



# CITY OF TARPON SPRINGS, FL

## Procurement Services

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### MEMORANDUM

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**TO:** Honorable Mayor and Board of Commissioners  
**THRU:** Janina Lewis, CPPO, NIGP-CPP, Procurement Services Director *ql*  
**FROM:** Patty Hall, CPPB, Senior Procurement Analyst *PH*  
**DATE:** 05/23/2022  
**SUBJECT:** Award File No. 230164-N-PH, Single Source Purchase of Citywide Internet and Related Services

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### RECOMMENDATION:

Award File No. 230164-N-PH, Single Source Purchase of Citywide Internet and Related Services to Frontier Communications of America (Frontier) and Charter Communications Holdings (Spectrum), in an estimated amount not to exceed \$85,000.00 for services through May 22, 2024, for Citywide use. Purchase orders will only be issued against approved budgets.

### BACKGROUND:

The City currently uses Spectrum and Frontier for internet and related services. The purpose of this request for single source purchases to each of these vendors is to maintain continuous support to operate the Citywide internet infrastructure. These services are essential for:

- Network equipment, such as webcams, fuel pumps, SCADA, air conditioning and heat systems, etc. All these devices require static IP addresses to access them.
- All Police and Fire communications require static IP addresses for security.
- City's financial system is cloud-based and requires static IP addresses and VPN tunnels.

Pricing offered by both providers are Government rates. In April and May of 2023, Frontier and Spectrum were contacted to discuss negotiating lower rates for services, and to achieve better pricing for the City based on a long-term solution. The rates provided to the City are the basic rates for Government pricing and are nonnegotiable. Disruption in service or change of providers would cause changes to the City's static IP addresses, which is the foundation of the City's technological infrastructure (see attached memo).

**FUNDING:** Funding will be identified on an as-needed basis.

Accepted by: \_\_\_\_\_  
City Manager

Attest: \_\_\_\_\_  
City Clerk



# City of Tarpon Springs, Florida

Suzanne Linton  
IT Director

## MEMORANDUM

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DATE: May 3, 2023  
TO: Janina Lewis, Procurement Director  
FROM: Suzanne Linton, IT Director *SML*  
RE: City Internet Services

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### Recommendation

Authorize the single source purchase of Internet Services to Spectrum and Frontier Services in the amount of \$85,000 for City wide usage.

### Background

The city currently uses Spectrum and Frontier Services for internet related services. The request for Single source purchase to each of these vendors is to maintain continuous support to operate the city-wide internet and communication infrastructure. The current providers use established Static IP Addresses. The static IP is a permanently fixed number IP address assigned by an ISP (Frontier or Spectrum). A simple way to think about a static IP is that it is an address for your business or residence on the Internet. Much like a physical street address, a static IP is able to tell other computers or servers on the Internet exactly where a specific computer is located or connected to the Internet. This is essential for:

- Network equipment, such as webcams, fuel pumps, Scada, air conditioning and heat systems, etc. all these devices require a static IP to access them as well.
- All Police and Fire communications require static IP addresses for security.
- All firewall policies are configured based upon our existing static IP addresses and their secondary and tertiary redundant static IP addresses. A change would require IT to reconfigure all firewall policies. (There are hundreds of them which are multi-faceted)

- IT can secure and split internet traffic by routing it depending on what static IP the traffic is coming in on
- Our City needs a VPN for vendors and employees to have remote access to our business network. When a VPN tunnel is created, a specific permanent Internet protocol (IP) address is required.
- Our financial system is in the cloud and requires static IP addresses and VPN tunnels

Pricing offered by our providers is the Government pricing rate.

In May of 2023, Frontier was contacted to increase bandwidth and achieve better pricing and efficiency for the City; based on a long-term solution. Our City Account Executive/Enterprise Business Acquisition representative for Frontier has explained that the pricing the City currently receives is the basic published rates for all municipalities and commercial entities. She stated that the City of Tarpon Springs is paying the same rates as the County and State. There are no negotiating lower rates. The only way to achieve lower rates is to cut services or redesign which is more costly. We are currently negotiating increased bandwidth speeds with no additional cost increase.

In April of 2023, Spectrum was contacted to discuss negotiating lower rates for services and again the rates provided to the City are the basic rates for Government pricing. There is no negotiating the rates; but we were able to increase bandwidth speeds with no increase in fee.

In April of 2023, Florida Department of Management Services, Division of State Technology, was contacted to inquire as to the availability of any special State contract pricing for Internet Services.

Disruption in service or change of providers would cause changes to the City's static IP addresses which is the foundation of our City's technological infrastructure. Internet static IP addresses would be taken from a different pool and would require a multi-faceted extensive change to our communication platform for all City-Wide technological systems. It is not practical and would not be cost effective to make a change due to the extensive manpower and down time resulting from the change.

### **Funding**

Funds are budgeted under individual department accounts for the services they utilize.