



Request for City Council Committee Action from the Minneapolis Convention Center

Date: June 23rd, 2014

To: Chair John Quincy, Ways and Means Budget Committee

Subject: Wireless Network Services at the Minneapolis Convention Center

Recommendation: Authorize the appropriate City staff to amend and restate the Wireless Network Services agreement at the Minneapolis Convention Center.

Previous Directives: The convention center has a current contract with vendors for Wireless Network Services that expires on 2-28-2015.

Department Information

Prepared by: Jeff Johnson, Executive Director Convention Center Approved by: Jay Stroebel, Interim City Coordinator Presenters in Committee: Jeff Johnson

Reviews

- Permanent Review Committee (PRC): Approval X Date 3-6-14 & 6-12-14

Financial Impact

- As a revenue based contract the convention center will receive increased revenue through this amended and restated contract.

Community Impact

Supporting Information

The convention center is currently under contract with Insite Wireless (Insite) to provide wireless network services for client use. The network is separated into two parts with a Distributed Antennae System (DAS) for cell phone signal and a second system that carries internet services both wired and wireless. The contract with Insite and its subcontractor Smart City is set to expire after 10 years at the end of February of 2015. Due to the importance and technical nature of this contract we have been working with the Permanent Review Committee (PRC) and the City's IT Department to determine the best plan going forward.

In March of this year we discussed a plan with the PRC that would allow the convention center to negotiate with Insite and Smart City on a five (5) year extension of our contract. The convention center hired Ncompass as a third party advisor to the City to help us understand our options and determine that an extension was the best answer at this time.

As a result of this plan, the convention center has a framework of amendments to our agreement that will maintain excellent service for our customers, significantly increase our revenue, and invest substantially in the technology infrastructure needed to administer the network. The City IT Department reviewed these findings and the current contract and they support our recommendation to amend and restate our current contract.

On June 12, 2014, the convention center staff returned to the PRC with the information gained from our discussions with Insite and Smart City. The PRC recommended that the convention center staff negotiate and work with our City Attorney's office to restate and amend the current contract for an additional five (5) years. If for any reason these negotiations fail, the convention center will return to the City Council for authorization to release a request for proposal for these services.