



**BOARD OF SUPERVISORS AGENDA ITEM REPORT  
CONTRACTS / AWARDS / GRANTS**

Award  Contract  Grant

Requested Board Meeting Date: 03/06/18

\* = Mandatory, information must be provided

or Procurement Director Award

**\*Contractor/Vendor Name/Grantor (DBA):**

AT&T Mobility II LLC dba AT&T Mobility

**\*Project Title/Description:**

AT&T Wireless Services, Equipment and Accessories

**\*Purpose:**

Amendment of Award: Master Agreement No. MA-PO-16-258. This revision increases the award amount by \$1,000,000.00 from \$300,000.00 for a cumulative not-to-exceed contract amount of \$1,300,000.00 for the transition of cell phones from Verizon to AT&T.

Administering Department: Sheriff.

**\*Procurement Method:**

Pursuant to Pima County Procurement Code 11.24.010, Cooperative Procurement Authorized, on 05/24/16, the Procurement Director approved an award of contract for an initial term of three (3) years and an award amount of \$300,000.00 with two (2) one-year renewal options.

PRCUID: 209287

Attachment: Department Memorandum and Master Agreement.

**\*Program Goals/Predicted Outcomes:**

Continue to provide Pima County with wireless services and devices necessary to conduct business.

**\*Public Benefit:**

Ability for the public to make contact through wireless communications with the proper personnel.

**\*Metrics Available to Measure Performance:**

Department will monitor AT&T's compliance of contract.

**\*Retroactive:**

No.

FEB 20 16 11 44 PCD/KCF/BD

PP

Procure Dept 02/16/18 PM 01:25

To: CoB - 2.20.18  
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(1)

**Contract / Award Information**

Document Type: \_\_\_\_\_ Department Code: \_\_\_\_\_ Contract Number (i.e., 15-123): \_\_\_\_\_

Effective Date: \_\_\_\_\_ Termination Date: \_\_\_\_\_ Prior Contract Number (Synergen/GMS): \_\_\_\_\_

Expense Amount: \$\* \_\_\_\_\_  Revenue Amount: \$ \_\_\_\_\_

**\*Funding Source(s) required:**

Funding from General Fund?  Yes  No If Yes \$ \_\_\_\_\_ % \_\_\_\_\_

Contract is fully or partially funded with Federal Funds?  Yes  No

**\*Is the Contract to a vendor or subrecipient?**

Were insurance or indemnity clauses modified?  Yes  No

If Yes, attach Risk's approval

Vendor is using a Social Security Number?  Yes  No

If Yes, attach the required form per Administrative Procedure 22-73.

**Amendment / Revised Award Information**

Document Type: MA Department Code: PO Contract Number (i.e., 15-123): 16-258

Amendment No.: \_\_\_\_\_ AMS Version No.: 10

Effective Date: 03/06/18 New Termination Date: \_\_\_\_\_

Prior Contract No. (Synergen/GMS): \_\_\_\_\_

Expense or  Revenue  Increase  Decrease Amount This Amendment: \$ 1,000,000.00

Is there revenue included?  Yes  No If Yes \$ \_\_\_\_\_

**\*Funding Source(s) required:** General Fund

Funding from General Fund?  Yes  No If Yes \$ 1,000,000.00 % \_\_\_\_\_

**Grant/Amendment Information** (for grants acceptance and awards)  Award  Amendment

Document Type: \_\_\_\_\_ Department Code: \_\_\_\_\_ Grant Number (i.e., 15-123): \_\_\_\_\_

Effective Date: \_\_\_\_\_ Termination Date: \_\_\_\_\_ Amendment Number: \_\_\_\_\_

Match Amount: \$ \_\_\_\_\_  Revenue Amount: \$ \_\_\_\_\_

**\*All Funding Source(s) required:**

\*Match funding from General Fund?  Yes  No If Yes \$ \_\_\_\_\_ % \_\_\_\_\_

\*Match funding from other sources?  Yes  No If Yes \$ \_\_\_\_\_ % \_\_\_\_\_

**\*Funding Source:** \_\_\_\_\_

**\*If Federal funds are received, is funding coming directly from the Federal government or passed through other organization(s)?**

Contact: Sal Servin, Procurement Officer

Department: Procurement Telephone: 520-724-9510

Department Director Signature/Date: \_\_\_\_\_ 2/13/18

Deputy County Administrator Signature/Date: \_\_\_\_\_ 2-13-2018

County Administrator Signature/Date: \_\_\_\_\_ 2-15-18

(Required for Board Agenda/Addendum Items)



# MASTER AGREEMENT

## PIMA COUNTY, ARIZONA

THIS IS NOT AN ORDER - TRANSMISSION CONSTITUTES  
CONTRACT EXECUTION

Master Agreement No: 1600000000000000258

MA Version: 10

Page: 1 of 2

Description: AT&T Wireless Services, Equipment and Accessories

I S S U E R	Pima County Procurement Department 130 W. Congress St. 3rd Fl Tucson AZ 85701  <b>Issued By:</b> SAL SERVIN <b>Phone:</b> 5207249510 <b>Email:</b> sal.servin@pima.gov	T E R M S	<b>Initiation Date:</b> 03-06-2018 <b>Expiration Date:</b> 06-30-2019  <table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td><b>NTE Amount:</b></td> <td><b>\$1,300,000.00</b></td> </tr> <tr> <td><b>Used Amount:</b></td> <td><b>\$135,846.75</b></td> </tr> </table>	<b>NTE Amount:</b>	<b>\$1,300,000.00</b>	<b>Used Amount:</b>	<b>\$135,846.75</b>
<b>NTE Amount:</b>	<b>\$1,300,000.00</b>						
<b>Used Amount:</b>	<b>\$135,846.75</b>						

V E N D O R	<b>AT&amp;T MOBILITY II LLC</b>  <b>DBA: AT&amp;T MOBILITY</b>  27409 N 66TH LANE  PHOENIX AZ 60197	<b>Contact:</b> TIM GILLIS <b>Phone:</b> 602-284-6405 <b>Email:</b> tg428h@att.com <b>Terms:</b> 0.00 % <b>Days:</b> 30
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<b>Shipping Method:</b> Vendor Method  <b>Delivery Type:</b>  <b>FOB:</b> FOB Dest, Freight Prepaid
<b>Modification Reason</b> This revision increases the award amount by \$1,000,000.00 from \$300,000.00 for a cumulative not-to-exceed contract amount of \$1,300,000.00.

This Master Agreement incorporates the attached documents, and by reference all instructions, Standard Terms and Conditions, Special Terms and Conditions, and requirements that are included in or referenced by the solicitation documents used to establish this agreement. All transactions and conduct are required to conform to these documents.



**PIMA COUNTY**

**MASTER AGREEMENT DETAILS**

Master Agreement No: 1600000000000000258

MA Version: 10

Page: 2 of 2

Line	Description					
1	<b>DO NOT USE</b> Discount 0.0000 %	UOM YEAR	Unit Price \$0.00	Stock Code	VPN	MPN
2	<b>Smart Phone</b> Discount 0.0000 %	UOM YEAR	Unit Price \$0.00	Stock Code	VPN	MPN
3	<b>Standard Phone</b> Discount 0.0000 %	UOM YEAR	Unit Price \$0.00	Stock Code	VPN	MPN
4	<b>Mobile Broadband Devises</b> Discount 0.0000 %	UOM YEAR	Unit Price \$0.00	Stock Code	VPN	MPN
5	<b>Accessories</b> Discount 0.0000 %	UOM YEAR	Unit Price \$0.00	Stock Code	VPN	MPN
6	<b>Free Form Service Line</b> Service Contract Amt (Not-To-Exceed) 0.00			Service From	Service To	
7	<b>FREE FORM LINE</b> Discount 0.0000 %	UOM	Unit Price \$0.00	Stock Code	VPN	MPN



## PIMA COUNTY SHERIFF'S DEPARTMENT

Mark D. Napier, Sheriff

# MEMORANDUM

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Date: February 13, 2018  
To: Captain Russell Ponzio  
From: Lt. Terry Parish  
Subject: First Net/AT&T MA16-258

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FirstNet is an independent authority within the U.S. Department of Commerce. Authorized by Congress in 2012, its mission is to develop, build and operate the nationwide, broadband network that equips first responders to save lives and protect U.S. communities. The creation of FirstNet was driven by an American tragedy that occurred on September 11, 2001.

A report by the federal commission investigating the September 11 attacks found that rescuers were forced to make rapid-fire, life-and-death decisions based on poor communications, contributing to the World Trade Center death toll. Communications breakdowns also prevented announcements to evacuate from reaching civilians in the building. Emergency 911 operators had a "lack of awareness" about what was happening at the twin towers, and were overwhelmed by the sheer volume of calls. Communications systems failed because of the sheer capacity of calls, videos being posted, etc. From that, the Federal Government determined to put a communications platform in place that would provide priority communication services for first responders, that also would allow them to preempt any other calls/traffic to ensure first responders were able to handle and address emergencies they were dealing with.

Across the country, millions of law enforcement officers, firefighters, paramedics and other public safety personnel bravely serve their communities every day. They answer the call when emergencies strike and risk their lives to secure and protect others. FirstNet is developing the first nationwide public safety broadband network to provide first responders the advanced communication and collaboration technologies they need to help them do their jobs safely and effectively.

Below are ten ways FirstNet will help public safety save lives and secure communities:

1. Because Emergencies Cross Jurisdictions: Sharing One Network Improves Communication
  - a. Today, first responders rely on more than 10,000 separate, incompatible, and often proprietary radio networks to communicate with each other during emergencies. Because they're not connected on one network, it's hard, and at times impossible, for emergency responders from different jurisdictions or agencies to communicate and work together to save lives. To help address this challenge, the FirstNet network will be a single, nationwide, interoperable LTE network dedicated to public safety communications.

## 2. FirstNet: Connecting Responders in Rural America

- a. Emergencies don't just happen where people live – that is why reaching rural America is one of FirstNet's top priorities with the nationwide public safety broadband network. When life-threatening emergencies happen in remote or wilderness areas, public safety could benefit from having a network connection that enables expert medical support during transport to the hospital.

## 3. Flying Blind is Dangerous: Enhancing Situational Awareness During Emergencies

- a. FirstNet will carry high-speed data, location information, images, and video that can mean all the difference when seconds count. Just as smartphones have created a new era of real-time information and connectedness for individuals, the FirstNet network, devices and applications will enable the collaboration the public safety community needs to save lives.

## 4. Public Safety Needs True Priority

- a. During emergencies, public safety needs to be able to communicate without interruption - lives depend on it. It is critical that our nation's law enforcement officers, firefighters, paramedics and other responders have True Priority for their daily and emergency communications needs. This is why FirstNet is deploying a wireless broadband network dedicated to public safety.

## 5. Capacity is Key for Planned Events with Large Crowds

- a. Emergencies aren't the only times when public safety needs capacity to communicate and send data. Planned events take place across the country that draw more people to a single location than usual – such as concerts, festivals, and sporting venues. In these situations, networks can become congested, making it difficult for users to get a signal.

## 6. Delivering Actionable Data Via Innovative Apps, Devices

- a. For our nation's first responders, FirstNet intends to drive the type of innovation they need to protect and secure their communities over a nationwide network that can take advantage of economies of scale to maximize the value of every public safety dollar.

## 7. FirstNet to provide reliability and security when disaster strikes

- a. Across America, first responders in every state face the challenge of preparing for and responding to natural disasters. Having reliable communications is an integral component of any plan or response effort. FirstNet can help public safety save lives and secure communities by ensuring a reliable communication system is in place to assist public safety and rescue crews before, during, and after a natural disaster.

## 8. Ensuring Coordinated Responses to Man Made and Natural Disasters

- a. In the face of man-made attacks or natural disasters, the ability to communicate is one of the most important objectives for first responders. Incident commanders need the ability to quickly convey vital data to every first responder. They need to know what resources from neighboring jurisdictions can be available if required. FirstNet is working to deliver a broadband network with interoperability built-in from day one to enhance public safety's ability to protect and serve.

## 9. FirstNet: Driving Innovation & Maximizing Value for Public Safety

- a. FirstNet's mission is to ensure the delivery of a single nationwide interoperable network for public safety agencies across the country. Once built, the network will modernize the communications used by law enforcement, fire, and emergency medicine personnel, providing them with access to new technologies and increased capacity for their mobile communications and data needs.

## 10. Delivering a nationwide broadband network for public safety, by public safety

- a. FirstNet is working to establish a public-private partnership to deploy the first nationwide, high-speed wireless broadband network for public safety. This mission grew out of the public safety community's commitment to and advocacy for a dedicated network to address the communications challenges they faced on 9/11, during Hurricane Katrina, and with other incidents and events in their communities.

When the Federal Government put out the bid to create the FirstNet network there were multiple responders to the bid. AT&T was the organization awarded the contract that is valid through 2025. Verizon did not respond to the bid. Though Verizon has been openly stating they are building an emergency responder network, it will not be tied into the FirstNet platform, thus will not be able to share in all of the benefits FirstNet will provide to the Pima County Sheriff's Department and other first responder organizations.

To date, every connectivity issue that PCSD has presented to FirstNet has been addressed within 24 hours. This not only includes different facilities throughout the County (hospitals, shopping centers, office buildings) but also includes ensuring the best coverage to the homes of the PCSD FirstNet users. While not every portion of Pima County is covered by the FirstNet network, we did extensive testing utilizing third party testing/results to determine that Verizon covers 96% of the area PCSD covers, and FirstNet also covers 96% of the area we cover. The difference is that AT&T has invested heavily in infrastructure within Pima County, and their Federal contract requires that 95% of the State of AZ (as Arizona has signed on as a FirstNet state) must have adequate cellular coverage not onto to make calls, but also carry data and other critical public safety services.

One of our major coverage areas within our facilities has been the Pima County Adult Detention Center. This concrete and steel walled buildings don't lend themselves to having good cellular coverage throughout the building. PCSD had paid Verizon to put a distributed antenna system in portions of the jail, but the project was halted because of the cost. FirstNet was informed of the issue and had engineers on site the next day to review the coverage areas, as well as understand the layout of the facility. FirstNet has agreed to place a full distributed antenna system within the PCADC at no cost to the County, because of their commitment to providing a high level of coverage to first responder organizations.

FirstNet has also agreed to provide FirstNet/AT&T staff to roll out devices en masse once PCSD has the agreements in place that will allow us to do so. Currently supplying phones to staff requires a minimum of 8 hours per day, not including our Logistics staff who do all of the ordering and tracking. The use of FirstNet/AT&T staff will save the County tens of thousands of dollars in deployment costs.

This transition has already begun. The Sheriff's Dept. currently has over 100 First Net phones in use. Coverage issues are dealt with very quickly. To date we usually get a response the very next day and a resolution in a week or less. These problems are resolved at no cost to The Dept.

Additionally, when the transition process is complete the Sheriff's Department will realize a monthly savings in excess of \$17,000.00. This is on top of the onetime \$9400.00 in rebates the department will receive as part of the First Net transition.

Currently, the Sheriff's Dept. does not have enough money in the AT&T contract to support the cost transfer necessary to realize the improved service and cost savings.

Recommend Approved  
*[Signature]*  
2/13/18

2/13/18

APPROVED

CHIEF *[Signature]*