



Legislation Text

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Agreement for Telecommunications Consulting Services - HIKE & Co., Inc. (NB)

Staff requests authorization to negotiate and execute a contract amendment with HIKE & Company, as a specified source, for telecommunications consulting services on an as needed basis for a twelve-month term ending January 13, 2007.

HIKE & Company has been GRUCom's primary telecommunications consultant since 1995 and has been involved in almost all development activities. The Consultant has assisted the utility through the successful start-up phase of the Competitive Access Provider and Internet Service Provider businesses. Of particular importance, the Consultant has been instrumental in developing business relationships with other carriers and key customers with whom they have strategic business relationships. The interface the consultant provides between and the telecommunications system and its key customers enables it to respond effectively to the many issues it faces in the competitive telecommunications industry. These relationships have aided system expansion and sales growth, and are invaluable.

During the past ten years, the Consultant has acquired a unique and intimate knowledge of telecommunications system's plans, operations, customers and issues and has demonstrated a sincere commitment to the systems' success. Although other firms may have similar qualifications, the Consultant's knowledge, relationships, and shared history with GRUCom are extremely valuable and important for continued success. These attributes could only be replaced in conjunction with an extended learning curve on the part of a new service provider. The quality of the Consultant's work is considered high and the rates and charges are competitive with the market for similar services. For these reasons it is recommended that the Consultant be retained for as-needed telecommunication consulting services.

The current contract with the Consultant expires on January 13, 2006. The amendment will extend the contract, based on the same terms and conditions, for an additional twelve months, through January 13, 2007.

The City Commission: 1) Authorize the General Manager or his designee to negotiate and execute a contract amendment with HIKE & Company, as a specified source, for telecommunications consulting services on an as needed basis for a twelve-month term ending January 13, 2007, subject to the approval of the City Attorney as to form and legality; and

2) Approve the issuance of purchase orders in amounts not exceeding \$75,000 for these services.

Funds for these services are available in the approved GRUCom Capital and Operating budgets for FY 2006 and will be requested in the FY 2007 budget.

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