

South Bay Cities Council of Governments

June 25, 2020

TO: SBCCOG Board of Directors

FROM: Jacki Bacharach, SBCCOG Executive Director

RE: Fiscal Year 20-21 Contract with Magellan Advisors for the South Bay Fiber Network

Adherence to Strategic Plan

Goal A: Environment, Transportation and Economic Development. Facilitate, implement and/or educate members and others about environmental, transportation and economic development programs that benefit the South Bay.

BACKGROUND

The South Bay Cities Council of Governments (SBCCOG) has been working with Magellan Advisors since 2016 and the inception of the studies that have been conducted on a regional fiber network for the South Bay. They wrote the feasibility study and developed the concept for the South Bay regional fiber network (SBFN) and then guided us through the RFP and selection process for the American Dark Fiber team. All of these tasks were paid for by the South Bay Workforce Investment Board with funding contributed for the RFP from Supervisor Ridley-Thomas. Funding from the SBWIB ran out at the end of June, 2019.

The SBCCOG Board approved a contract with Magellan Advisors for the time between July 1, 2019 and June 30, 2020 for 400 hours/month at their rate of \$210/hour for a cost not to exceed \$84,000 to be paid for from the Measure M MSP Subregional funds for this project. An additional \$15,000 was added in April, 2020 due to the project's many unanticipated implementation issues.

DISCUSSION

Magellan Advisors has proven to be invaluable in providing SBCCOG staff and city staff technical advice, in overseeing the construction of the network and in negotiating with Metro. We expect as the SBFN facilities are connected there should be less for them to deal with. Additionally, one of the tasks of the contract will be to train our staff in the activities that we can be performing in house.

Magellan has proposed 2 tasks as seen in the attached proposal. At this time, SBCCOG staff is recommending only proceeding with Task 1. We will begin looking at moving forward with applications and working with Metro on joining with their traffic management systems. Magellan proposed an additional task to provide assistance in this area but SBCCOG staff wants to explore this further internally. Therefore, we may recommend amending the contract for help in applications development and implementation in the future.

RECOMMENDATION:

Approve a contract for fiscal year 20-21 with Magellan Advisors for a not to exceed amount of \$60,000 for continued technical assistance and contract management. These funds would be paid from the Measure M MSP Subregional funds for this project.



South Bay Cities COG

Proposal for SBFN Expansion and ITS Planning

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Background

South Bay Cities Council of Governments (“SBCCOG”) has successfully planned, secured funding for, and commissioned work to construct the South Bay Fiber Network (“SBFN”). SBFN ring is currently under construction and will connect buildings in the fifteen (15) South Bay cities to two internet points of presence (“POP”). Other entities in the South Bay will be connected, including Los Angeles County Metropolitan Transportation Authority (“Metro”). When connected, all SBFN subscribers will receive dedicated, symmetrical gigabit broadband services, internet access, and gigabit transport services. Magellan Advisors (“Magellan”) has provided strategic planning support to SBCCOG since the inception of the strategic vision of an inter-city network, through vendor identification and contract negotiation, to supporting efforts at securing funding, and finally, to oversight and technical advisement on initial construction efforts and City outreach efforts.

As the SBFN project moves to operation in mid-2020, SBCCOG will continue to enroll additional sites, broadening the network penetration throughout the South Bay. In addition, SBCCOG will work with LA County’s Metropolitan Transportation Authority’s (“Metro”) Regional Integration of Intelligent Transportation Systems (“RIITS”) group, to design and implement several Smart Cities transportation applications, among them: integrating Intelligent Transportation Systems (“ITS”); providing transportation camera feeds to a federated Metro system; traffic management systems; traffic signal prioritization; vehicle management; mass transit; and other applications to be determined.

Scope of Services

Magellan proposes to provide consulting services on a time and materials basis to SBCCOG to continue implementation oversight and strategic evolution of SBFN.

Magellan services in this engagement will include these primary tasks and associated sub-tasks described:

1. Task 1 – Continue providing broadband consulting and construction management for completion of the initial South Bay Fiber Network
 - a. Support SBCCOG in overseeing technical aspects of SBFN deployment, as network expands within South Bay and, possibly, to become a regional network.
 - b. Track SBFN construction schedules and resolve issues with contractor American Dark Fiber (“ADF”) and HP Communications (“HP”).
 - c. Assist SBFN contractor ADF and Race Communications (“Race”) with sales and onboarding efforts for strategic locations, including RIITS, Metro Express Lanes (“MEL”),
 - d. Assist ADF and Race in planning for multi-tenant locations, including cost revisions.
 - e. Support SBCCOG in financial control of allocated funding as SBFN deployment expands within South Bay. -
 - f. Support development and coordination of strategies for leveraging allocated capital funds to provide support for greater numbers of subscribers. This task may include recommending partial contributions of non-recurring costs (“NRC”) from new subscribers.
 - g. Provide training of SBCCOG staff to ultimately transition contractor interface and controls to SBCCOG
 - h. Other tasks as requested by SBCCOG Executive Director. As in the past, these may include review of contracts, negotiating specific contract terms, acting as negotiating agent on behalf of SBCCOG.

2. ~~Task 2 – Intelligent Transportation Systems, Smart Cities Planning~~
 - a. ~~Assist with defining policy and operational elements of integrating SBFN with Regional Integration of Intelligent Transportation Systems (“RIITS”), local networks operated by member cities and other regional networks as specified by SBCCOG.~~
 - b. ~~Provide technical IT, network design, and product standards support and training to SBCCOG for regional integration of interoperable and compatible Smart City Transportation applications, which may include federated traffic cameras, sensors and traffic signals as well as other Intelligent Transportation Systems (ITS) technologies through Metro (RIITS), Metro Express Lanes (MEL), Los~~

~~Angeles County Kimley-Horn Integrated Transportation System (KITS) and Information Exchange Network (IEN) and other strategic transportation applications. Magellan proposes to augment scarce technical resources within Member Cities to work with Metro, which may be allocated to other internal initiatives due to COVID-19, by providing network design and product and application integration services.~~

~~c. Deliverables will include:~~

- ~~• Technical standards for implementing technologies for SBFN operators and Member Cities that will integrate, communicate and be compatible with ITS technologies used by transportation networks, applications and equipment within the region.~~
- ~~• Training, materials and consultative briefings (as necessary) for SBCCOG Staff to learn technical IT, network design, and product standards that will assist SBFN Operators and Member Cities in their development of Smart Cities Transportation applications.~~
- ~~• Based on interviews with Member Cities and regional transportation network operators, provide high-level recommended prioritization for classes of IP-enabled devices, along with connectivity requirements. Classes of IP-enabled devices include traffic signals, sensors, and other equipment connected by fiber and wireless communications.~~
- ~~• High-level conceptual implementation schedule, based on definition of enabling integration technologies with RIITS, others. (Actual implementation schedules will require participation and commitment of resources by participating cities.)~~

Work on these tasks will proceed only at the direction of the SBCCOG. Tasks may run in parallel.

Magellan's team will provide consulting services only; legal counsel, marketing, and outreach are outside of the scope of this contract and will be handled separately by SBCCOG.

Magellan services will be provided to SBCCOG, unless directed otherwise by SBCCOG Executive Director.

Cost

Magellan Advisors' pricing for these services is a total of \$100,800. The contract term will run from July 1, 2020 to June 30, 2021. Magellan will continue to invoice at standard hourly rate of \$210 for all Advisors, regardless of role.

Labor costs by task, by Advisor class are summarized in the following table:

			J Wolf (PE)	J Carella (PM)	TBD (Engineer)	Total	Expected Monthly Avg
Task 1	Broadband Consulting for SBFN	Hours	60	240	0	300	25
		Amount	\$12,600	\$50,400	\$0	\$63,000	\$5,250
Task 2	ITS, Smart Cities Planning	Hours	60	60	60	180	15
		Amount	\$12,600	\$12,600	\$12,600	\$37,800	\$3,150
TOTAL PROPOSAL:		Hours	120	300	60	480	40
		Amount	\$25,200	\$63,000	\$12,600	\$100,800	\$8,400

Magellan will invoice SBCCOG monthly actual hours as incurred. Invoices are payable on net 30 terms from the date of invoice.

If additional services are required beyond the estimated hours, Magellan will bill on an hourly basis subject to prior SBCCOG approval or provide an additional quote for requested services.

Signature & Acceptance

Signature of this Proposal by Client warrants that all components of this Proposal are acceptable to SBCCOG and that the person(s) signing this Proposal has the right, power and authority to execute the Proposal.

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A Florida Limited Liability Company
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Print Name: John Honker

Print Name:

Title: President & CEO

Title:

Signature:



Signature:

Date: June 12, 2020

Date: