the resolution dispensing with competitive bidding and authorize the Deputy Director of Finance/Purchasing to execute a purchase order with Verizon Wireless for wireless data, voice, and accessories for a period of two (2) years for an amount not to exceed \$600,000.

Alternative 2: The City Council may not approve the resolution and the City would have to immediately consider the rapid switch of carriers to T-Mobile prior to the end of the year. However, this could have a detrimental impact on the City's Police and Fire public safety vehicle connectivity and the parking meter system.

Alternative 3: The City Council can consider any other alternative not proposed by staff

ADMINISTRATIVE ACTION

Prepared by:

Jason Miller, Assistant Chief Information Officer

Approved by:

Roubik R. Golanian, P.E., City Manager

EXHIBITS/ATTACHMENTS

Not applicable