



**CITY OF PALO ALTO  
CITY COUNCIL  
Special Meeting  
Monday, October 07, 2024  
Council Chambers & Hybrid  
5:30 PM**

<b>Agenda Item</b>
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10. Approval of Two Purchase Orders, 4525000111 and S25192604 with ePlus Technology Inc. to procure Data Center Equipment and Implementation for Fiber-to-the-Premises for a Three-Year Term with an Amount Not-To-Exceed \$543,134; CEQA Status – Mitigated Negative Declaration Approved June 2024.



## City Council Staff Report

**From: City Manager**  
**Report Type: CONSENT CALENDAR**  
**Lead Department: IT Department**

**Meeting Date: October 7, 2024**

Report #:2408-3399

### **TITLE**

Approval of Two Purchase Orders, 4525000111 and S25192604 with ePlus Technology Inc. to procure Data Center Equipment and Implementation for Fiber-to-the-Premises for a Three-Year Term with an Amount Not-To-Exceed \$543,134; CEQA Status – Mitigated Negative Declaration Approved June 2024.

### **RECOMMENDATION**

Staff recommends that City Council approve and authorize the City Manager or their designee to execute two purchase orders 4525000111 and S25192604 with ePlus Technology, INC., utilizing two cooperative agreements, NASPO AR3227, California Participating Addendum (3-18-70-1448C) and an Agreement with OMNIA Partners – TD Synnex – R200803 for the purchase of data center equipment for Fiber-to-the-Premises for a term of three years and a total not-to-exceed \$543,134.

### **EXECUTIVE SUMMARY**

Approval for two purchase orders for the data center networking equipment and professional services for design, configuration, implementation, and support needed to continue to build the City's Fiber-to the-Premises (FTTP) Project providing broadband high-speed internet directly to Palo Alto homes and businesses. The purpose of ordering the equipment now is because the lead time on the delivery of the equipment is at least 60 days. The data center will support FTTP subscribers and hosted in a private cage in an Equinix Data Center in Palo Alto.

### **BACKGROUND**

On December 19, 2022, City Council directed staff to proceed with the Fiber Expansion Plan to implement the Fiber Rebuild project and Phase 1 of the Fiber-to-the-Premises (FTTP) project. In Phase 1, FTTP would be built out in selected areas of the city and expanded gradually (Staff Report ID 14800<sup>1</sup>). Construction of the new fiber backbone in the Fiber Rebuild project and last

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<sup>1</sup>Staff Report ID 14800: <https://www.cityofpaloalto.org/files/assets/public/v/1/agendas-minutes-reports/reports/city-manager-reports-cmrs/2022/12-19-2022-id-14800.pdf>

mile infrastructure to provide FTTP broadband internet to the community in the FTTP project will be a significant undertaking for the City.

On June 19, 2023, Council approved the FY 2024 Capital Budget with both the new FTTP Project (FO-24000), and Grid Modernization for Electrification Project (EL-24000). The approval of the electrification project accelerated efforts to align electrification and fiber construction, which impacted the Fiber Expansion Plan. Staff was directed to explore opportunities to align the grid modernization project and projects under the Fiber Expansion Plan to help minimize utility engineering pole make-ready work, pole replacements, noise disruption, and construction activity in neighborhoods.

On December 18, 2023<sup>2</sup>, to execute on Council's direction, staff informed Council that a pilot would be deployed to evaluate how alignment of fiber and grid modernization projects may help control project costs, minimize construction impacts to the community, and prevent major delays. Activities essential to the roll-out of the pilot were highlighted as well, such as the California Environmental Quality Act (CEQA) determination and purchase of a fiber hut.

## **ANALYSIS**

Fiber-to-the-Premises consists of the construction of a fiber optic backbone and fiber distribution infrastructure to provide communication services throughout the City of Palo Alto. FTTP would provide municipal high-speed internet service to residences and businesses in Palo Alto.

The proposed project includes the following main components:

1. Installation of approximately 194 miles of fiber optic cables (consisting of about 90 miles of below-ground installation and 104 miles of aerial installation using existing utility poles);
2. Installation of approximately two local aggregation sites either inside modular communications shelters (i.e., fiber huts) or enclosed within existing commercial buildings;
3. Installation of approximately 4,200 underground utility vaults and 147 aboveground utility cabinets; and,
4. Fiber internet connections directly to subscribing customers' homes and/or businesses ("subscribers").

To ensure reliable internet services, implementing robust core network equipment and services is critical. The core network and services aim to provide subscribers access to the WWW (World Wide Web), including digital content such as public websites, digital streaming, online education, online shopping, etc. The hardware and services purchased will scale as subscribers

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<sup>2</sup> December 18, 2023 <https://www.cityofpaloalto.org/files/assets/public/v/1/agendas-minutes-reports/reports/city-manager-reports-cmrs/2023/12-11-2023-id-2309-2094.pdf>

grow, which means the hardware is scalable to meet increasing demands while purchasing the minimum amount of licensing to reduce initial costs. The professional services contract will assist with the carrier-grade network's design, configuration, implementation, and operations. These POs are for the purchase of an initial phase of equipment and installation, including Routers, software and installation services.

### Procurement Process

The City's procurement policies and procedures provide for the purchase of goods and services through cooperative purchasing agreements as permitted by PAMC section 2.30.360(j). A cooperative purchase agreement is a contract that allows multiple entities to purchase goods and services at pre-negotiated prices. The goal of a cooperative purchase agreement is to combine demand from multiple entities to achieve a more economical purchase. The Cooperative Agreements utilized for these two purchase orders execute similar procurement methods as the City performs such as soliciting service providers, review and evaluation of qualifications and pricing, and negotiation of contract terms. Staff selected the vendor based on providing the best discounts, being flexible, and extensive experience building new internet service provider infrastructures.

### **FISCAL/RESOURCE IMPACT**

Funding for these Purchase Orders are available in the Fiscal Year 2025 Fiber Fund in the FTTP Project (FO-24000). No additional funding for these purchase orders is being requested.

### **STAKEHOLDER ENGAGEMENT**

Staff continues to engage with the community on the FTTP and Grid Modernization Projects primarily through the City's Finance Committee and Utilities Advisory Commission discussions which are open to the public to participate and share feedback.

On November 7, 2023, the Finance Committee was updated on the Fiber Master Plan, which included the pilot program area to align FTTP with the Electric grid modernization project. The Finance Committee provided feedback on timeline, costs, and alignment of FTTP to grid modernization (Staff Report #2309-2082<sup>3</sup>). In addition, staff continues to share updates through the Palo Alto Fiber project webpages<sup>4</sup>, City communications channels such as social media<sup>5</sup>, Medium.com blog<sup>6</sup> and interactive Palo Alto Fiber Hub<sup>7</sup>.

### **ENVIRONMENTAL REVIEW**

The FTTP Project has been assessed in accordance with the authority and criteria contained in the California Environmental Quality Act (CEQA), the State CEQA Guidelines, and the

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<sup>3</sup> Finance Committee staff report 2309-2082, [https://www.cityofpaloalto.org/files/assets/public/v/1/agendas-minutes-reports/reports/city-manager-reports-cmrs/2023/11-7-2023\\_2309-2082-mini-packet.pdf](https://www.cityofpaloalto.org/files/assets/public/v/1/agendas-minutes-reports/reports/city-manager-reports-cmrs/2023/11-7-2023_2309-2082-mini-packet.pdf)

<sup>4</sup> Palo Alto Fiber Webpage, <https://www.cityofpaloalto.org/paloaltofiber>

<sup>5</sup> City Social Media Channels, <https://www.cityofpaloalto.org/connect>

<sup>6</sup> Palo Alto Connect, <https://medium.com/@paloaltoconnect>

<sup>7</sup> Palo Alto Fiber Hub, <https://fiber-palo-alto.hub.arcgis.com/>

environmental regulations of the City. An Initial Study-Mitigated Negative Declaration has been prepared and was circulated for a 30-day public review beginning on May 1, 2024, and ending on May 31, 2024. A final IS/MND that incorporated revisions, as appropriate, based on public comments published on June 6, 2024. The analysis in the IS/MND includes evaluation of the fiber hut.

The IS/MND concludes that no significant and unavoidable impacts are anticipated for the proposed project. Mitigation is incorporated to mitigate potential impacts on air quality, biological resources, cultural resources, geology and soils, hazards and hazardous materials, hydrology and water quality, Transportation, and tribal cultural resources to a less than significant level.

The City received five comments letters on the proposed project during the MND circulation period. These comments were from one member of the public and four responsible agencies for the proposed project: Caltrans, Valley Water, Santa Clara County, and California Department of Fish and Wildlife (CDFW). Comments from the member of the public were not related to the environmental analysis. Comments from the responsible agencies primarily indicated the permits that would be required for work in certain areas for which they have jurisdiction. Comments from CDFW recommended additional measures for the protection of Crotch's Bumble Bee, California Ridgeway's Rail and Black Rail. While the City concluded that impacts on these species would be less than significant, the city has agreed to implement these additional measures to further reduce impacts on those species. This is detailed further in the Final MND. An e-mail has been sent to each commenter responding to their comments and, where applicable, indicating where their comments have been addressed in the Final MND. A link to the Final IS/MND and MMRP are included in the City of Palo Alto Fiber webpage<sup>8</sup>

## **ATTACHMENTS**

Attachment A: 4525000111 EPLUS TECHNOLOGY INC

Attachment B: S25192604 EPLUS TECHNOLOGY INC

## **APPROVED BY:**

Darren Numoto, Chief Information Officer

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<sup>8</sup> City of Palo Alto Fiber Webpage, <https://www.cityofpaloalto.org/paloaltofiber>



# City of Palo Alto

Purchasing and Contract Administration  
P.O.Box 10250  
Palo Alto CA 94303  
Tel:(650)329-2271 Fax:(650)329-2468

## Purchase Order

### Vendor Address

EPLUS TECHNOLOGY INC  
13595 DULLES TECHNOLOGY DR  
HERNDON VA 20171-3413  
Tel: 703-984-8400 Fax: 703-984-8600

P.O. NUMBER MUST APPEAR ON ALL INVOICES, PACKAGES, SHIPPING PAPERS AND CORRESPONDENCE PERTAINING TO THIS ORDER

PO Number	4525000111
Date	08/27/2024
Vendor No.	102667-01
Payment Terms	Payment Due 30 days
FOB Point	F.O.B Destination
Ship via	Ship Best Way
Required Date	09/16/2024
Buyer/Phone	Alice Harrison / 650-329-2173
Email	Alice.Harrison@CityofPaloAlto.org

### Ship To:

Information Technology Services  
City of Palo Alto  
250 Hamilton Ave., 2nd Floor  
Palo Alto CA 94301

### Bill To:

ASD  
City of Palo Alto  
250 Hamilton Avenue  
Palo Alto CA 94301

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Page 1 of 6

Item	Material/Description	Quantity	UM	Net Price	Net Amount
	<p><i>This City of Palo Alto (City) Purchase Order agreement (PO) is entered into by and between City and ePLUS, an authorized reseller to Cisco, pursuant to State of California Department of General Services Participating Addendum No. 7-20-70-47-01 with Cisco for the purchase of Cisco Edge routers, support software, and NCS core routers as detailed in this PO.</i></p> <p><i>In entering into this PO, ePLUS. represents and warrants that it is an authorized reseller for Cisco consistent with Section 8 (Authorized Resellers) of California Participating Addendum No. 7-20-70-47-01.</i></p> <p><i>TERM: September 16, 2024 through September 17, 2027</i></p> <p><i>This PO hereby attaches and incorporates the following contract documents into this PO by reference as though fully set forth herein:</i></p> <p><i>1)Cisco NASPO AR3227 Master Agreement</i></p> <p><i>2)Cisco CA Participating Addendum 7-20-70-47-01</i></p> <p><i>3)Cisco Systems CA Participating Addendum 7-20-70-47-01 Amendment No. 1</i></p> <p><i>4)California General Provisions # Information Technology (GSPD401IT)(eff.9.5.2014)</i></p> <p><i>5)California Cloud Computing SAAS General Provisions (eff. 6.7.2019)</i></p>				

*Cecilia Magana*

Chief Procurement Officer

THIS P.O. IS SUBJECT TO THE TERMS AND CONDITIONS STATED BELOW AND ON THE LAST PAGE  
SPECIFICATIONS - Any specification and /or drawings referred to and/or attached hereto are expressly made a part of this Purchase Order.  
DELIVERY - Please notify the City promptly if delivery cannot be made on or before the date specified. If partial shipment is authorized, so indicate on all documents. Complete packing lists must accompany each shipment.  
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#### Ship To:

Information Technology Services  
City of Palo Alto  
250 Hamilton Ave., 2nd Floor  
Palo Alto CA 94301

#### Bill To:

City of Palo Alto  
Account Payable  
P.O.Box 10250  
Palo Alto, CA 94303

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Buyer/Phone	Alice Harrison / 650-329-2173
Email	Alice.Harrison@CityofPaloAlto.org

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Page 2 of 6

Item	Material/Description	Quantity	UM	Net Price	Net Amount
0010	6)California Cloud Computing Special Provisions for SAAS (eff. 3.15.2018)  7)City of Palo Alto Purchase Order Terms and Conditions (Goods)  ASR-9902-FC Chassis  ASR 9902 FLEXIBLE CONSUMPTION COMPACT CHASSIS, 2 R U Qty 2 ASR 9902 4-POST MOUNTING KIT FOR 19 & 23 INCH RACK Qty 2 (no cost) ASR9000; OTHER NETWORK APPLICATIONS; FOR TRACKING ONLY Qty 2 (no cost) ASR 9900 FIXED CHASSIS ROUTE PROCESSOR SLOT FILLER Qty 2 (no cost) ASR 9000 FLEXIBLE CONSUMPTION BUSINESS MODEL - TRACKING ONLY Qty 2 (no cost) ASR 9902 FCM CHASSIS HARDWARE TRACKING PID Qty 2 (no cost) NORTH AMERICA AC TYPE A POWER CABLE Qty 4 (no cost) CISCO ASR 9000 IOS XR 64-BIT 3DES SW FOR 7.11 RLS - FCM Qty 2 (no cost) FLEXIBLE CONSUMPTION IOSXR Qty 2 (no cost) 57C3 BASE HARDWARE TRACKING PID Qty 2 (no cost) NCS 5500 MPA BLANK FILLER Qty 6 (no cost) NCS 57C3 FAN TRAY (40MM) CHASSIS PORT-S INTAKE Qty 8 (no cost)	2	EA	40,500.63	81,001.26

Cecilia Magana

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	NCS 57C3 FAN TRAY (60MM) CHASSIS PORT-S INTAKE Qty 4 (no cost) NCS 57C3 ACCESSORY KIT FOR 3RU CHASSIS Qty 2 (no cost) NCS 57C3 ROUTE PROCESSOR BLANK FILLER Qty 2 (no cost) NCS 57C3 AC 1600W POWER SUPPLY PORT-S INTAKE / FRONT-TO-BACK Qty 4 (no cost) POWER CORD FOR AC V2 POWER MODULE (USA) Qty 4 (no cost) CORE & AGGR ESSENTIALS SIA V2.0 100G 3-5 YEAR TERM Qty 12 (no cost) CORE AMP AGGR ADVANTAGE NESTED SIA V2. Qty 12 (no cost) IOS-XR 7.10 TRACKING LICENSE Qty 2 (no cost) IOS XR 7.10 K9 SOFTWARE IMAGE Qty 2 (no cost) FLEXIBLE CONSUMPTION IOSXR Qty 2 (no cost)  City PM: Darren.Numoto@CityofPaloAlto.org				
0020	ASR-9902-FAN Module  ASR 9902 FAN MODULE Qty 6	6	EA	350.03	2,100.18
0030	A99-RP-F-FC CHASSIS ROUTE PROCESSOR  ASR 9900 FIXED CHASSIS ROUTE PROCESSOR FCM Qty 2	2	EA	10,500.47	21,000.94

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0040	PWR-1.6KW-AC CHASSIS AC POWER SUPPLY  ASR 9900 FIXED CHASSIS AC POWER SUPPLY Qty 4	4	EA	907.33	3,629.32
0050	SD-AR1K-ASR9902M  NORTH AMERICA AC TYPE A POWER CABLE Qty 4	2	EA	7,520.36	15,040.72
0060	SD-SWK-ADNED400  SW SUPPORT NO UPG ADVANTAGE SOFTWARE RTU LICENSE PER 400G Qty 2	2	EA	4,802.36	9,604.72
0070	SD-AR1K-A99RPFFC ASSIS ROUTEPROCESSOR  AR LEVEL 1 NO SW SUP ASR 9900 FIXED CHASSIS ROUTE PROCESSOR Qty 2	2	EA	1,789.34	3,578.68
0080	ADN-ED-400G-SIA3  EDGE ADVANTAGE W/ ESSENTIALS SIA PER 400G FOR 36-5 9 MONTHS Qty 2	2	EA	13,542.19	27,084.38

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0090	ADN-ED-400G-RTU1 SOFTWARE RTULICENSE  EDGE ADVANTAGE W/ ESSENTIALS SOFTWARE RTU LICENSE PER 400G Qty 2	2	EA	22,683.16	45,366.32
0100	NCS-57C3-MOD-SYS  NCS 57C3 BASE CHASSIS, FLEXIBLE CONSUMPTION NEED S MART LIC Qty 2	2	EA	34,511.36	69,022.72
0110	NC57-MOD-RP2-E ROUTE PROCESSOR WITH SYNC  NCS 5700 ROUTE PROCESSOR WITH SYNCE Qty 2	2	EA	7,548.85	15,097.70
0120	SD-AR1K-NCSSYSC3 LEVEL 1 NO SW SUP NCS 5  AR LEVEL 1 NO SW SUP NCS 57C3 BASE CHASSI Qty 2	2	EA	8,094.34	16,188.68
0130	SD-AR1K-NC57MODR  AR LEVEL 1 NO SW SUP NCS 5700 ROUTE PROC W SYNCE Qty 2	2	EA	1,594.36	3,188.72

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0140	SD-SWK-ESS1002G  SW SUPPORT NO UPG CORE AND AGGREGATION ESSENTIALS S WRIGHT-T Qty 12	12	EA	248.21	2,978.52
0150	SD-SWK-ADN100GR  SW SUPPORT NO UPG CORE AGGREGATION ADVANTAGE NESTED SW RI Qty 12	12	EA	442.87	5,314.44
0160	ESS-100G-RTU-2  CORE & AGGREGATION ESSENTIALS SW RIGHT-TO-USE V2.0 100G Qty 12	12	EA	1,247.58	14,970.96
0170	ADN-100G-RTU-2  CORE & AGGREGATION ADVANTAGE W/ ESSENTIALS SW RTU V2.0 100G Qty 12	12	EA	2,154.90	25,858.80
				Sub-Total	361,027.06
				Sales Tax	17,506.51

**Total 378,533.57**

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## Service Order

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PO Number	S25192604
Date	09/06/2024
Vendor No.	102667-01
Payment Terms	Payment Due 30 days
FOB Point	Services Only
Ship via	Services as requested by CTY
Term	09/16/2024 - 09/17/2027
Buyer/Phone	Alice Harrison / 650-329-2173
Email	Alice.Harrison@CityofPaloAlto.org

DELIVERIES ACCEPTED ONLY BETWEEN 7:00 AM & 3:00 PM UNLESS OTHER ARRANGEMENTS ARE INDICATED HEREIN

Page 1 of 2

Item	Material/Description	Quantity	UM	Net Price	Net Amount
0010	<p><i>This City of Palo Alto (City) Purchase Order agreement (PO) is entered into by and between City and ePLUS, Participating Addendum No. 7-15-70-34-013 with ePLUS for the purchase of professional service to design, configure, install, and deployment of the network elements, as detailed in this PO.</i></p> <p><i>TERM: September 19, 2024 through September 18, 2027</i></p> <p><i>This PO hereby attaches and incorporates the following contract documents into this PO by reference as though fully set forth herein:</i></p> <p><i>1. Statement of Work# 148046</i></p> <p><i>2. City of Palo Alto Purchase Order Terms and Conditions (Service)</i></p> <p><b>e+ Completion of Prj Kick-off call</b></p> <p>SOW# City of Palo Alto-ISP Backbone-140846 OMNIA Partners - TD Synnex - R200803</p> <p>Milestone 1 Completion of Project Kick-off Call</p> <p>City's Project Manager: Darren.Numoto@CityofPaloAlto.org</p>	74,070	USD	1.00	74,070.00

*Cecilia Magana*

Chief Procurement Officer

THIS P.O. IS SUBJECT TO THE TERMS AND CONDITIONS STATED BELOW AND ON THE LAST PAGE  
SPECIFICATIONS - Any specification and /or drawings referred to and/or attached hereto are expressly made a part of this Purchase Order.  
DELIVERY - Please notify the City promptly if delivery cannot be made on or before the date specified. If partial shipment is authorized, so indicate on all documents. Complete packing lists must accompany each shipment.  
INVOICE - A separate invoice is required for each order. Send to address indicated above.



# City of Palo Alto

Purchasing and Contract Administration  
P.O.Box 10250  
Palo Alto CA 94303  
Tel:(650)329-2271 Fax:(650)329-2468

## Service Order

### Vendor Address

EPLUS TECHNOLOGY INC  
13595 DULLES TECHNOLOGY DR  
HERNDON VA 20171-3413  
Tel: 703-984-8400 Fax: 703-984-8600

#### Ship To:

Information Technology Services  
City of Palo Alto  
250 Hamilton Ave., 2nd Floor  
Palo Alto CA 94301

#### Bill To:

City of Palo Alto  
Account Payable  
P.O.Box 10250  
Palo Alto, CA 94303

P.O. NUMBER MUST APPEAR ON ALL INVOICES, PACKAGES, SHIPPING PAPERS AND CORRESPONDENCE PERTAINING TO THIS ORDER

PO Number	S25192604
Date	09/06/2024
Vendor No.	102667-01
Payment Terms	Payment Due 30 days
FOB Point	Services Only
Ship via	Services as requested by CTY
Term	09/16/2024 - 09/17/2027
Buyer/Phone	Alice Harrison / 650-329-2173
Email	Alice.Harrison@CityofPaloAlto.org

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Page 2 of 2

Item	Material/Description	Quantity	UM	Net Price	Net Amount
0020	e+ Approval of high-level design 2.12 <i>Milestone 2 Approval of High-Level Design - Section 2.12</i>	32,920	USD	1.00	32,920.00
0030	e+ Completion of Acceptance Testing 2.14 <i>Milestone 3 Completion of Acceptance Testing - Section 2.14</i>	32,920	USD	1.00	32,920.00
0040	e+ Project Completion - Training/Deliver <i>Milestone 4 Project Completion # Training # Section 2.15 and Deliverables # Section 2.2</i>	24,690	USD	1.00	24,690.00
				Sub-Total	164,600.00

Cecilia Magana

**Total 164,600.00**

#### Chief Procurement Officer

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