



City Council Report

Date: April 20, 2009
To: City Council
Through: Bryan Raines, Deputy City Manager
From: Edward Quedens, Business Services Director
Subject: Purchase of Video Conferencing Equipment for the Fire Department and Future Citywide Use (State of Arizona Contracts #EPS060043-5 & #EPS060125-3)
"Citywide" contract

Purpose and Recommendation

Council is requested to approve the Purchase of Video Conferencing Equipment as recommended. State contract pricing was evaluated by the Fire, Information Technology and Business Services Departments.

The Business Services Department recommends authorizing purchase from the State of Arizona contracts with BT Conferencing Video, Inc. at \$483,962.31, including applicable sales tax.

Background

Prior to 2009, the Fire Department conducted in-person training for firefighters on a quarterly basis. Training was conducted in 4-hour blocks allowing Fire personnel to participate in large scale training exercises with their respective crew. Conducting the quarterly training sessions improved emergency scene coordination on larger incidents through consistency in the delivery of required training.

In December 2008, the Fire Department was faced with budget shortfalls that required quarterly training sessions to be reduced to one quarterly training session per year. This cut eliminated the funding necessary to provide the in-person training via overtime on a regular basis. This change has escalated the need for the department to move forward with implementation of video conferencing.

Discussion

The Fire Department recognized the need to implement a more stable training and communications platform for the department and initiated a video conferencing project through the Information Technology Department (ITD) in April 2007. The Fire and Police departments worked with ITD to develop requirements for a video conferencing solution to meet Fire's needs as well as provide the core technology for a citywide solution. Several video conferencing solutions were analyzed, vendor demonstrations were performed and vendors meeting both Fire and Citywide video requirements were identified. The Tandberg system meets all the identified Fire

Department's video conferencing project, with ITD's intent to use the base infrastructure to develop future system expansion for other city departments and applications.

Use of the State contract provides an additional discount of 18% on orders greater than \$125,000, which equates to a savings of more than \$120,000 for this video conferencing equipment package. Transitioning to a video conferencing system to provide in-station training will allow the Fire Department to save more than \$240,000 per year in quarterly training costs. This savings will be achieved by reducing the quarterly training to one quarter per year and supplementing the additional training needs with in-station video conferencing training.

Departmental Communications - Video conferencing will support the Fire Department's change in service delivery by providing more opportunities to conduct training in-quarters while the personnel are available for emergency calls. With video conferencing, the department will be able to maintain consistency in the delivery of training and department communications.

Expanded Professional Contacts - Video conferencing has the potential to expand to include participation in local, state and national discussions related to emergency response without additional costs for travel.

Government Wide Benefits - Video conferencing solutions are providing public safety agencies, governments and first responders with ideal solutions in critical areas such as improved emergency response, continuity of operations, reduction in carbon emissions, lower costs and efficient training and education options.

With budgetary constraints, an unstable economy and reduced or restricted travel budgets, video conferencing brings necessary personnel face-to-face instantly. During public emergencies and terrorism events, agencies must continue to conduct business and operations. Even recurring meetings are important for agencies, such as Mesa, with large field staffs, and video communications ensure that everyone can participate regardless of geography or other obligations.

Interoperability - ITD will host and maintain the video conferencing core systems from their data center facility at 59 E. 1st Street. The selected vendor's product is based on industry standard technology and protocols and is compatible with Mesa's core messaging and communications infrastructure (Exchange, Outlook and Office Communications Server). This core infrastructure allows for future expansion to other Mesa departments and video applications such as video arraignment and desktop video conferencing as well as video messaging with external agencies, such as the capability to connect Mesa's Emergency Operations Center to other EOC's across the valley.

Alternatives

Council may choose not to authorize purchase from the State of Arizona contracts and new bids will be obtained; however, the Fire Department's ability to provide a consistent communications and training solution for Fire employees will be greatly impacted. The Fire Department relies on training to minimize injuries and provide coordinated emergency response to support Mesa citizens. As the Fire Department

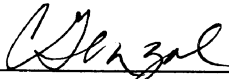
continues to develop a new service delivery model, the department will struggle to provide appropriate training and communications to support a changing delivery system.

Fiscal Impact

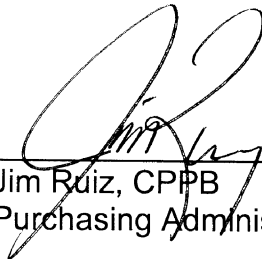
The total amount of \$483,962.31 is available in the Fire Department's Budget. The year two and beyond annual support costs of \$50,459.00 will initially be allocated in Fire's and ITD's future budget requests with appropriate allocations to other departments as they join the system.

Coordinated With

Mesa Fire Department
Information Technology Department



Cyndi Gonzales,
Management Assistant II



Jim Ruiz, CPPB
Purchasing Administrator



Edward Quedens, C.P.M.
Business Services Director



Bryan Raines,
Deputy City Manager

**PURCHASE RECOMMENDATION
VIDEO CONFERENCING EQUIPMENT
 (STATE OF ARIZONA CONTRACTS #EPS060043-5 & #EPS060125-3)
 VALID THROUGH JUNE 30, 2010 and OCTOBER 31, 2009**

BT Conferencing Video, Inc.
Westminster, CO

Description	Contract Pricing
Tandberg Video Conferencing Equipment, including:	
Tandberg/Codian 4500-20 Port Multi-Point Control Unit	\$88,960.00
Video Communications, Management Suite and Content Servers	\$88,967.10
Remote & On-Site Training	\$4,510.71
C60 Codec Series Video Unit w/add-on Features, Maintenance & Installation	\$21,362.00
Edge 95 Series Video Units w/Cameras, Carts, Presentation Package, Software and Remotes	\$224,507.03
VieldView Video Equipment w/Software, Maintenance and Licenses	\$18,740.80
Shipping	<u>\$11,250.00</u>
	Sub Total \$458,297.64
	5.6% Use Tax <u>\$25,664.67</u>
	TOTAL \$483,962.31