

State of Alaska

Legislative Affairs Agency

Office of Information & Teleconferencing



State Capitol, Rm. 3 ~ Juneau, Alaska 99801-1182 ~ Phone (907)465-4648 ~ Fax (907) 465-2864

MEMORANDUM

TO: Senator Gary Stevens, Chair, Legislative Council

FROM: *SC*
Sue Cotter, Manager, Information & Teleconferencing

DATE: October 31, 2015

SUBJECT: New Teleconference Bridge System Approval – ITB 612

Our existing teleconference bridge (Meeting Place) has served us well for the last 5 years, but the manufacturer (Cisco) has terminated the product line and will no longer offer any support for legacy systems. The services provided by the bridge are critical to connecting constituents and other callers to committee meetings. Without an operating bridge, we would not have teleconference capabilities available. Proceeding with a product that has zero support could mean a catastrophe in the middle of a busy legislative session with no timely resolution.

We have evaluated Sonexis, a comparable product that performs all of the functions that we needed from Cisco's Meeting Place. After in-depth review and use of demo accounts and product, ITB 612 was issued to obtain a low bidder (Arrow Systems Integration, \$84,154.57) for purchase and installation. In comparison, we purchased Cisco Meeting Place in 2010 for \$188,535.36. Since FY10, we have generated about \$50,000 of revenue from billing other state entities for using our services. The price of the annual service contract beyond the first year is \$10,185 which includes 24/7/365 support, and lifetime hardware & software updates & upgrades. The price of annual service renewals is guaranteed to never increase, provided the agreement never lapses. For comparison, the previous Cisco software-only service contract cost \$14,976 per year for Meeting Place.

Advantages with replacement

- Redundant, on-site hardware in the event of failure
- Will be supported by a service contract
- Perpetual license (free upgrades on software & hardware)
- Expedited work flow, ability to answer high call volumes faster
- Greater control over callers (interaction, moving between meetings)
- Caller ID & pre-identified phone lines

There is approximately a month lead time needed between approval and installation. In order to have adequate time to train and learn the new system, we would like to have approval of ITB 612 by Legislative Council at your next meeting and be able to proceed by November 15, 2015. This will ensure a smooth transition to the new product and our ability to seamlessly use it at the start of the 2016 regular session.

Thank you for your consideration of this agenda item.

State of Alaska

Legislative Affairs Agency

Administrative Services, Supply Section

State Capitol Room 3 ~ Juneau, AK 99801-1182 ~ Phone (907) 465-3853 ~ Fax (907) 465-2918



MEMORANDUM

TO: Pamela A. Varni, Executive Director
Legislative Affairs Agency

FROM: Tina Strong, Procurement Officer
Legislative Affairs Agency

A handwritten signature in blue ink, appearing to be "Tina Strong", written over the printed name.

DATE: October 23, 2015

SUBJ: Approval to Award ITB 612 – Audio Teleconference Bridge System

On October 2, 2015, ITB 612 was issued to solicit for a contractor to provide and install an audio teleconference bridge system. Six known vendors with the capability to provide and install the system were sent bids and the bid was published on the State's online public notices site.

ITB 612 closed on October 22, 2015. Three bids were received and opened from Arrow Systems Integration; Mission Critical Solutions; and Tactical Digital Corp. All bids met the requirements of the ITB. The bidder with the lowest total bid price was Arrow Systems Integration with a total price of \$84,154.57. A bid abstract is attached.

Based on the above information, I recommend award of ITB 612 to Arrow Systems Integration for a total price of \$84,154.57.

I would be happy to answer any questions you have regarding this project.

Enclosure(s)

LEGISLATIVE AFFAIRS AGENCY BID ABSTRACT

SUBJECT: ITB 612 - Audio Teleconference Bridge System
DATE OF OPENING: October 22, 2015@ 1:30 P.M.
SUPPLY OFFICER: Tina Strong

BIDDER'S NAME AND ADDRESS	TELEPHONE NUMBER	ALASKA BIDDER	ALASKA PRODUCT PREFERENCE	TOTAL BID COST
Arrow Systems Integration 2425 Gateway Drive Irving, TX 75063	952-456-3122	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	<input type="checkbox"/> Class I 3% <input type="checkbox"/> Class II 5% <input type="checkbox"/> Class III 7%	\$84,154.57
Mission Critical Solutions 8510 Sunstate Street Tampa, FL 33634	813-865-1068	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	<input type="checkbox"/> Class I 3% <input type="checkbox"/> Class II 5% <input type="checkbox"/> Class III 7%	\$93,982.13
Tactical Digital Corp. 7880 Rolling Woods Ct., Unit 101 Springfield, VA 22152	888-821-0845	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Class I 3% <input type="checkbox"/> Class II 5% <input type="checkbox"/> Class III 7%	\$102,221.89
		<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Class I 3% <input type="checkbox"/> Class II 5% <input type="checkbox"/> Class III 7%	
		<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Class I 3% <input type="checkbox"/> Class II 5% <input type="checkbox"/> Class III 7%	
		<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Class I 3% <input type="checkbox"/> Class II 5% <input type="checkbox"/> Class III 7%	