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CITY OF CHICAGO DEPARTMENT OF PROCUREMENT SERVICES ROOM 403, CITY HALL, 121 N. LA SALLE ST.

JUSTIFICATION FOR NON-COMPETITIVE PROCUREMENT

COMPLETE THIS SECTION IF NEW CONTRACT For contract(s) in this request, answer applicable questions in each of the 4 major subject areas below in accordance with the Instructions for Preparation of Non-Competitive Procurement Form on the reverse side. Request that negotiations be conducted only with NextiraOne Solutions, LLC for the product and/or services described herein. This is a request for _____(One-Time Contractor Requisition #, copy attached) or $\sqrt{}$ Agreement or ______ Delegate Agency (Check one). If Delegate Agency, this request is for "blanket approval" of all contracts within the: Pre-Assigned Specification No. _19788 ____(Attach List) Pre-Assigned Contract No. (Program Name) COMPLETE THIS SECTION IF AMENDMENT OR MODIFICATION TO CONTRACT Describe in detail the change in terms of dollars, time period, scope of services, etc., its relationship to the original contract and the specific reasons for the change. Indicate both the original and the adjusted contract amount and/or expiration date with this change, as applicable. Attach copy of all supporting documents. Request approval for a contract amendment or modification to the following: _____ Company or Agency Name:_ Specification #: _____ Contract or Program Description: _____ Mod. #: _____ (Attach List, if multiple) OEMC 03-09-2005 SARAH KREMSNER Department Date Originator Name Telephone Indicate SEE ATTACHED in each box below if additional space needed: (X) PROCUREMENT HISTORY SEE ATTACHED (X) ESTIMATED COST Approximately \$500,000 per year, for five (5) years (X) SCHEDULE REQUIREMENTS SEE ATTACHED (X) EXCLUSIVE OR UNIQUE CAPABILITY SEE ATTACHED (X) OTHER SEE ATTACHED

APPROVED BY: A 3 9 10 5

DEPARTMENT HEAD DATE BOARD CHAIRPERSON DATE
OR DESIGNEE

ATTACHMENT OFFICE OF EMERGENCY MANAGEMENT AND COMMUNICATIONS JUSTIFICATION FOR NON-COMPETITIVE PROCUREMENT NEXTIRAONE SOLUTIONS LLC

PROCUREMENT HISTORY

NextiraOne Solutions, LLC has been the sole provider of Internal Secure Communications Network (ISCN) services and equipment since January 1, 1996. The original agreement was between the City of Chicago and Timeplex, Inc, and was extended twice. Timeplex, Inc. and Ascom merged under the umbrella of NextiraOne, which is currently the sole maintenance provider of monitoring and other equipment for the City's cable and fiber network. It is also the only authorized vendor who can maintain and sell hardware and software for the ISCN network. No other equipment is compatible with this system.

OEMC expects that future competitive bidding will be possible if a technology upgrade is completed during this contract term. This would replace technology owned by NextiraOne with a standard-based technology platform. OEMC is planning to complete this technology upgrade by the end of a new sole source contract (June 2010), eliminating the need for ongoing sole source needs.

The existing agreement with NextiraOne will expire in June 2005.

ESTIMATED COST

OEMC estimates a ceiling of \$2.5 million over a five (5) year period, or approximately \$500,000 per year. These estimates were derived from previous annual expenditures. The City has negotiated a maintenance cost of \$450,000 per year, reduced from the current rate of \$853,012. This is a reasonable reduction based on the City's commitment to a technology upgrade, and based on the shifting of some maintenance functions from NextiraOne to City personnel.

SCHEDULE REQUIREMENTS

The existing maintenance agreement ends on June 1, 2005. A delay of maintenance coverage will leave the City's radio and telephone systems vulnerable in the event of a catastrophic outage of the ISCN network. This agreement provides 24 hour coverage. It is imperative that we maintain a smooth flow of service as to prevent any interruptions in service.

EXCLUSIVE OR UNIQUE CAPABILITY

NextiraOne network technicians and the consulting engineers have worked on the OEMC network for 10 years and have complete knowledge of its complicated design. NextiraOne provides exclusive support and diagnostic tools for the legacy Timeplex equipment that is used throughout the network. It also provides engineering design support through a remote site. NextiraOne alone can modify software and code requirements of the software provided to the City and maintain the 6,000 components that make up the OEMC-ISCN network.

If the City used a vendor other than NextiraOne, it would have to replace its existing cable and fiber equipment, at a significant cost to the City. Currently, there are 3 Link 100's and approximately 60 Link 2 devices in the OEMC network. In addition, there are approximately 210 Ascom AR and AR350 routers in the OEMC network. This is legacy equipment that would have to be entirely replaced if the City ended its contract with NextiraOne.

As the manufacturer of the Timeplex Link equipment, NextiraOne is the only vendor that can commit to a 5-year support agreement on these products. These products are critical to ISCN's operations, and can be upgraded or modified only by NextiraOne. . Moreover, NextiraOne has the personnel in place to provide maintenance at a reduced rate to the City.

Lastly, if NextiraOne maintains the network, there is no need to train new personnel. From a security perspective, changing to another vendor could have catastrophic consequences. The on-site technicians are experts on the equipment and services used by the Fire and Police Departments. Changing the service can potentially disrupt communications.

OEMC expects to be able to competitively bid this contract by June 2010.

OTHER

Given the nature of the equipment, the City sets high standards for the vendor with respect to quality assurance and availability. We anticipate requiring all safeguards that are in the current contract to be in any future contract.

NextiraOne anticipates meeting its MBE requirements by using Wireless Information Technologies, at a rate of 18 % per year. Under the existing contract, they have a WBE waiver, and they would like to extend this waiver if awarded a sole source contract. Please see the attached letter from NextiraOne documenting this plan.



NextraOne
500 E. DIEHL ROAD, NAPERYILLE, IL 60563-1437
T 630.577.5300 F 630.577.5375
www.NextiraOne.com

March 1, 2005

Mr. Tony Ruiz
City of Chicago
Office of Emergency Management & Communications
1411 West Madison Street
Chicago, IL. 60607

MBE/WBE Plan of Action to Perform as a
Subcontractor, Supplier and /or Consultant
City of Chicago
Office of Emergency Management & Communication

Wireless Information Technologies dba WIT Enterprises, LLC, on a direct basis, will provide staging, logistics, warehousing and shipping for equipment and services procured for the new Districts or Firehouses. The described performance would be offered for \$17,500.00 per \$100,000.00 - payment terms net 30 days.

WIT will also perform warehousing, repair and return for equipment components for the OEMC maintenance agreement. The described performance would be offered at \$78.750.00/ year -

payment terms net 30 days.

NextiraOne, LLC. will also retain WIT as an indirect MBE partner through subcontracting agreements for voice-data cabling, fiber and small system installations. The described performance would be offered at \$25,000.00/ year – payment terms net 30 days.

NextiraOne, LLC will petition for a WBE waiver as was previously granted under contract specification T5-93921-17-01, Spec No: B5-93921-17. Please see attached letter.

WIT Enterprises, LLC will enter into a formal written agreement for the above work with NextiraOne, LLC as the prime contractor, conditioned upon the execution of a contact with the City of Chicago within (3) working days of receipt of this signed contact.

Sincerely,

Russell L Jordan NextiraOne LLC

Account Manager (630-577-5336)



NextiraOna
500 E. DIEHL ROAD, NAPFRYILLE, IL 60563-1437
** 630.577.5300 F 630.577 9375

March 1, 2005

Mr. Tony Ruiz City of Chicago Office of Emergency Management & Communications 1411 West Madison Street Chicago, IL 60607

City of Chicago Office of Emergency Management & Communication NextiraOne Manufacturer of Timeplex, Milgo, Ascom Equipment

Exclusive capabilities

NextiraOne, LLC. originated from the merger of Timeplex, Racal/Milgo and Williams Communications and still retains the Timeplex manufacturing line.

NextiraOne is the sole authorized provider of Timeplex, Ascom and Milgo products through its manufacturing agreements.

There are 3 Link 100's and approximately 60 Link 2 devices in the OEMC network All of this equipment is provided under a proprietary protocol. No other equipment other than Timeplex is compatible.

NextiraOne as the manufacturer of the Timeplex Link Equipment solely can commit to a

5-year support agreement on the Link products.

NextiraOne is the sole authorized maintenance provider of the NextiraOne - Ascom manufactured Ascom AR and AR350 routers. There are approximately 210 of these devices in the OEMC network.

NextiraOne has exclusive dedicated Timeplex Link and Ascom Router TAC level support.

NextiraOne exclusively provides engineering design support through Timeplex manufacturing in New Jersey. All engineered upgrades and technology refresh will require Link engineering support and design consideration provided solely by NextiraOne. The potential Link 100 replacement to Link ST1000 with Link 2 proprietary protocols is provided through NextiraOne.

NextiraOne also is the sole provider of the Timeview management system software, which is proprietary network software. The City has version 4.0. NextiraOne holds the intellectual rights and has provided the City with the right to use software under normal software agreements. NextiraOne is the only vendor that can support this software. Also, NextiraOne is the sole authorized Chicago based distributor of Fujitsu, Nortel, and other OEM distributor products that make up the 6000 items requiring maintenance on the City OEMC network

Mr. Tony Ruiz March, 1, 2005 Page 2

City of Chicago OEMC Benefits This maintenance agreement allows for and provides a weekly consulting from a NextiraOne Level III Fujitsu Certified Sonet Engineer at no additional charge. This has a 10-year history of the OEMC-ISCN network and is well versed on the details of the complicated design of the network. This individual under a non-disclosure agreement provides non-vendor or manufacturing specific consulting services. This agreement provides two (2) NextiraOne network technicians with full certification of the maintained components including Fujitsu, TimePlex, Nortel and others. These technicians provide 7 day a week coverage with 24-hour coverage when problems arise. NextiraOne network technicians and the consulting engineer have a 10-year history of the OEMC network with complete knowledge of the complicated design. There is no "ramp up" for new personnel nor security issues. NextiraOne's on-site technicians are experts on the backbone that is used by the Fire and Police Departments on a daily basis. 2400

City of Chicago Cost Savings -

NextiraOne also has a specific City of Chicago contract support agreement in place with the major manufacture's of Fujitsu and Nortel saving the City \$49,000.00 per year. NextiraOne has provided the City a second Netsmart Network Management Software RTU for BCF at a savings of \$25,000.00 per year

NextiraOne field technicians and NextiraOne ETAS support personnel back them up.

The OEMC has negotiated a significant reduction in maintenance cost of \$450,000.00 per year versus the current rate of \$853,012.08. The reduction is based upon a City technology refresh commitment and self-maintenance where appropriate

Sincerely,

Russell L Jordan NextiraOne LLC

NextiraOne Account Manager (630-577-5336)

500 E Diehl

Naperville, IL. 60653

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INFORMATION TECHNOLOGY STRATEGY COMMITTEE COMPUTER EXPENDITURES/SERVICES REVIEW FORM

Department requests for hardware/software and consulting services must be submitted to the Commissioner of Business and Information Services for review and approval prior to procurement of goods and/or services.

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stification: Describe in detail; wi	here products should shipp	ed, PC imaging (if any), and why	products or services neede
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INFORMATION TECHNOLOGY STRATEGY COMMITTEE

Office of Emergency Management and Communications Request for Maintenance and Repair of Internal Secure Communications Network

OVERVIEW

NextiraOne Solutions, LLC has been the sole provider of Internal Secure Communications Network (ISCN) services and equipment since January 1, 1996. The original agreement was between the City of Chicago and Timeplex, Inc, and was extended twice. Timeplex, Inc. and Ascom merged under the umbrella of NextiraOne, which is currently the sole maintenance provider of monitoring and other equipment for the City's cable and fiber network. It is also the only authorized vendor who can maintain and sell hardware and software for the ISCN network. No other equipment is compatible with this system.

NextiraOne is also the sole authorized maintenance provider of the Ascom AR and AR350 routers. There are approximately 210 of these devices in the OEMC network, all of which can be supported only by NextiraOne. The company provides exclusive engineering and design support, and supports all Timeplex Links and Ascom Routers. ISCN is currently upgrading its technology, which will require engineering support that can be provided only by NextiraOne.

The company is also the sole provider of the Timeview management system software, which is proprietary network software. The City has version 4.0. NextiraOne holds the intellectual rights and has provided the City with the right to use software under normal software agreements. NextiraOne is currently the only vendor that can support this software.

COST

OEMC estimates a ceiling of \$2.5 million over a five (5) year period, or approximately \$500,000 per year.

CONSIDERATIONS

OEMC expects that future competitive bidding will be possible once OEMC completes its technology upgrade. This upgrade will move the ISCN from a proprietary platform to a standard platform to allow other companies and OEMC itself to maintain and upgrade its system. OEMC is planning on completing this technology upgrade by the end of a new sole source contract (June 2010), eliminating the need for ongoing ISCN sole source needs.



For CDA	C Toom Hos Only
FULCEA	C Team Use Only
Date Received	
Date Returned	
Date Accepted	

IMPORTANT: PLEASE READ AND FOLLOW THE INSTRUCTIONS FOR COMPLETING
THE PROJECT CHECKLIST AND CONTACT THE APPROPRIATE TEAM LEADER IF YOU
HAVE ANY FURTHER QUESTIONS. ALL INFORMATION SHOULD BE COMPLETED
INCLUDING THE SUPPLEMENTAL CHECKLIST REQUIRED BY THE SPECIFIC CPAC TEAM. ATTACH

INCLUDING THE SUPPLEMENTAL CHECKLIST REQUIRED BY THE SPECIFIC CPAC TEAM. ATTACH
ALL REQUIRED MATERIALS AND SUBMIT FOR HANDLING TO THE DEPARTMENT OF PROCUREMENT SERVICES, ROOM 403, CITY
HALL 121 N. LASALLE STREET, CHICAGO, ILLINOIS 60602

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AVIATION CONSTRUCTION SUPPLEMENTAL CHECKLIST DOA sign-off for final design documents:YesNo Required Attachments: Copy of Draft Contract Documents and Detailed Specifications. Risk Management: Current Insurance Requirements prepared/approved by Risk Management: Yes No Will work be performed within 50 feet of CTA or ATS structure or property? Yes No Will work be performed airside? Yes No CAPITAL EQUIPMENT (VEHICLES) SUPPLEMENTAL CHECKLIST Required Attachments: Detailed Specifications including detailed description of the vehicle(s) or equipment, mounted equipment, if any, and options/accessories Special Provisions (Delivery, Warranty, Manuals, Training, Additional Unit Purchase Options, Bid Submittal Information, etc.) Delivery Location(s) Technical Literature Drawings, if any Part Number List (Manufacturer; or Dealer; or Other Source:) Copy of current Price List(s)/Catalog(s) Form F-10 or other authorization document Any other exhibits and attachments COMMODITIES SUPPLEMENTAL CHECKLIST Required attachments: Copies of price lists, catalogs, drawings, variations of part numbers Any other exhibits or attachments CONSTRUCTION SUPPLEMENTAL CHECKLIST (LARGE & SMALL) Required attachments: Copy of Draft (80% Completion) Copy of Draft (80% Completion) Contract Documents and Detailed Specifications Risk Management Will services be performed within 50 feet of CTA train or other railroad property? Yes No Will services be performed on or near a waterway? Yes No	ARCHITECTURAL/ENGINEERING SUPPLEMENTAL CHECKLIST Required Attachments: Scope of Services, including location, description of project, services required, deliverables, and other information as required Risk Management Will services be performed within 50 feet of CTA train or other railroad property? Will services be performed on or near a waterway? YesNo Pre-Qualification Category No Category Description: For Pre-Qualification Program, attach list of suggested firms to be solicited Other Agency Concurrence Required:NoneStateFederalOther (fill in)
Required Attachments: Detailed Specifications including detailed description of the vehicle(s) or equipment, mounted equipment, if any, and options/accessories. Special Provisions (Delivery, Warranty, Manuals, Training, Additional Unit Purchase Options, Bid Submittal Information, etc.) Delivery Location(s) Technical Literature Drawings, if any Part Number List (Manufacturer; or Dealer; or Other Source:) Copy of current Price List(s)/Catalog(s) Form F-10 or other authorization document Any other exhibits and attachments Copies of price lists, catalogs, drawings, variations of part numbers Any other exhibits or attachments CONSTRUCTION SUPPLEMENTAL CHECKLIST (LARGE & SMALL) Required attachments: Copy of Draft (80% Completion) Copy of Draft (80% Completion) Contract Documents and Detailed Specifications Risk Management Will services be performed within 50 feet of CTA train or other railroad property? YesNo	DOA sign-off for final design documents:YesNo Required Attachments: Copy of Draft Contract Documents and Detailed Specifications. Risk Management: Current Insurance Requirements prepared/approved by Risk Management: Yes No Will work be performed within 50 feet of CTA or ATS structure or property? Yes No
Required attachments: Copies of price lists, catalogs, drawings, variations of part numbersAny other exhibits or attachments CONSTRUCTION SUPPLEMENTAL CHECKLIST (LARGE & SMALL) Required attachments: Copy of Draft (80% Completion) Copy of Draft (80% Completion) Contract Documents and Detailed Specifications Risk Management Will services be performed within 50 feet of CTA train or other railroad property?YesNo	Required Attachments: Detailed Specifications including detailed description of the vehicle(s) or equipment, mounted equipment, if any, and options/accessories. Special Provisions (Delivery, Warranty, Manuals, Training, Additional Unit Purchase Options, Bid Submittal Information, etc.) Delivery Location(s) Technical Literature Drawings, if any Part Number List (Manufacturer; or Dealer; or Other Source:) Copy of current Price List(s)/Catalog(s) Form F-10 or other authorization document
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DELEGATE AGENCY SUPPLEMENTAL CHECKLIST Required attachments: Attach Scope of Services that includes the following information 1) Program background & objectives; 2) Type of services for which proposals are sought; 3) Location and time line for delivery of services; 4) Qualifications, skills, and/or experience necessary; 5) Special licenses or certifications required; 6) Evaluation process (if known). Other Attachments (please submit all that apply) 1. Copy of grant application and/or grant agreement 2. Evidence of award authority (DAAC agenda with agency name highlighted; City Council ordinance with agency name highlighted; or OBM letter) 3. Modification information (Copy of Form F-8A; screen print of EPS AWDS table)
Does program require Executive Order 91-1 clearance? Is boilerplate from Law available or in production? Would your department benefit from technical assistance? —YesNo —YesNo
HARDWARE/SOFTWARE SUPPLEMENTAL CHECKLIST X ITSC (approved by BIS) Articles —OBM (approved by Budget form/memo) Attach any documentation indicating any previous purchase activity to assist in the procurement process —Grant document attached
PROFESSIONAL SERVICES SUPPLEMENTAL CHECKLIST Detailed scope of services as described on page 1. The Schedule of Compensation Deliverables Request for individual contract services (if applicable) The appropriate EPS form * If this is a Telecommunications/Utilities project, please also address the following:
Has the project been reviewed by DGS? Yes XNo Attach copy of DGS Recommendation; Reservation(s); or participate under current contract. Does the project include software? Yes XNO Recommendation

A public way? ___Yes X_No
Any concession in the City's facilities? __Yes X_No
Is it anticipated City Council approval of the project or contract will be required? __Yes X_No

Page 3 of 4

Does the location involve:



SMALI Yes No	L ORDERS SUPPLEMENTAL CHECKLIST							
	Special Approval Form/Justification Letter. e.g. (Emergency Contract, Telecommunication Back-up documents, Proposals, EPS Form F-10, etc.,). Suggested Vendor. Suggested Vendor. Ommodity Code, Manufacturer, Catalog Information, Model No., Quantity, Unit Cost/Measure, Color etc., Detailed Specification or Scope of Work.							
ATTAC	CHMENT REQUIRED FOR EACH SMALL ORDERS		UREMENT TYPE					
1.	(Check Appropriate Gr	oup) 3.	EMERGENCY CONTRACT					
YES ()	NO () Detailed Specifications NO () Suggested Vendor NO () Support Documentation	YES() YES() YES()) NO () Vendor Proposal					
		4.	TELEPHONE/FAX BIDS					
		YES(,)) NO () Justification Letter					
2.	SOLE SOURCE REQUIREMENTS							
YES() YES() YES() YES() YES()	NO () Disclosure Affidavit NO () Letter of Exclusive or Unique Capability NO () Support Documentation from Vendor/Manufacturer.	signee.						
Require location compectation and principle Risk M Will see Will see Will see	A SERVICES & FACILITY MAINTENANCE SUP- red Attachments: Detailed Specifications (Scopens (with supporting detail), user department contensation and price escalation considerations, contensation and price lists, catalogs, technical drawings and other endianagement envices be performed within 50 feet of CTA train of envices be performed on or near a waterway? Envices require the handling of hazardous/biowast envices require the blocking of streets or sidewalks. Which may affect public safety?	e of Servacts, wor acts, wor tract tern regulation exhibits a or other rates te materia	vices) including detailed description of the work, ork hours/days, laborer/supervisor mix, m and extension options, contractor qualifications ons, citation of any applicable technical standards and attachments as appropriate. railroad property?YesNoYesNoYesNoYesNo					

Scope of Service NextiraOne

- Maintain, monitor and repair the City's Internal Secure Communications Network(ISCN) and its sub-assemblies.
- Provide for the purchase, lease or rental of ISCN communication Equipment, Software and spare parts.
- Provide technical training and education regarding proprietary and nonproprietary Ascom, Timeplex and related manufactures such as Fujitsu and Nortel installed ISCN communications hardware.
- Provide various Additional Services such as relocating Equipment, consulting, and repair required within the hours of the Contracted Periods of Maintenance (CPM).
- Provide Customer Service Support including telephone diagnostics, problem definition assistance, on-site support, and maintenance of City-owned inventory, disaster recovery assistance.



City of Chicago Richard M. Daley, Mayor

Office of Emergency Management and Communications

Ron Huberman Executive Director

1411 West Madison Street Chicago, Illinois 60607 (312) 746-9111 (312) 746-9120 (FAX) http://www.cityofchicago.org March 9, 2005

Mr. Phillip Cobb
Deputy Procurement Officer
Department of Procurement Services
121 N. LaSalle Street, Suite 403
Chicago, Illinois 60602

SUBJECT: Sole Source Request

CONTRACT TYPE: Professional Services

CONTRACT TITLE: Term Agreement for Internal Secure

Communications Network

VENDOR: NextiraOne Solutions, LLC

ESTIMATED ANNUAL COST: \$500,000 per year

Dear Mr. Cobb:

We respectfully submit this request to the Sole Source Review Board to allow OEMC to enter into a term agreement with NextiraOne Solutions, LLC for Internal Secure Communications Network services.

NextiraOne has provided maintenance and repair services for the City's cable and fiber since 1996, and is the sole authorized provider of Timeplex, Ascom and Milgo products. Because OEMC is upgrading its cable and fiber network and replacing NextiraOne proprietary software, OEMC expects to be able to competitively bid this contract by June 2010. We are asking for a sole-source agreement with NextiraOne through that date.

In support of this request, please find the attached: (1) the CPAC Checklist; (2) requisition # 19788; (3) the Justification for Non-Competitive Procurement form; (4) a general Scope of Work; and (5) a letter from the vendor stating their uniqueness. We have also sent an ITSC request to BIS and are awaiting their decision.

Please feel free to contact me directly at 6-9420 with any questions.

Sincerely yours,

Adrienne Hiegel

Managing Deputy Director for Finance and Administration



