



## INTEROFFICE MEMORANDUM

**TO:** Board of Commissioners  
**FROM:** Office of the County Manager  
**DATE:** November 15, 2022  
**SUBJECT:** Agenda Item # 22-0863 Missing Pages

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This agenda item has been revised to include:

1. Contractor's Performance Report

### **#22-0863 Information Technology**

Request approval to renew an existing contract - Information Technology, 20RFP1007B-EC, Wireless Communication Service and Devices, in an amount not to exceed \$1,870,743.93 with AT&T Mobility, LLC (Atlanta, GA) to provide Countywide wireless communication services and equipment. This action exercises the second of two renewal options. No renewal options remain. Effective dates: January 1, 2023 to December 31, 2023.

Thank you



# Fulton County Board of Commissioners

## Agenda Item Summary

Agenda Item No.: 22-0863

Meeting Date: 11/16/2022

### Department

Information Technology

### Requested Action *(Identify appropriate Action or Motion, purpose, cost, timeframe, etc.)*

Request approval to renew an existing contract - Information Technology, 20RFP1007B-EC, Wireless Communication Service and Devices, in an amount not to exceed \$1,870,743.93 with AT&T Mobility, LLC (Atlanta, GA) to provide Countywide wireless communication services and equipment. This action exercises the second of two renewal options. No renewal options remain. Effective dates: January 1, 2023 to December 31, 2023.

### Requirement for Board Action *(Cite specific Board policy, statute or code requirement)*

In accordance with Purchasing Code Section 102-394(6), the Purchasing Department shall present all renewal requests to the Board of Commissioners at least 90 days prior to the contract renewal date, 60 days if the contract term is six (6) months or less.

### Strategic Priority Area related to this item *(If yes, note strategic priority area below)*

Infrastructure and Economic Development

### Commission Districts Affected

- All Districts
- District 1
- District 2
- District 3
- District 4
- District 5
- District 6

### Is this a purchasing item?

Yes

### Summary & Background

FCIT recommends approval to renew the existing contract to provide wireless communication services and equipment to the County. FCIT provides project oversight, monitors usage, provides information to Department Heads, makes recommendations for phone service shutdowns and makes adjustments to usage plans where it is deemed economically advantageous to the County. Fulton County Government employs wireless technologies to support the communication needs of assigned County staff. The County currently maintains a wireless inventory of approximately 1,700 devices

which includes cellular phones, android devices, and wireless/ broadband modem cards. The approval of this award will allow the County to receive all new wireless devices and receive the following features and benefits: \$0.00 cost for wireless devices and (broadband) modems and no charge for a net new device/equipment with new activation. Implementation of technology to improve coverage in County facilities with service problems, including the Jail, basement of Government and Justice Centers, Juvenile Court, etc.

**Community Impact:** Fulton County staff will receive new devices and be able to serve the public more efficiently.

**Department Recommendation:** FCIT recommends approval.

**Project Implications:** If this item is not approved, County staff will not be able to effectively communicate using wireless devices.

**Community Issues/Concerns:** There are no community concerns with this item.

**Department Issues/Concerns:** There are no Departmental concerns with this item.

**Contract Modification**

Current Contract History	BOC Item	Date	Dollar Amount
Original Award Amount	20-0969	12/16/20	\$1,674,240.00
1st Renewal	21-0867	11/3/2021	\$1,613,959.91
2 <sup>nd</sup> Renewal			\$1,870,743.93
Total Revised Amount			\$5,158,943.84

**Contract & Compliance Information** *(Provide Contractor and Subcontractor details.)*

**Contract Value:** \$1,870,743.93

**Prime Vendor:** AT&T Mobility, LLC  
**Prime Status:** Non-Minority  
**Location:** Atlanta, Georgia  
**County:** Fulton County  
**Prime Value:** \$1,870,743.93 or 100.00%

**Total Contract Value:** \$1,870,743.93 or 100.00%  
**Total M/FBE Value:** \$0.00

**Exhibits Attached** *(Provide copies of originals, number exhibits consecutively, and label all exhibits in the upper right corner.)*

- Exhibit 1: Contractor Performance Report
- Exhibit 2: Contract Renewal Evaluation Form
- Exhibit 3: Contract Renewal Agreement Form

**Contact Information** *(Type Name, Title, Agency and Phone)*

Lateef Ashekun, Interim CIO, Information Technology (404) 612-0192

**Contract Attached**

No

**Previous Contracts**

Yes

**Total Contract Value**

Original Approved Amount: 1,674,240.00  
Previous Adjustments: 1,613,959.91  
This Request: 1,870,743.93  
TOTAL: 5,158,943.84

**Grant Information Summary**

Amount Requested:  Cash  
Match Required:  In-Kind  
Start Date:  Approval to Award  
End Date:  Apply & Accept  
Match Account \$:

**Fiscal Impact / Funding Source**

**Funding Line 1:**

General Fund: Each agency will utilize identified funds for wireless equipment and services for Object Code 1494 - Mobile Telephone (Pending BOC approval of 2023 budget)

Key Contract Terms	
Start Date: 1/1/2023	End Date: 12/31/2023
Cost Adjustment:	Renewal/Extension Terms: No renewal options remain

**Overall Contractor Performance Rating:4.0**

**Would you select/recommend this vendor again?**

Yes

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**Agenda Item No.:** 22-0863

**Meeting Date:** 11/16/2022

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**Report Period Start:**

1/1/2022

9/1/92022

# Contract Renewal Evaluation Form

<b>Date:</b>	September 19, 2022
<b>Department:</b>	INFORMATION TECHNOLOGY
<b>Contract Number:</b>	#20RFP1007B-EC
<b>Contract Title:</b>	Wireless Communications Devices and Services

**Instructions:**

It is extremely important that every contract be rigidly scrutinized to determine if the contract provides the County with value. Each renewal shall be reviewed and answers provided to determine whether services should be maintained, services/scope reduced, services brought in-house or if the contract should be terminated. Please submit a completed copy of this form with all renewal requests.

**1. Describe what efforts were made to reduce the scope and cost of this contract.**

**The Fulton County Information Technology Department meets routinely with AT&T to review Departmental Accounts. Efforts include reviewing inventory and business need to include usage. As a result, FCIT in conjunction with AT&T conducts termination and suspension of services due to lack of usage. Adjustments to individual service lines are based on real time need.**

**2. Describe the analysis you made to determine if the current prices for this good or service is reflective of the current market. Check all applicable statements and provide documentation:**

**Internet search of pricing for same product or service:**

Date of search: [Click here to enter a date.](#)

Price found: [Click here to enter text.](#)

Different features / Conditions: [Click here to enter text.](#)

Percent difference between internet price and renewal price: [Click here to enter text.](#)

**Explanation / Notes:**

[Click here to enter text.](#)

**Market Survey of other jurisdictions:**

Date contacted:	Click here to enter a date.
Jurisdiction Name / Contact name:	Click here to enter text.
Date of last purchase:	Click here to enter a date.
Price paid:	Click here to enter text.
Inflation rate:	Click here to enter text.
Adjusted price:	Click here to enter text.
Percent difference between past purchase price and renewal price:	Click here to enter text.
Are they aware of any new vendors?	<input type="checkbox"/> <b>Yes</b> <input type="checkbox"/> <b>No</b>
Are they aware of a reduction in pricing in this industry?	<input type="checkbox"/> <b>Yes</b> <input type="checkbox"/> <b>No</b>
How does pricing compare to Fulton County's award contract?	Click here to enter text.

**Explanation / Notes:**

Click here to enter text.

**Other (Describe in detail the analysis conducted and the outcome):**

Click here to enter text.

**3. What was the actual expenditure (from the AMS system) spent for this contract for previous fiscal year? 2021 \$1,148,261.33**

**4. Does the renewal option include an adjustment for inflation?**       **Yes**       **No**  
 (Information can be obtained from CPI index)

**Was it part of the initial contract?**       **Yes**       **No**

Date of last purchase:	Click here to enter a date.
Price paid:	Click here to enter text.
Inflation rate:	Click here to enter text.
Adjusted price:	Click here to enter text.
Percent difference between past purchase price and renewal price:	Click here to enter text.

**Explanation / Notes:**

Click here to enter text.

5. Is this a seasonal item or service?  Yes  No

6. Has an analysis been conducted to determine if this service can be performed in-house?  Yes  No If yes, attach the analysis.

The contract requires specialized vendor services not provided by Fulton County

7. What would be the impact on your department if this contract was not approved?

If the contract is not approved the County would forfeit Mobile Wireless Services Countywide. As a result, all County Agencies throughout Fulton County to include but not limited to Public Safety, Health, Court Services and Registration Services would not be able to use mobile wireless devices and services such as Cell Phones and Mobile Hotspots. Employees would lose the ability to communicate while conducting field tasks which could result in service and safety impacts. Data Services that provide extended network connectivity would not be available and possibly cause delay and disruption in service to Major County agencies such as Police, E-911, Court Services and Library Support.

Chiquita Barnswell

September 19, 2022

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**Prepared by**

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**Date**

Lateef Ashekun

October 12, 2022

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**Department Head**

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**Date**





## CONTRACT RENEWAL AGREEMENT

**DEPARTMENT:** Information Technology

**BID/RFP# NUMBER:** #20RFP1007B-EC

**BID/RFP# TITLE:** Wireless Communications Devices and Services

**ORIGINAL APPROVAL DATE:** December 16, 2020

**RENEWAL EFFECTIVE DATES:** 1-1-2023 THROUGH 12-31-2023

**RENEWAL OPTION #: 2 OF 2**

**NUMBER OF RENEWAL OPTIONS:** Two (2)

**RENEWAL AMOUNT:** \$ \$1,870,743.93

**COMPANY'S NAME:** AT&T Mobility National Accounts, LLC ("AT&T")

**ADDRESS:** 1057 Lenox Park Blvd NE

**CITY:** Atlanta

**STATE:** GA

**ZIP:** 30319

**This Renewal Agreement No. 2 was approved by the Fulton County Board of Commissioners on BOC DATE: BOC NUMBER:**

**SIGNATURES: SEE NEXT PAGE**

**SIGNATURES:**

Vendor agrees to accept the renewal option and abide by the terms and conditions set forth in the contract and specifications as referenced herein:

**FULTON COUNTY, GEORGIA**

**[INSERT COMPANY NAME]**

\_\_\_\_\_  
Robert L. Pitts, Chairman  
Fulton County Board of Commissioners

\_\_\_\_\_  
[Insert name]  
[Insert title]

**ATTEST:**

**ATTEST:**

\_\_\_\_\_  
Tonya R. Grier  
Clerk to the Commission

\_\_\_\_\_  
Secretary/  
Assistant Secretary

(Affix County Seal)

(Affix Corporate Seal)

**AUTHORIZATION OF RENEWAL:**

**ATTEST:**

\_\_\_\_\_  
Lateef Ashekun, Interim CIO  
Information Technology

\_\_\_\_\_  
Notary Public

County: \_\_\_\_\_

Commission Expires: \_\_\_\_\_

(Affix Notary Seal)

ITEM#: _____ RCS: _____ RECESS MEETING	ITEM#: _____ RM: _____ REGULAR MEETING
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DEPARTMENT OF PURCHASING & CONTRACT COMPLIANCE

CONTRACTORS PERFORMANCE REPORT  
PROFESSIONAL SERVICES

Report Period Start	Report Period End	Contract Period Start	Contract Period End
01/01/2022	09/19/2022	1/1/2023	12/31/2023
PO Number			PO Date
#20RFP1007B-EC			01/01/2023
Department	Information Technology		
Bid Number	#20RFP1007B-EC		
Service Commodity	Wireless Communications Devices and Services		
Contractor	AT&T Mobility		

0 = Unsatisfactory	Achieves contract requirements less than 50% of the time, not responsive, effective and/or efficient, unacceptable delay, incompetence, high degree of customer dissatisfaction.
1 = Poor	Achieves contract requirements 70% of the time. Marginally responsive, effective and/or efficient; delays require significant adjustments to programs; key employees marginally capable; customers somewhat satisfied.
2 = Satisfactory	Achieves contract requirements 80% of the time; generally responsive, effective and/or efficient; delays are excusable and/or results in minor programs adjustments; employees are capable and satisfactorily providing service without intervention; customers indicate satisfaction.
3 = Good	Achieves contract requirements 90% of the time. Usually responsive; effective and/or efficient; delays have not impact on programs/mission; key employees are highly competent and seldom require guidance; customers are highly satisfied.
4 = Excellent	Achieves contract requirements 100% of the time. Immediately responsive; highly efficient and/or effective; no delays; key employees are experts and require minimal directions; customers expectations are exceeded.

1. Quality of Goods/Services (-Specification Compliance - Technical Excellence - Reports/Administration - Personnel Qualification)

Comments:

0

1

2

3

4

AT&T continues to provide quality good and services as requested in the solicitation and currently executed contract. AT&T provides access to in-time reports, invoices and general account information. AT&T provides a dedicated and qualified account support team that has promptly addressed County needs as necessary and required.

2. Timeliness of Performance (-Were Milestones Met Per Contract - Response Time (per agreement, if applicable) - Responsiveness to Direction/Change - On Time Completion Per Contract)

Comments:

0

1

2

3

4

AT&T provides consistent and adequate support for wireless devices and services. The vendor promptly and actively engages in solution and strategies to meet the County business needs and requirements.

3. Business Relations (-Responsiveness to Inquiries - Prompt Problem Notifications)

Comments:

0

1

2

3

4

AT&T has provided Fulton with a dedicated support team comprised of various business elements to meet the dynamic demands and needs of Fulton County departments. The vendor is prompt to address issues and problem as requested.

4. Customer Satisfaction (-Met User Quality Expectations - Met Specification - Within Budget - Proper Invoicing - No Substitutions)

Comments:

0

1

2

3

4

Invoices and bill processing is properly provided and processes. Problems and discrepancies are properly addressed by the account team.

5. Contractors-Key Personnel (-Credential/Experience-Appropriate-Effective-Supervision/Management-Available-as-Needed)

- 0
- 1
- 2
- 3
- 4

Comments:  
 AT&T provides key personnel with experiences in various facets of business and technology. The team

Overall Performance Rating:		
Would you select/recommend this vendor again? (Check box for Yes. Leave Blank for No) <input checked="" type="radio"/> Yes <input type="radio"/> No	Rating completed by:	Chiquita Barnswell
Department Head Name	Department Head Signature	Date
Lateef Ashekun	<i>Lateef Ashekun</i>	Oct 12, 2022






# ATT Mobility Contractor's Performance Report

Final Audit Report

2022-10-12

Created:	2022-10-12
By:	Yvonne Hanniford (yvonne.hanniford@fultoncountyga.gov)
Status:	Signed
Transaction ID:	CBJCHBCAABAHAHkOISFg6Fiy558Gy-qdAfpqQEuDCftsD

## "ATT Mobility Contractor's Performance Report" History

-  Document created by Yvonne Hanniford (yvonne.hanniford@fultoncountyga.gov)  
2022-10-12 - 4:45:57 PM GMT
-  Document emailed to Lateef Ashekun (lateef.ashekun@fultoncountyga.gov) for signature  
2022-10-12 - 4:48:39 PM GMT
-  Email viewed by Lateef Ashekun (lateef.ashekun@fultoncountyga.gov)  
2022-10-12 - 6:18:53 PM GMT
-  Document e-signed by Lateef Ashekun (lateef.ashekun@fultoncountyga.gov)  
Signature Date: 2022-10-12 - 6:19:17 PM GMT - Time Source: server
-  Agreement completed.  
2022-10-12 - 6:19:17 PM GMT