

STAFF REPORT
City of Lancaster, California

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MVB

Date: November 12, 2008

To: Mayor Parris and City Council Members

From: Beverly Glode, Director,
Human Resources & Risk Management

Subject: **Award of Proposal 528-08 for Wireless Master Plan**

Recommendation:

Approve ATS Communications RFP No. 528-08 to develop and implement a Wireless Master Plan for the City of Lancaster.

Fiscal Impact:

The fiscal impact will be an approximated annual revenue to the City of \$300,000. ATS Communications requires 25% of the revenue they generate. There is no initial expenditure.

Summary:

The Wireless Master Plan will provide a proactive approach for future network development in the City of Lancaster. The chosen vendor will market the City's public properties to wireless carriers and generate revenue for the City. The vendor will advocate concealment solutions into its design standards while promoting the use of co-locations. The vendor will also evaluate and provide recommendations for updating the City's current ordinances, assess the current network, determine the need for additional sites and develop a comprehensive Master Wireless Plan.

Three proposals were received; however only two were deemed responsive. Therefore, only those two were considered for final presentation and negotiations. ATS is currently working with a local school district, has local ties to the community and is located within the Southern California area. Proposals were evaluated based on the Responsiveness of Proposal, Background Research and Assessment of Existing Structures and Property, Design and Development of Master Plan, Fee Structure, Zoning Review and Proposed Text Amendments, Application Process and Review, Site Plan Reviews, Site Management and the Managing and Marketing of City Property.