

PORTFOLIO TITLE: [Wireless Voice Data & Accessories](#)

LEAD STATE: Utah

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| <p><u>OVERVIEW:</u></p> <p>The Master Agreements in this portfolio offer wireless cellular voice, data, plans, devices, accessories and IoT packaged systems.</p> | <p><u>INITIAL TERM:</u> 04/01/2019 – 06/30/2024</p> <p><u>RENEWALS:</u> Up to five (5) additional years</p> <p><u>CONTRACT REFRESH:</u> Yes. For Category 3 at the discretion of the Utah Contracting Officer</p> <p><u>TOTAL TERM POSSIBLE:</u> Through 06/30 2029</p> |
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PRODUCT CATEGORIES:

Category 1 – Cellular Wireless Services cover the basic cellular wireless transport services for voice, data and messaging, as well as any new basic transport services that may be introduced through a plan or service offering within the full scope of categories awarded in the RFP issued by state of Utah. This category includes cellular service plans and devices such as smart phones, tablets, personal Wi-Fi hot spots and other public safety and consumer grade cellular services, plans and devices.



Category 2- Equipment and Accessories includes any equipment or accessories operating over cellular carrier provided network services or intended for use with cellular connected devices. Examples of equipment include: basic cellular devices, smart phones, stand alone or integrated USB modems, WI-FI cellular routers, tablets (cellular network connected), sensors, cellular video cameras, and similar equipment. Accessories include, but are not limited to replacement batteries, cases, screen protectors, charges, cables and cords, signal boosters, antennae, heads sets, speakers and similar wireless devices.



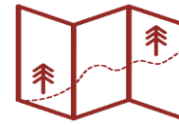
Category 3- Turnkey Wireless and IoT Solutions include any of the wireless or IoT solutions (often referred to as Smart Cities) or applications being offered as a complete product by the cellular wireless carriers or any other offeror(s). Awards are made in subcategories intended to stimulate competition within use cases commonly occurring in state, local government and education. Subcategory definitions can be found in Attachment V of the RFP. IoT services include training, installation, integration and consulting services as may be needed to support the system. Each package system includes a 17 – point cyber security disclosure statement to allow prospective buyers to assess security provided in the system.

Category 4- Alternative Wireless Transport Options: The category covers wireless network services other than those offered by the traditional cellular carriers such as satellite networks.

| Cat 3 IoT Subcategories | |
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| A. | Fleet Management |
| B. | Mobile Device & Mobility Mgmt. |
| C. | Mobile Integration / Substitution Solutions |
| D. | Workforce Management |
| E. | Field Service Management |
| F. | Mobile Data Collection and Mobile Forms |
| G. | Traffic Management & Intelligent Transport |
| H. | Snow and Ice Removal and Route Mgmt. * |
| I. | Public Safety Systems |
| J. | IoT Management |
| K. | Energy Conservation / Management * |
| L. | Building & Facilities Automation * |
| M. | Enterprise Messaging |
| N. | Secure LAN Access |
| O. | Utility Operations, Monitoring & Support** |
| P. | Health & Human Services** |
| Q. | Education** |

**No award made.
** Added in 2021 refresh.*

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SUPPLIERS AVAILABLE:

- ✓ [AT&T](#) Cat 1, 2 & 3
- ✓ [DiscountCell](#) Cat 2
- ✓ [Hughes Network Systems](#) Cat 4
- ✓ [Sprint Solutions, Inc.](#) * Cat 1, 2 & 3
- ✓ [T-Mobile USA, Inc.](#) Cat 1, 2 & 3
- ✓ [Verizon Wireless](#) Cat 1, 2 & 3



*Sprint merged with T-Mobile Master Agreement Amendment 2 for details.

KEY BENEFITS:

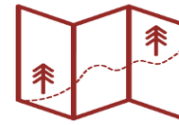
- Public Safety plans and devices designed specifically for public safety
- Broad range of competition permitted in IoT categories that may be refreshed to keep pace with market conditions and state and local government needs
- Seventeen-point cyber security disclosure statement for IoT
- IoT providers required to provide a description of impact for end user’s infrastructure resources.
- New satellite network coverage
- Comparator landing page introduces market place pricing competition
- Wider range of smart device availability in plans for broader device choices for users
- Legacy plan holder under Nevada master agreement 1907 included in the scope of new awards
- No service activation fees
- Prices and rates guaranteed or initial term of master agreement
- Users may upgrade or downgrade their service plan at any time with no limits and no restarting of service line contract terms.

SUSTAINABILITY / ENVIRONMENTALLY PREFERRED PRODUCTS

- Users may require products and services that adhere best practices of sustainability and environmental consciousness.
- Environmental Evaluation Criteria. Proposals were evaluated on responses to the below criteria.
 - A. The EPEAT category for Mobile Phones is based in part on the ANSI/UL 110 Standard for Sustainability of Mobile Phones. The EPEAT registration criteria and a database of all registered products are provided at <http://www.epeat.net>.
 - B. Provide the information requested below based on how your firm has made a public commitment to environmental and sustainability: 1) website links to environmental sustainability policy, and annual sustainability report; 2) sustainable transportation practices and the reduction of carbon emissions; 3) sustainable packaging services offered; 4) firm’s device recycling and take back/buy back program; and 5) environmental certification and awards received.
 - C. Provide information about products offered meeting EPEAT Bronze, Silver and Gold.
 - D. Mobile device products must achieve a Bronze or higher EPEAT rating. Proposers must provide reporting on the number of EPEAT – registered mobile devices sold or leased under their master agreement.



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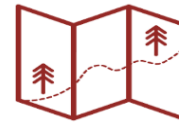
PRICING SUMMARY:


- **AT&T** (Categories 1,2 and 3) – Cat 1 Service Discount (25% CRU, 17% IRU). Cat 2 Equipment (50% off of MSRP or Vendor Standardized Price, which ever is highest) for eligible subsidized (included in a rate plan) devices with active service on qualified plans; unsubsidized (not included as a part of a rate plan) devices (MSRP or monthly equipment purchase plan). Cat 2 accessories (30% off of devices found at Premier Website). Cat 3, IoT for more details on price and specific subcategories see Attachment C Cost Sheets. For pricing of all categories see the most recent version of MA 149-1, Attachment G Plan Coverage.
- **DiscountCell** – (Category 2) - Accessories, cords and cables (15% off MSRP); WI-FI Routers (10% off of MSRP); Signal Boosters Antennas (7%); Smart devices, cell modems, hot spots, headsets, speakers, IoT sensors cell enabled video cameras (5% off of MSRP). For more detail see Cost sheets, Attachment C in Attachment B Scope of Work for master contract.
- **Hughes Network Systems** (Category 4) -Satellite Network for Government (3.615% discount applies to five different tiered volume and feature based monthly Business Plan rates (35, 50, 75, 150, or 250). One time standardized installation costs of \$1,229.26 for any Business Plan selected. For more pricing information see Award Category 4 Cost sheet MA 3125 Attachment C.
- **Sprint** – (Categories 1, 2, and 3) – Cat 1 Service Discount (25% CRU, 19% IRU). Cat 2 Accessories (25% discount off of list and equipment /devices 0% off of list). Cat 3, IoT for more details on price and specific subcategories see Attachment C Cost Sheets.
- **T-Mobile** – Categories 1,2 and 3) – Cat 1 Service Discount (16% CRU, up to 33% IRU). Cat 2 Equipment including Cases, Screen Protectors, Chargers, Headsets, and Speakers 50% off MSRP, other equipment 0%. Cat 3, IoT for more details on price and specific subcategories see Attachment C Cost Sheets. For pricing of all categories see the most recent version of MA 176-1, Attachment G Plan Coverage.
- **Verizon** – Categories 1,2, and 3) – Cat 1 Plan Service Discount (23% off of most services with 25% discount for enterprise messaging. Cat 2, Accessories (25% off of MSRP). Cat 3, IoT for more details on price and specific subcategories see Attachment C Cost Sheets. For pricing of all categories see the most recent version of MA 152-1, Attachment G Plan Coverage.

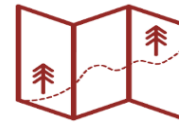
Category 1 Pricing Landing Page. While currently under construction, this new feature when complete will allow users a quick reference tool to compare plans and pricing offered by Carriers.

PROCUREMENT BACKGROUND:

In 2017 a sourcing team was convened under lead state Utah to develop an RFP for the Next Generation replacement of the Wireless and Equipment Master agreements. In addition to replacing the current contracts for cellular plans, services, devices and accessories, the sourcing team decided to expand the scope to address changes in the market to include: impacts of 5G; dedicated public safety plans and devices; addressing the need for satellite and non-cellular wireless needs; and addressing the growing demand for IoT or smart cities systems.



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| <p><u>JURISDICTIONS ON SOURCING TEAM:</u> Alaska, Colorado, Connecticut, Park City Utah, Nevada, New Mexico, Oregon, Utah, and Washington</p> <p><u>CONTRACTING OFFICER (LEAD):</u> Christopher Jennings, ctjennings@utah.gov 801-538-3157</p> | <p><u>SOLICITATION INFORMATION:</u></p> <p>Type: Request for Proposal (RFP) Solicitation Number: CJ 18012 Date Released: August 13, 2018 Date Closed: October 23, 2018</p> |
| <p><u>PUBLIC POSTING OF SOLICITATION:</u></p> <ul style="list-style-type: none"> • Solicitation was Publicly Advertised from August 13, 2018 to October 23, 2018. • Website Posted On: Utah Procurement Place • Posting Link: purchasing.utah.gov/currentbids • Number of Days Solicitation was Publicly Posted: 72 • Number of Amendments Posted: 7 | <p><u>PUBLIC OPENING</u></p> <p>Sealed responses were publicly opened on October 23, 2018 at 2:00 pm MT, through the Utah Procurement Place.</p>  |
| <p><u>VENDOR RESPONSES:</u></p> <ul style="list-style-type: none"> • Number of Vendor Responses Received: 8 • Number of Non-Responsive Vendor Responses: 0 • Number of Vendor Responses Evaluated: 8 | <p><u>EVALUATIONS:</u></p> <p>Responses were evaluated by the members of the Sourcing Team during the week of December 2, 2018 in Salt Lake City, Utah.</p> |



EVALUATION CRITERIA SUMMARY:

All four categories were evaluated and awarded separately. After rejecting any proposals that did not meet mandatory minimum requirements, offerors advanced to the technical scoring stage. Cat 1 had 5 offers; Cat 2 had 6 offers; Cat 3 had 7 offers; and Cat 4 had 3 offers. The minimum score threshold for consideration in each category was 70% of the total available technical points. Offerors below this threshold were ineligible to enter into a contract.

Technical Criteria

| Category 1 | Category 2 | Category 3 | Category 4 |
|-----------------------------------|-----------------------------------|--|-----------------------------------|
| Reporting Description | Reporting Description | Reporting Description | Reporting Description |
| Number of Employees and Expertise | Number of Employees and Expertise | Number of Employees and Expertise | Number of Employees and Expertise |
| Years of Experience | Years of Experience | Years of Experience | Years of Experience |
| Customer Service | Customer Service | Customer Service | Customer Service |
| Plan Variety | Public Safety Offerings | Turn-Key Offerings | Service Offerings |
| Phone/Devices Offered | Catalog Variety | Description of Turn-Key Planning & Process | Infrastructure and Coverage |
| Services Offered | Diversity of Plans | Service Factors | Security |
| Apps/MCM | Plan Flexibility | References | |
| Network Attributes | IRU Discount | Training | |
| Public Safety Security | | Security | |
| Service Security Factors | | | |
| Network Infrastructure | | | |
| Percentage off per customer | | | |
| Per bill, data plan, voice plan | | | |
| Green Initiatives Offerings | | | |

For more detail and information on score for the responsive offerors, see [Wireless Voice, Data & Accessories Award Justification \(4-29-19\)](#) or contact the Lead State as identified on the portfolios NASPO ValuePoint website.

SCORING:

Responses were scored according to the RFP’s Evaluation Criteria. Anyone interested in receiving a copy of the scoring that was used to determine the awards for this RFP should contact the Lead State as identified on the portfolio’s NASPO ValuePoint website.

AWARD:

The initial RFP allowed for multiple vendor awards based on each vendor’s success in earning more than 70% of the total maximum points possible during the scoring process; six (6) of the eight (8) vendors evaluated received scores over the 70% threshold making them eligible for award.

PUBLIC POSTING OF AWARD:

Award Posting Start: 01/18/2019
 Award Posting End: N/A
 Posting Link:
purchasing.utah.gov/currentbids
 Total Days Posted: N/A
 Vendors Awarded: 6
 Protests Received: 0

AWARDED VENDORS BY CATEGORY AND MASTER AGREEMENT:

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| <u>AT&T</u> | Category 1 and 2 | MA149-1 |
| <u>DiscountCell</u> | Category 2 | DP180-1 |
| <u>Hughes Network Systems</u> | Category 4 | MA3125 |
| <u>Sprint Solutions, Inc. *</u> | Category 1, 2 and 3 | MA262-1 |
| <u>T-Mobile USA, Inc.</u> | Category 1, 2 and 3 | MA176-1 |
| <u>Verizon Wireless</u> | Category 1, 2 and 3 | MA152-1 |

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