



Department of County Management
MULTNOMAH COUNTY OREGON

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TO: Gail H. Rubin, CPCA Manager
FROM: Dave Boyer, Director 
DATE: February 2, 2006
SUBJECT: Special Procurement, PCRB Rule 47-0285, Section (3)

Per PCRB Rule 47-0285, Section (3) the Telecommunications Section is requesting a Special Procurement for the purchase of Redundant Voice Communication Circuit services from Electric Lightwave Inc. (ELI).

- (a) The purchase of these services is unlikely to encourage favoritism or to diminish competition for Public Contracts.
 - a. Attempts were made to contact alternative providers of service and none were found. Market research was performed and a public notice posted on the CPCA website.
- (b) Purchasing these circuits through ELI will result in substantial cost savings to the County.
 - a. Of the potential providers that were contacted they either could not provide service or the "build" costs would be excessive and make the cost of the project not competitive.

Please reference attached document: Redundant Voice Communications Circuit, Special Procurement

1. INTRODUCTION:

DCM requests a Class Special Procurement for the purchase of Redundant Voice Communication Circuit services from Electric Lightwave Inc. (ELI) based on PCRB 47-0285 (3)(b) "use of a Special Procurement as described in the request will result in substantial cost savings to the County or to the public."

2. DESCRIPTION OF SERVICES:

Multnomah County utilizes multiple vendors to provide voice communication circuit services to a number of County owned and leased properties. The use of primary and redundant vendors ensures that minimal disruption will occur should there be a network, environmental or emergency failure with the primary communication circuits. Presently, Qwest is the primary provider and Electric Lightwave Inc (ELI) is the secondary. ELI has provided these services to Multnomah County since 1994 and owns the majority of the hardware and equipment currently installed.

In addition to providing redundancy in the event of a local or regional failure with our primary provider, the redundant circuits are used to provide "standby redundancy," helping with the County's voice circuit traffic load during localized circuit failures within the network. This type of internal failure has occurred twice in the past ninety days and each time, the redundant circuits were used to keep the County's voice communication network fully functional.

Currently, there are two demarcation locations (Multnomah County Courthouse and the Kelly Building) that originate the point-to-point T-1 lines in two hub/spoke configurations. There are a total of nineteen point-to-point T-1 circuits. The approximate current cost of the redundant circuits is \$5,500 per month and the funds for these services are in the Department's budget.

3. ALTERNATIVE PROCESS:

- A. Department conducted market research in October/November 2005 to include talking with Multnomah County telecom consultant Steve McCartney and telecommunications providers to determine potential providers. Time-Warner, Verizon, AT&T, Qwest, ELI and Integra were identified as potential providers of this service. Department also posted a request for market research information on the CPCA website; no other vendors were identified through this process.
- B. Of the potential providers, Verizon and Time-Warner do not serve the demarcation locations identified in the specifications, AT&T did not respond to Department's request for market research information, and Qwest was not approached due to their role as primary provider of voice communication circuits for Multnomah County. ELI and Integra responded to our request for market research information.
- C. Integra stated in its response that it is unable to competitively compete for both demarcation locations without installing new hardware and lines or renting hardware and lines owned by ELI to provide services to one of the demarcation locations. This installation or rental would increase their cost enough to be non-competitive with the current provider.

D. ELI submitted market research information that indicated they can continue to provide the services within the competitive range and submitted a bid sheet documenting their quote to provide these services for three or five years.

4. DETERMINATION:

Though redundant voice communications circuit services are available through another vendor, it is determined that the services are not available within the competitive range and may require a "build" project, costly installation and/or rental of equipment and hardware from the current provider.

Department requests a Class Special Procurement in accordance with PRCB 47-0285 (3)(b) utilizing the process outlined above to purchase these services from Electric Lightwave Inc with the understanding that after five years, Department will again use market research to determine if a competitive procurement can be conducted.

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