



Public Infrastructure and Conservation

Deb Bell

Council Initiated:

Yes

No

ECAF: 2023-1013

Motion: 23-384

Type:

- Contract
- Board Appt.
- Code Amendment
- Budget Action
- Other

Requested Handling:

- Normal
- Expedite
- Urgent

Fund Source:

- General Fund
- Other
- N/A

Executive Rec:

- Approve
- Do Not Approve
- N/A

Approved as to

Form:

- Yes
- No
- N/A

Subject: Amendment 1 to Master Service Agreement for dark fiber.

Scope: Astound Business Solutions, LLC has offered a five-year term with discounted pricing in response to Sole Source request SS-23—006BC.

Duration: The proposed Amendment 1 will allow for continued internal service and Interlocal agencies through December 31, 2028.

Fiscal Impact: Current Year Multi-Year N/A

The proposed agreement allows for a cost reduction of \$100.00 per location, per month, for a new negotiated fee of \$470.00 per location, per month.

Expenditures	Current Year	2024	2025	2026	2027	Total
505 Telecom Maintenance	\$122,436	\$107,160				\$535,800
						0
Total's	\$122,436	\$107,160				\$535,800

Revenue	Current Year	2024	2025	2026	2027	Total
						0
						0
Total's						0

Authority Granted: Approves and authorizes the County Executive to execute Amendment 1 to the Master Services Agreement for Enterprise Services.

Background: The County and Wave Business Solutions, Inc. entered into a Master Services Agreement for Enterprise Services in 2019 ([Motion 18-471](#)) for dark fiber services, with a total cost, including implementation of \$1,643,307 for five years. A Sole Source request SS-23-006BC was posted and awarded to Astound Business Solutions, LLC (formally Wave Business Solutions and Black Rock Cable), following all Federal, State and County policies.

The County currently has 21 dark fiber routes and may add up to 25 additional locations. The proposed Amendment 1 to the existing Master Services Agreement would extend the agreement for an additional five years, and provide discounted pricing, for a total of \$535,800 plus applicable sales tax and surcharges.

Requested Action: Move to GLS on September 27, 2023 for consideration.