



# City of Hudson, Ohio

## Staff Report With Text

**File #:** 16-161      **Version:** 1      **Name:**

**Type:** Resolution      **Status:** Failed

**File created:** 9/21/2016      **In control:** City Council

**On agenda:** 11/1/2016      **Final action:** 11/1/2016

**Title:** A RESOLUTION AUTHORIZING THE CITY MANAGER TO ENTER INTO A CONTRACT FOR PROFESSIONAL SERVICES WITH UPTOWN SERVICES, LLC FOR THE DEVELOPMENT OF A FIBER TO THE HOME ("FTTH") FEASIBILITY STUDY FOR THE CITY OF HUDSON; AND DECLARING AN EMERGENCY.  
Executive Summary: This project will result in the development of a Feasibility Study for providing residential fiber to the home. The study will include a residential needs assessment, deployment strategy options and construction cost estimates. The desired outcome of this planning effort is to establish residential market need, provide a plan for a successful deployment strategy and determine the associated costs to implement Fiber to the Home (FTTH) within the City of Hudson.

**Sponsors:** David A. Basil

**Indexes:** Innovation & Technology

**Code sections:**

**Attachments:** 1. Broadband Needs Assessment presented at February 10, 2015 workshop, 2. Resolution No. 16-161

Date	Ver.	Action By	Action	Result
11/1/2016	1	City Council	third reading	
11/1/2016	1	City Council	adopted on third reading	Fail
10/18/2016	1	City Council	second reading	
10/4/2016	1	City Council	first reading	

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### Legislative History

No prior legislative history exists.

### Purpose & Explanation

Four bids were received on August 26, 2016 for the Development of a Fiber to the Home (FTTH) Feasibility Study. Below are the respective bids.

### Contractor's Quotes:

Design Nine	\$36,225.00
Magellan Advisors	\$47,000.00
Blue Ridge Advisory Services Group	\$48,400.00
Uptown Services	\$49,000.00

The Velocity Broadband team (Assistant City Manager, Utilities Director, Finance Director, Economic Development Director, Velocity Broadband Office Manager and the IS/GIS staff) participated in online presentations by all firms. Each firm presented the material within their respective proposals and the Velocity Broadband team asked questions to clarify their methods and strategies to execute the feasibility study.

A consensus opinion was established at the conclusion of the presentations and Uptown Services, LLC was overwhelmingly selected as the best consulting firm for this project.

The Uptown Services response to the RFP and subsequent presentation was detailed and thorough. In addition, upon review, the following observations influenced the team's overall recommendation:

Uptown Services.....

- Presented a far more in depth understanding of the high speed internet market and the development of fiber to home projects.
- Described a successful, proven method of residential surveying techniques to establish a clear picture of residential service needs and wants.
- Pro-Forma and financial approach was far superior to that of the other consulting firms.
- Company principals will be developing the study and presenting the data to the City.
- The City of Hudson has had very positive experiences working with Uptown Services team.

### Timing Considerations

Upon authorization to proceed by the City Council, the administration will award and enter into a contract with Uptown Services for the above amounts.

### Fiscal Impact

- ☒ Currently Budgeted  
☐ Supplemental Appropriation Required  
☐ Appropriation Not Required.

### Suggested Action

The City Administration recommends City Council authorize the City Manager to award and enter into a contract with Uptown Services, LLC for the Development of a Fiber to the Home (FTTH) Feasibility Study in an amount not to exceed \$49,000 (\$45,000 Professional Services and \$4,000 travel related costs).

### Submitted by,

Jane Howington, City Manager

Frank Comeriato, Assistant City Manager

Forrest (Bill) F. Hilbish II, Information Services Manager

