



## Legislation Text

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**File #:** ID 19-0757, **Version:** 1

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Resolution Approving the Steven Tanger Center for the Performing Arts and NorthState Communications WIFI Internet Lease Agreement Amendment in the Amount of \$469,050

Council Priority: Create an Environment to Promote Economic Development Opportunities and Job Creation

Department: Tanger Center (Coliseum)

Council District: 1

Public Hearing: N/A

Advertising Date/By: N/A

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### **PURPOSE:**

City Council is requested to approve a utility service lease agreement amendment between NorthState Communications and the Greensboro Coliseum / Steven Tanger Center for the Performing Arts (Tanger Center) for a WIFI internet system for the Tanger Center in the amount of \$7,950 per month. This WIFI system would be used by the general public attending events, local and national media, event promoters, Tanger Center employees, and Tanger Center food services. This lease agreement amendment will provide a modern, custom designed WIFI internet system for the Tanger Center. The agreement is for a (1) gigabyte WIFI internet service and includes all equipment, maintenance and repair of the system.

### **BACKGROUND:**

In order to attract major national Broadway Performances and concerts to the City, the Tanger Center must provide and maintain a high standard of service that compares to other modern performing arts venues. On 7/16/18 the City Council approved the Coliseum leasing a WIFI system from NorthState Communications. This will be an amendment to the current Coliseum / NorthState lease agreement / contract.

This lease agreement will provide a modern WIFI system that is specifically designed and engineered for the Tanger Center and provides the latest in servers and antenna access points. The lease agreement includes maintenance and operation of the system so that the service and transmitters stay in good working order for the term of this agreement.

The Coliseum solicited three (3) national WIFI service providers to provide proposals for a turnkey WIFI system and its operation and maintenance through a lease agreement. Segra Communications and NorthState Communications provided lease proposals for the 59 month term.

NorthState Communications provided the lowest proposal to support a fifty-nine (59) month lease agreement with state-of-the-art equipment and service along with sponsorship promoting their service. NorthState's proposal includes Cisco system equipment which will match designed equipment in Tanger Center. City of

Greensboro IT staff have been engaged in the project and join the Coliseum in recommending NorthState and the Cisco solution. NorthState's proposal is \$469,050 over the 59 month lease / contract term.

NorthState has also committed to spend \$800.00 per month in advertising for the course of this lease / contract, which is a total of \$47,200 (59 months).

**M/WBE:**

The City's M/WBE goal setting committee voted to not set an M/WBE goal on this project due to lack of M/WBE's availability to provide, install, or service a commercially engineered WIFI system.

**BUDGET IMPACT:**

This lease will be funded out of the annual Tanger Center maintenance and operations budget as a budgeted monthly expense.

**RECOMMENDATION / ACTION REQUESTED:**

The Coliseum / City's IT staff recommends the City Council approve this lease / contract amendment in the amount of \$469,050.