



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

☐ Award ☒ Contract ☐ Grant

Requested Board Meeting Date: 09/04/18

\* = Mandatory, information must be provided

or Procurement Director Award ☐

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

Centurylink Sales Solutions Inc

**\*Project Title/Description:**

911 Managed Services

**\*Purpose:**

Amendment of Award: Master Agreement No. MA-PO-18-298, Amendment No. 01. This amendment is to upgrade the Public Answering Point (PSAP) system located at the Pima County Communications Operation Center (PECOC) that supports the 9-1-1 response in unincorporated Pima County as well as Valley Emergency Communications Center (VECC), who provides dispatch services for eight fire districts in Pima County. Additionally, PECOC provides back-up positions for the City of Tucson Public Safety communications. Administering Department: Sheriff

**\*Procurement Method:**

Pursuant to Pima County Procurement Code 11.24.010, Cooperative Procurement Authorized, on 06/05/18, the Procurement Director approved an award of contract to provide 9-1-1 communication services to Ajo, Arizona for an initial term of five (5) years in the not-to-exceed contract amount of \$250,727.00 to be paid directly by the State of Arizona with 9-1-1 funds. This included a one (1) five-year renewal option.

The upgrade total cost is \$3,630,454.00 and it consists of upgrading twenty-two (22) 9-1-1 Intelligent Workstations (IWS) positions. Eighteen (18) of the positions, which includes fourteen (14) IWS positions for Pima County Sheriff's Department and four (4) IWS positions for VECC at a cost of \$2,181,454.00 will be paid directly by the State of Arizona with 9-1-1 funds.

The remaining four (4) IWS 9-1-1 positions are self-funded. The funding of these four (4) positions is through a cost sharing IGA between Pima County (2 positions), the City of Tucson (1 position) and VECC (1 position). These four (4) positions are used for back-up purposes for the City Communications (the City provides back-up positions for Pima County at the Thomas Price Center, under an IGA). The four (4) positions will also be used for training purposes by Pima County and VECC when not being utilized by the City for back-up needs. In addition, Pima County will buy seventeen (17) "Soft Phone" positions of which eleven (11) will be used to support the back-up needs for the City of Tucson and six (6) will be used by the Pima County Sheriff's Department. This portion of the upgrade is at a cost of \$1,449,000.00, which will be paid by Pima County Sheriff's Department using General Fund. Through a separate IGA with these other agencies, the County anticipates being reimbursed \$553,500.00 for a net cost to the County of \$895,500.00.

PRCUID: 296414

Attachment: Contract Amendment No 1.

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

Participation in the State of Arizona 9-1-1 Managed Services Program enables Pima County and the Sheriff's Department access to a centralized 911 communications system which will include cost savings, improved infrastructure capacity.

**\*Public Benefit:**

911 Communication services will give up-to-date technologies and equipment for the safety of public an employees. Centralization will allow for improved performance.

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

On-site support through installation and testing phases of implementation. 24/7 level support, immediate telephone responses. Annual maintenance and warranty services.

**\*Retroactive:**

No

**Contract / Award Information**

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

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

☐ 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): 18-298Amendment No.: 01 AMS Version No.: 02Effective Date: 09/04/18 New Termination Date: \_\_\_\_\_

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

☒ Expense or ☐ Revenue ☐ Increase ☐ Decrease Amount This Amendment: \$ 3,630,454.00Is there revenue included? ☐ Yes ☒ No If Yes \$ \_\_\_\_\_**\*Funding Source(s) required:** \$2,181,454.00, Direct Pay by State of Arizona 9-1-1 Funds.  
\$1,449,000.00, General FundFunding from General Fund? ☒ Yes ☐ No If Yes \$ 1,449,000.00 % 39.9**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 OfficerDepartment: Procurement 8/28/18 Telephone: 520-724-9510Department Director Signature/Date: [Signature] 8/29/18Deputy County Administrator Signature/Date: [Signature] 8-29-18County Administrator Signature/Date: [Signature] 8/29/18  
(Required for Board Agenda/Addendum Items)

<b>Pima County Sheriff Department</b>  <b>Project: 911 Managed Services</b>  <b>Contractor: Centurylink Sales Solutions Inc. dba Centurylink</b>  <b>Contract No.: MA-PO-18-298</b>  <b>Contract Amendment No.: One (01)</b>	<div style="border: 1px solid black; padding: 5px;"> <p align="center"><b>CONTRACT</b></p> <p><b>NO. MA-PO-18-298</b></p> <p><b>AMENDMENT NO. 01</b></p> <p>This number must appear on all invoices, correspondence and documents pertaining to this contract.</p> </div>
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<b>Orig. Contract Term:</b> 04/30/2018 - 04/29/2023	<b>Orig. Amount:</b>	\$ 250,727.00
<b>Termination Date Prior Amendment:</b> 04/29/23	<b>Prior Amendments Amount:</b>	\$ 0.00
<b>Termination Date This Amendment:</b> 04/29/23	<b>This Amendment Amount:</b>	\$3,630,454.00
	<b>Revised Total Amount:</b>	\$3,881,181.00

## CONTRACT AMENDMENT

### Recitals

- A. On June 5, 2018 County and Contractor entered into the above-referenced cooperative purchase agreement to provide 9-1-1 communication services to Ajo, Arizona.
- B. Since entering into that agreement, County has determined that it needs to upgrade the Public Answering Point system located at the Pima County Communications Operation Center that supports the 9-1-1- response in unincorporated Pima County as well as Valley Emergency Communication Center, which provides dispatch services for eight Pima County fire districts.
- C. County and Contractor now wish to amend the agreement to provide for such upgrades and related 9-1-1 services.

### Agreement

The parties agree to amend the above-referenced contract as follows:

1. **Scope of Services.** Section 3, Scope of Services is revised to read as follows:

Contractor agrees to furnish Pima County E911 equipment purchased from Contractor and related services ("Goods & Services") as set forth in Exhibit A: Century Link 9-1-1-Agreement (124 pages) and Exhibit B: Centurylink Engineering Quotes (CPE) (1page), 53170707 (1page) & 52841588 (3 pages) at the prices set forth in Exhibit B.

The terms and conditions set forth in this Contract control over any inconsistent provisions in the State of Arizona Contract.

2. **Exhibit B.** Exhibit B is amended to include Engineering Quotes 53170707 (1 page) & 52841588 (3 pages) attached hereto.
3. **Maximum Payment Amount.** The maximum amount the County will spend under this Contract, as set forth in Section 4, is increased by \$3,630,454.00. County's total payments to Contractor under this contract will not exceed \$3,881,181.00.
4. **Invoices.** Invoices for PSAP funded items should be submitted to:

Pima County Sheriff's Department  
Attention: Lt. David Peru  
3434 E 22<sup>nd</sup> Street  
Tucson, AZ 85713

The effective date of this Amendment is September 4, 2018.

All other provisions of the Contract not specifically changed by this Amendment remain in effect and are binding upon the parties.

**PIMA COUNTY**

**Centurylink Sales Solutions Inc dba  
Centurylink**

\_\_\_\_\_  
Chairman, Board of Supervisors


\_\_\_\_\_  
Date

ATTEST

\_\_\_\_\_  
Clerk of the Board

\_\_\_\_\_  
Date

APPROVED AS TO FORM

  
\_\_\_\_\_  
Deputy County Attorney

8-21-2018  
\_\_\_\_\_  
Date

DocuSigned by:



\_\_\_\_\_  
Authorized Officer Signature

Sue Baker

\_\_\_\_\_  
Manager-Officer Management

\_\_\_\_\_  
Printed Name and Title

8/28/2018

\_\_\_\_\_  
Date

# EXHIBIT B (1 page)

## CENTURYLINK ENGINEERING QUOTE (CPE)



CUSTOMER: Pima County E911  
 DESCRIPTION: E911 Valley Emergency Communications  
 NG Managed Services State Funded  
 QUOTE No.: 53170707  
 VALID UNTIL: 9/30/2018  
 ENGINEER: Cathy Atkin  
 ACCT MGR: Carlos Simmonds

CENTURYLINK MANAGED NG9-1-1 ESINET  
 BUNDLE OFFER QUOTE - State Funded

PART NAME / DESCRIPTION	MFG P/N	QTY	MRC	NRC	TERM (Months)	TYPE	CUST PRICE (Ext)
<b>Non-Recurring Charges</b>							
One Time PSAP Implementation Fee	1XCHARGE	1		\$10,727.00		HW	\$10,727.00
<b>Monthly Recurring Charges</b>							
AZ NG9-1-1 Managed Services - Network	NGR1X	4	\$800.00		60	Support	\$192,000.00
AZ NG9-1-1 Managed Services - CPE	AE9XP	4	\$1,200.00		60	Support	\$288,000.00
<b>TOTAL PRICE: EQUIPMENT (HARDWARE, SOFTWARE, LICENSING)</b>							<b>\$10,727.00</b>
<b>TOTAL PRICE: SUPPORT</b>							<b>\$480,000.00</b>
<b>TOTAL PRICE: FREIGHT</b>							<b>\$0.00</b>
<b>GRAND TOTAL</b>							<b>\$490,727.00</b>

Note: Changes to configuration may result in pricing changes. This quote also excludes any applicable sales tax, which will be added to the invoice.

Customer Signature: \_\_\_\_\_

Job Title: \_\_\_\_\_

Date: \_\_\_\_\_

CenturyLink Signature: \_\_\_\_\_

Job Title: \_\_\_\_\_

Date: \_\_\_\_\_

# EXHIBIT B (3 pages)

## CENTURYLINK ENGINEERING QUOTE (CPE)



CUSTOMER: Pima County E911  
 DESCRIPTION: E911 Pima County Sheriff Dept.  
 NG Managed Services Customer funded  
 QUOTE No.: 52841588  
 VALID UNTIL: 9/30/2018  
 ENGINEER: Cathy Atkin  
 ACCT MGR: Carlos Simmonds

CENTURYLINK MANAGED NG9-1-1 ESINET  
 BUNDLE OFFER QUOTE - PSAP Funded

PART NAME / DESCRIPTION	MFG P/N	QTY	MRC	NRC	TERM (Months)	TYPE	CUST PRICE (Ext)
<b>Non-Recurring Charges</b>							
One Time PSAP Implementation Fee	1XCHARGE	0		\$10,727.00		HW	\$0.00
<b>Monthly Recurring Charges</b>							
AZ NG9-1-1 Managed Services - Network	NGR1X	4	\$800.00		60	Support	\$192,000.00
AZ NG9-1-1 Managed Services - CPE	AE9XP	4	\$1,200.00		60	Support	\$288,000.00
<b>TOTAL PRICE: EQUIPMENT (HARDWARE, SOFTWARE, LICENSING)</b>							<b>\$0.00</b>
<b>TOTAL PRICE: SUPPORT</b>							<b>\$480,000.00</b>
<b>TOTAL PRICE: FREIGHT</b>							<b>\$0.00</b>
<b>GRAND TOTAL</b>							<b>\$480,000.00</b>

Note: Changes to configuration may result in pricing changes. This quote also excludes any applicable sales tax, which will be added to the invoice.

Customer Signature: \_\_\_\_\_

Job Title: \_\_\_\_\_

Date: \_\_\_\_\_

CenturyLink Signature: \_\_\_\_\_

Job Title: \_\_\_\_\_

Date: \_\_\_\_\_

# EXHIBIT B (3 pages)

## CENTURYLINK ENGINEERING QUOTE (CPE)



CUSTOMER: Pima County E911  
 DESCRIPTION: Enhanced Soft Phone Console E911 Pima County SD  
 QUOTE No.: 52841588  
 VALID UNTIL: 9/30/2018  
 ENGINEER: Cathy Atkin  
 ACCT MGR: Carlos Simmonds

PART NAME / DESCRIPTION	MFG P/N	QTY	MRC	NRC	TERM (Months)	TYPE	CUST PRICE (Ext)
<b>Non-Recurring Charges</b>							
SAAS ENHANCED SOFT PHONE	TBDSAASSFTPHONE	1		\$0.00		Labor	\$0.00
		0		\$0.00		Labor	\$0.00
<b>Monthly Recurring Charges</b>							
SAAS ENHANCED SOFT PHONE	TBDSAASSFTPHONE	17	\$150.00		60	Support	\$153,000.00
Network Bandwidth for SOFT PHONE		17	\$800.00		60	Support	\$816,000.00
<b>TOTAL MONTHLY CHARGE:</b>							<b>\$969,000.00</b>
<b>TOTAL ONE TIME CHARGES</b>							<b>\$0.00</b>
<b>TOTAL PRICE: FREIGHT</b>							<b>\$0.00</b>
<b>GRAND TOTAL</b>							<b>\$969,000.00</b>

Note: Changes to configuration may result in pricing changes. This quote also excludes any applicable sales tax, which will be added to the invoice.

Customer Signature: \_\_\_\_\_

Job Title: \_\_\_\_\_

Date: \_\_\_\_\_

CenturyLink Signature: \_\_\_\_\_

Job Title: \_\_\_\_\_

Date: \_\_\_\_\_



# EXHIBIT B (3 pages)

## CENTURYLINK ENGINEERING QUOTE (CPE)



CUSTOMER: Pima County E911  
 DESCRIPTION: E911 Pima County Sheriff Dept.  
 NG Managed Services  
 QUOTE No.: 52841588  
 VALID UNTIL: 9/30/2018  
 ENGINEER: Cathy Atkin  
 ACCT MGR: Carlos Simmonds

CENTURYLINK MANAGED NG9-1-1 ESINET  
 BUNDLE OFFER QUOTE - State Funds

PART NAME / DESCRIPTION	MFG P/N	QTY	MRC	NRC	TERM (Months)	TYPE	CUST PRICE (Ext)
<b>Non-Recurring Charges</b>							
One Time PSAP Implementation Fee	1XCHARGE	1		\$10,727.00		HW	\$10,727.00
<b>Monthly Recurring Charges</b>							
AZ NG9-1-1 Managed Services - Network	NGR1X	14	\$800.00		60	Support	\$672,000.00
AZ NG9-1-1 Managed Services - CPE	AE9XP	14	\$1,200.00		60	Support	\$1,008,000.00
<b>TOTAL PRICE: EQUIPMENT (HARDWARE, SOFTWARE, LICENSING)</b>							<b>\$10,727.00</b>
<b>TOTAL PRICE: SUPPORT</b>							<b>\$1,680,000.00</b>
<b>TOTAL PRICE: FREIGHT</b>							<b>\$0.00</b>
<b>GRAND TOTAL</b>							<b>\$1,690,727.00</b>

Note: Changes to configuration may result in pricing changes. This quote also excludes any applicable sales tax, which will be added to the invoice.

Customer Signature: \_\_\_\_\_

Job Title: \_\_\_\_\_

Date: \_\_\_\_\_

CenturyLink Signature: \_\_\_\_\_

Job Title: \_\_\_\_\_

Date: \_\_\_\_\_