

RESOLUTION #783 - 10/09/19

AWARDING REQUEST FOR PROPOSALS (RFPs) FOR WIDE AREA NETWORK (WAN)  
AND DEDICATED INTERNET ACCESS – INFORMATION TECHNOLOGY

BY: Mr. Rosenquest

WHEREAS, Resolution #425 dated June 12, 2019 authorized the Purchasing Agent to solicit a Request for Proposals (RFPs) for Wide Area Network (WAN) and Dedicated Internet Access; and

WHEREAS, RFPs were opened on August 23, 2019 at 2:30 p.m. and submitted as follows (note: vendors offered multiple proposals including price reductions for additional years):

<b>Bidder</b>	<b>Bid Amount</b>
FirstLight 41 State Street Albany, NY 12207	\$15,325.60/month/3 years
Granite Telecommunications, LLC 100 Newport Avenue Extension Quincy, MA 02171	\$7,120/month/3 years (Internet Only; Does not include all requested services)
Primelink, Inc. 99 Kansas Avenue Plattsburgh, NY 12903	\$7,476.90/month/3 years
Spectrum Enterprise (Charter) 20 Century Hill Drive Lathan, NY 12210	\$19,426.44/month/3 years
Westelcom Network, Inc. 401 West Bay Plaza Plattsburgh, NY 12901	\$11,592.35/month/3 years

WHEREAS, at the request of the Director of Information Technology, Primelink, Inc. re-priced their offering:

<b>Bidder</b>	<b>Bid Amount</b>
Primelink, Inc.	\$6,531.21/month/5 years

WHEREAS, the Director of Information Technology estimates an additional \$900 per month will be required to cover taxes, surcharges and usage fees; now, therefore,

BE IT RESOLVED, the Clinton County Legislature hereby awards the RFP to Primelink, Inc. for the amount of \$6,531.21 (per month for 5 years, plus \$900 per month to cover taxes, surcharges and usage fees); and

BE IT FURTHER RESOLVED, the Chairperson is authorized to execute all necessary documents for the following:

Contractor: **Primelink, Inc.**  
Service: Wide Area Network (WAN) and Dedicated Internet Access  
Rate: \$7,431.21/month  
Mileage: N/A  
Contract Amount: \$89,174.52 (yearly - Not to Exceed; \$445,872.60 total over 5 years)  
County Cost: \$77,077.92  
Period: 01/01/20 - 12/31/24  
New/Renewal: Renewal (plus added services)  
Previous Year's Cost: \$83,661.04 (Estimated)  
Previous County Cost: \$70,212.40 (Estimated)  
Approved by the Economic Development and County Operations Committee at its meeting of October 9, 2019.

SECONDED BY: Ms. Waldron  
ADOPTED

"Yes" 9  
"No" 0  
Absent 1 (Mr. Conroy)

STATE OF NEW YORK)  
COUNTY OF CLINTON) SS:  
LEGISLATIVE CHAMBERS)

I HEREBY CERTIFY, that the foregoing is a true copy of a resolution acted upon by the County Legislature in Regular Session on October 9, 2019.

A quorum being present, and a majority voting therefor.

  
Michael E. Zurlo  
Clerk of the Legislature

(SEAL)