



Interoffice Memorandum

January 25, 2024

TO: Mayor Jerry L. Demings
-AND-
County Commissioners

FROM:  Carrie Mathes, CFCM, NIGP-CPP, CPPO, C.P.M., Manager II, Procurement Division

CONTACT: Rafael Mena, Chief Information Officer, Information Systems and Services Division
407-836-5201

SUBJECT: Approval of Master Agreement Y24-175-MV, Virtual Private Network Service, and Internet Protocol Flexible Reach Agreement

ACTION REQUESTED:

Approval of Master Agreement Y24-175-MV, for Virtual Private Network and Internet Protocol Flexible Reach Services between Orange County, Florida, and AT&T Corp, in the total estimated amount of \$1,529,640 for a five-year term.

Further request Board authorization for the service to continue on a monthly basis, in accordance with the Master Agreement.

PROCUREMENT:

This Master Agreement will provide the standard terms and conditions applicable to all current and future service orders with AT&T Corp related to the County's Virtual Private Network and Internet Protocol voice and data services. The effective date of the Master Agreement occurs upon execution by both parties.

FUNDING:

Funds are available in account number: 0001-031-0562-3720.

APPROVALS:

The Information Systems and Services Division concurs with this recommendation.

REMARKS:

The IT Infrastructure for these services was established by AT&T over 30 years ago and has been regularly maintained, modernized and scaled to ensure the County's needs are met. Market research performed by the Information Systems and Services Division found that Spectrum, Verizon, and Lumen provide similar services, but not in all areas of Orange County. Therefore, utilizing their services may not be cost-effective due to the high cost of infrastructure build-out, while AT&T has the infrastructure available.

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A cost analysis conducted by the Information Systems and Services Division has determined that the price offered by AT&T Corp. is less than other providers and is in the County's best interest to enter into the master agreement. Price analysis and negotiations are conducted regularly as market conditions change to ensure the fees are reasonable and acceptable.

Due to the limited infrastructure available from other telecommunication carriers, the County will acquire voice, data, and Internet services from AT&T Corp. to support Orange County buildings, elected officials, and its citizens.