

Staff Responses to Council Questions
March 13, 2012

6. Consent Agenda B. Motion: Award a Contract for \$25,380 to Traffic Control Corporation, Woodridge, IL for Purchase of Four Traffic Detection Video Cameras

“The Econolite AutoScope traffic video detection cameras are sold exclusively by Traffic Control Corporation” is obviously a brand name. Are there any similar systems and why are they not being considered?

There are similar traffic signal component manufacturers; however, the equipment components are not interchangeable with the equipment of other manufacturers, which requires agencies to select a manufacturer. The Village selected Econolite over ten years ago because they are a leading industry manufacturer of traffic control equipment and because DuPage County DOT uses Econolite equipment throughout their system. This allows us to integrate our signals with the County’s signals where possible. Staff has been pleased with the service and performance of the equipment we have purchased and do not see an advantage to making a change to the equipment at this time.

6. Consent Agenda C. Motion: Renew the 2011/2012 Road Salt Contract with the State of Illinois for the Purchase of 4,200 Tons of Road Salt for 2012/13 Winter Season

This obviously raises the question about current usage this winter season.

The Village has used approximately 3,000 tons of road salt this season. The Village has sufficient space to store the surplus salt from this year’s purchase while requesting the same amount for next year. The storage capacity allows the Village to take full advantage of the benefits of the renewal contract, which guarantees a maximum price increase of no more than 5%.

6. Consent Agenda D. Motion: Authorize \$503,996.95 for the Purchase of 11 Vehicles and Equipment

Why are we purchasing Chevy Tahoes for Police squads? Is this the most cost effective vehicle for this use?

There are several reasons that the Chevrolet Tahoes are being purchased for use as police patrol vehicles. Ford Crown Victoria Police Interceptors are no longer being produced. Staff evaluated the vehicles available for this purpose and at this point the Chevrolet Tahoe is the best option. The Tahoe achieves better fuel economy than the Crown Victoria. Further, the interior equipment installed in the current patrol cars to be replaced can be transferred into the Tahoes, which is a cost savings of several thousand dollars per vehicle. The Village already owns and operates several Tahoes so there is also compatibility within the fleet that allows our fleet mechanics to be more proficient at performing maintenance and repairs. Other vehicle choices such as the Chevrolet Caprice, Ford Explorer and Ford Police Interceptor Sedan are just coming to market and there is little real world data as to how they will perform, as well as parts availability. The Tahoe does offer the most interior room of the possible vehicle alternatives which is important for the officers when considering the amount of equipment they carry. Several area police departments have made a similar choice to switch to Chevy Tahoes as patrol vehicles including Woodridge, Darien and Oak Brook to name a few.

How does gas mileage compare to the other options?

Our Crown Victorias are 6.25-7.49 miles per gallon; our new Tahoe # 848 is at 13.42 miles per gallon.

6. Consent Agenda F. Motion: Award a Contract with The Owens Group for Risk Management and Broker of Record

Who currently has this contract and for how much? Why not a renewal?

Currently the contract is held by Alliant Insurance services and has been for more than 10 years. Alliant's fee for broker/risk services is \$20,000 annually. Staff completed an in-depth review of the current insurance structure, claims frequency and severity as well as a review of five years' loss history. After review of the risk programs, staff felt it necessary to seek other options that will be more in line with the Village's goals including revising the current insurance structure that will reflect loss trends more adequately, safety training, loss control services, monthly executive safety committee meetings and an accident review board.

The Owens Group meets these objectives and is committed to working closely with staff to help lower the overall costs of our insurance and risk management program.

8. First Reading C & D. Resolution: Authorize a Professional Services Agreements with SADA Systems, Inc.

How many proposals did we receive? Is staff satisfied with the price?

Staff received one qualified proposal from Sada Systems, Inc. and is satisfied with the price of the services provided.

Will users of Google Apps be able to open and use Microsoft documents prepared in Word, Excel and PowerPoint?

Yes, all Village computers will still retain their current version of Microsoft Office, which will allow employees to open and use files prepared in MS Word, Excel or Powerpoint.

How does this transition affect transparency and interfacing with the general public that uses Microsoft Office Programs?

Staff expects that transparency and presentation of information to the public will not be diminished and will potentially be enhanced with the shift to Google Apps. For one reason, Google Apps offers greater capabilities for collaboration on document creation, which means that staff can work in more efficient and cooperative ways to produce information that ultimately is made available to the public. In addition, the enhanced search capabilities of Google Apps will increase efficiency in the retrieval of email files. Finally, most documents made available to the public via the website are converted to PDF format first, which makes them more accessible for all users.

How will this affect the General Public as well as Council?

There should be little direct impact to the general public. Indirectly, staff will be able to function with tools that allow for greater efficiency and collaboration and to the extent that they are put to use, it will result in improved operations and ultimately better service delivery.

From the Village Council standpoint, Council members will have access to a Village-based Google account that offers the same features that will be available to staff. From a practical standpoint, this means the any Internet connection can be used to access these tools. This includes G-mail, calendar, and Google Docs. Staff will provide opportunities for Council members, who are not already familiar with the Google Apps environment, to understand how to use it.

8. First Reading E. Resolution: Authorize an Agreement with Comcast Business Communications, LLC

This appears to be the same item that was scheduled a few months ago? Was this previously pulled by a Council member? What were the questions and how was this item resolved?

This item originally appeared on the January 15 Council Meeting consent agenda. It was removed at the request of Commissioner Barnett due to some concerns. Commissioner Barnett's questions and the staff response is attached. Staff determined that because of the interrelationship between this item and the Google Apps item, it made the most sense to introduce both items on the same agenda when the Google Apps item was ready.

8. First Reading F. Motion: Award \$221,794 to Foster Coach Sales, Sterling, Illinois for the Purchase of a 2013 Freightliner M2/MedTec M170 Ambulance

What will be doing with the existing ambulance? Will it be used as a reserve unit?

The current ambulance is included as a trade-in in this purchase.

ATTACHMENT

Staff Response to Council Questions on Comcast Agreement

Question from Commissioner Barnett:

In a nutshell, some friends of mine who are residents and in this business are commenting as follows:

| | Internet Connection Speed | VH/PW Speed | Three Year Cost |
|-----------|----------------------------------|--------------------|------------------------|
| Existing | 15 Mbps down / 5 Mbps up | 50 Mbps | \$0 |
| RFQ | 100 Mbps down / 10 Mbps up | 1000 Mbps | n/a |
| Comcast | 100 Mbps down / 100 Mbps up | 1000 Mbps | \$120,000 (#1 below) |
| Alternate | 100 Mbps down / 10 Mbps up | 600 Mbps | \$52,000 (#2 below) |

The question/point being not of technical nature, but rather regarding value. Can or should we take a one year deal for \$35,000 (see breakdowns below), save \$4k in year one, and see if the significant increases in speed (8x - 10x) are sufficient. If not, then we could still engage a Comcast/wired solution and really haven't "lost" any money (but added, with today's values, 1 year to the deal assuming entering into a Comcast contract as presented currently in year 2). If they new speeds are sufficient, then we will be saving \$20,000+ per year...

Should the microwave solution prove sufficient beyond 2 years, then the savings continue to increase as the equipment is now owned and continues to stretch the annual savings further down the road.

APPROXIMATE COMCAST PROPOSED SOLUTION

100 Down / 100 Up Mbps Internet to Village Hall via Comcast Dedicated

\$ 1,683 monthly cost
\$20,196 annual cost
\$60,588 three year cost

Public Works to Village Hall Connection (values derived from consent agenda worksheet)

\$ 1,612 monthly cost
\$ 19,344 annual cost
\$ 58,032 three year cost

Total Comcast Proposal

\$ 39,540 annual cost
\$118,620 three year cost

ALTERNATIVE PROPOSED SOLUTION

100 Down / 10 Up Mbps Internet to Village Hall via Comcast

\$ 400 monthly cost
\$ 4,800 annual cost
\$14,400 three year cost

Public Works to Village Hall (Wireless Microwave Radio Link)

\$30,500 one time cost
\$ 3,500 annual cost (maintenance contracts starting year 2)
\$41,000 three year cost

Total Alternative Proposal

\$35,300 one year cost
\$51,900 three year cost

Staff Response

After careful review, staff believes that specifications that were included in the request for proposal are necessary to pursue the Village's strategies related to enhanced use of cloud/Internet-based systems. These strategies will lead to improved communication with the community, internal coordination and ultimately more efficient and effective service delivery. The alternative proposal that was presented does not meet the specifications originally established and, therefore, staff does not recommend pursuing it, as explained in greater detail below.

Connection to the Internet

The Village's current connection to the internet actually has a 15 mbps (megabits per second) download speed and **15 mbps** upload speed. The RFP was seeking a connection to the Internet with a 100 mbps download speed and **100 mbps** upload speed.

The reason for this requirement is to provide a connection that will sufficiently allow the Village to expand its use of Internet-based systems for communication to residents, the ability to create more efficient business processes, etc. The Village has been increasing its use of online video streaming and plans to make a shift from its current email/basic office software system to Google Apps for Government, a cloud-based system that is more dependent on a high speed internet connection.

The Alternative Solution proposed an internet connection with only a 10 mbps upload speed, which is actually slower than the Village's current upload speed of 15 mbps.

Most of the cost difference between the Comcast Solution and the Alternative Solution is related to the connection to the Internet. Therefore, if the Village were to reject this portion of the Alternative Proposal and seek a better solution (such as through Comcast) that met the specifications, the cost for that connection alone would likely be higher than the pricing for the Internet connection originally proposed by Comcast.

Connection to Public Works

The reason that the specifications for the Village Hall / Public Works connection were set at 1000 mbps is to bring that facility in line with the connection speeds between Village Hall and the other primary administrative facilities in the Village: the Police Station and Fire Station #2. While a Alternative Proposal wireless microwave radio connection would improve the connection speed to Public Works significantly, staff believes that the cost differential between the Alternative Proposal and the Comcast proposal is not substantial enough to justify rejecting the overall proposal from Comcast, especially since the Alternative solution requires a more substantial amount up front.

The Alternative Solution for the connection to Public Works would require the Village to maintain the equipment on-site. Any disruption in service would effectively make access to the Village network inaccessible. While there are certainly risks with the Comcast connection, staff believes that the Village is less susceptible to maintenance problems with the Comcast solution. Furthermore, the Village's overall strategy in the past few years has been to invest in technology improvements that reduce the amount of equipment that has to be maintained on-site by the IT staff.