

## **RESOLUTION NO. 2005-681**

Adopted by the Sacramento City Council

September 20, 2005

### **AUTHORIZING THE CITY MANAGER TO NEGOTIATE A CONTRACT WITH MOBILEPRO/NEOREACH FOR A WIRELESS NETWORK (WI-FI / WI-MAX) AND PRESENT A FINAL RECOMMENDATION TO THE CITY COUNCIL FOR APPROVAL PRIOR TO EXECUTING THE CONTRACT**

#### **BACKGROUND**

- A. On April 22, 2005, the City of Sacramento issued an RFP to find out if there were companies interested in developing a commercial Wi-Fi (wireless) network for public use in Sacramento. City staff developed the RFP after reviewing the experiences of other cities with Wi-Fi projects. It was decided that the best approach for the City to take was to look for vendors who would design, install, and operate the network as a business venture. Staff felt that a public/private partnership could be developed if the City offered support for the project in the form of an expedited permit process and granting non-exclusive rights for the selected company to install their equipment on City facilities. In exchange, the City hoped that the vendors would respond with a plan that provided citywide Wi-Fi access at affordable prices and would include attractive levels of free service to the community.
- B. Proposals were received from SBC, Motorola and MobilePro/NeoReach by the specified deadline.
- C. A multi-jurisdictional team from the City, Sacramento State University, and the Metropolitan Cable TV Commission reviewed the responses. The evaluation team determined that there was a great deal of variation in the RFP responses, and decided to request a "best and final" offer from the three responders. Best and final responses were received from MobilePro/NeoReach and Motorola. SBC notified the City on July 18, 2005 that they were withdrawing their proposal.
- D. The evaluation team reviewed the latest offers from MobilePro/NeoReach and Motorola. Each vendor was invited to the City to present information on their proposal and to allow the evaluation team the opportunity to ask questions about the vendor's plan. At the conclusion of the presentations, the evaluation team unanimously recommended that the City begin negotiating an agreement with MobilePro/NeoReach. We expect to bring a proposed agreement to City Council in November of 2005.
- E. If a final agreement is approved by City Council, MobilePro/NeoReach will design, install and operate the network at their cost. While the final details of the

- E. If a final agreement is approved by City Council, MobilePro/NeoReach will design, install and operate the network at their cost. While the final details of the project are still under discussion, MobilePro/NeoReach's proposal was impressive because it included more services and features than the City was expecting. Some examples include: eventual deployment of the network throughout the entire city, a significant level of free access for everyone, hourly/daily access for transient professionals and visitors, open access to any Internet Service Provider (ISP), impressive connection speeds, state of the art security and free wireless service to the City for over 2,000 concurrent users.

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

Section 1. The City Manager is authorized to negotiate a contract with MobilePro/NeoReach for a Wireless Network (Wi-Fi / Wi-Max) and present a final recommendation to the City Council for approval prior to executing the contract.

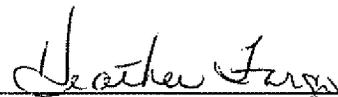
Adopted by the City of Sacramento City Council on September 20, 2005 by the following vote:

Ayes: Councilmembers Cohn, Hammond, McCarty, Pannell, Sheedy, Tretheway, Waters and Mayor Fargo.

Noes: None

Abstain: None

Absent: Fong



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Mayor Heather Fargo

Attest:



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Shirley Concolino, City Clerk