



## REPORT TO COUNCIL City of Sacramento

915 I Street, Sacramento, CA 95814-2604  
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December 7, 2010  
Consent

Honorable Mayor and  
Members of the City Council

**Title: Award of Contract: Sacramento Convention Center Telecommunications Provider**

**Location/Council District:** District 1 and District 3

**Recommendation:** Adopt a **Resolution:** 1) awarding a Professional Services Agreement for the provision of exclusive telecommunication services at the Sacramento Convention Center to WOMBO, Inc.; and 2) authorizing the Interim City Manager or his designee to execute the Agreement with WOMBO, Inc.

**Contact:** Tina McCarty, Administrative Officer, 808-8220; Judy Goldbar, General Manager, 808-5630

**Presenters:** NA

**Department:** Convention Culture and Leisure

**Division:** 17001121 - Convention Center Complex

### **Description/Analysis**

**Issue:** The current contract for exclusive telecommunications provider services (WiFi, Internet connection, computer rentals, etc.) within the Convention Center expires on December 31, 2010. It is necessary to award a new contract for telecommunication services to avoid service interruption to Convention Center clients.

Following the use of a Request for Proposal (RFP) process, staff recommends awarding a contract for exclusive telecommunication provider services at the Sacramento Convention Center to WOMBO, Inc. WOMBO is the current exclusive telecommunication provider for the Convention Center, providing services for the past ten years.

**Policy Considerations:** The requested actions are consistent with the City's Strategic Plan Goal of Promoting and Supporting Economic Vitality by allowing the Convention Center Complex to remain competitive. The recommendations in the report are consistent with the provisions of Sacramento City Code Chapter 3.64.

**Committee/Commission Action:** Not applicable.

**Environmental Considerations:**

**California Environmental Quality Act (CEQA):** The actions recommended in this report are exempt from review under State CEQA Guidelines, California Code of Regulations, title 14, Section 15302 and therefore are not subject to environmental review.

**Sustainability Considerations:** Energy efficiency and sustainability are included in the goals for the contract. AV Provider will use energy efficient equipment when available.

**Rationale for Recommendation:** On August 25, 2010 the City issued a RFP for exclusive Telecommunication Services for the Sacramento Convention Center. On September 22, 2010, the City received one proposal for telecommunication services. The sole proposal was from WOMBO, Inc. which has been the exclusive telecommunication service provider for the Center for the past ten years.

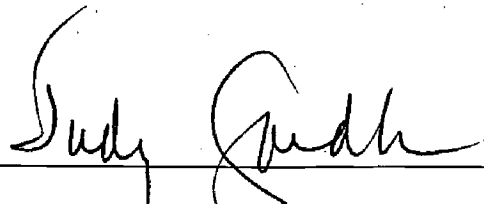
Using the RPF process to solicit a new contract with an exclusive provider for telecommunication services allows for proposers' references, capabilities, quality assurance, and customer service to be used as determining factors along with the analysis of financial benefit to the City. The exclusive telecommunications provider of the Convention Center Complex is a reflection of the Complex itself and can be a determining factor in a client's overall satisfaction. The exclusive telecommunications provider can directly influence a client's intention to book another event with the Complex, thus impacting the Complex's ability to generate revenue.

**Financial Considerations:** The Convention Center Complex operates as a part of the City's Convention Culture and Leisure Department and is funded through the Community Center Enterprise Fund (Fund 6010). Revenue from telecommunication services is shared between the provider and the Complex, with the Complex receiving 25% of the gross proceeds, as has been the practice for the past ten years.

The proposed agreement is anticipated to reach \$300,000 over the next five years, if all extensions are exercised. The first year annual revenue is estimated at \$60,000 and is expected to remain, at a minimum, consistent through year five. This revenue is factored into FY2010-11 budget.


**Emerging Small Business Development (ESBD):** WOMBO, Inc. is an emerging/small business enterprise.

Respectfully Submitted by:



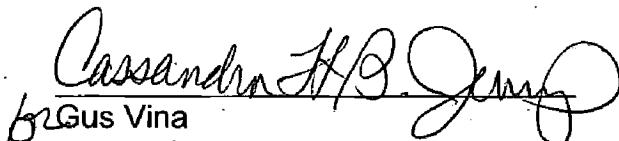
Judy Goldbar, General Manager  
Sacramento Convention Center Complex

Approved by:



FOR  
Barbara E. Bonebrake, Director  
Convention, Culture, and Leisure Department

Recommendation Approved:

  
for Gus Vina  
Interim City Manager

APPROVED AS TO FORM:

  
CITY ATTORNEY

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**Attachment(s):**

Resolution Pg. 4

**RESOLUTION NO. 2010-**

**Adopted by the Sacramento City Council**

**AGREEMENT: SACRAMENTO CONVENTION CENTER TELECOMMUNICATIONS  
PROVIDER  
EXCLUSIVE TELECOMMUNICATION SERVICES TO WOMBO, INC.**

- A. The Sacramento Convention Center provides clients with venues for events such as conventions, conferences, tradeshows, consumer shows, meetings, etc. Telecommunication services are required for many of these events and are provided by an exclusive vender in order to service client needs.
- B. A Request for Proposal (RFP) process was used in 2000 to award the current exclusive telecommunication contract for services at the Sacramento Convention Center.
- C. On November 28, 2000, Council approved a ten-year agreement with WOMBO, Inc. for the exclusive telecommunication services at the Convention Center. The current contract will expire December 31, 2010.
- D. In August 2010, a RFP was issued to determine the best exclusive telecommunication provider for the future. WOMBO, Inc. was the only proposal received for telecommunication services. The selection panel reviewed WOMBO's proposal and unanimously found that WOMBO met the required criteria with regard to customer service, quality assurance, experience, and financial proposal.

**BASED ON THE FACTS SET FORTH IN THE BACKGROUND, THE CITY COUNCIL  
RESOLVES AS FOLLOWS:**

- Section 1. A Professional Services Agreement for the provision of exclusive telecommunications services at the Sacramento Convention Center is awarded to WOMBO, Inc.
- Section 2. The City Manager or his designee is authorized to execute the Agreement with WOMBO, Inc.