

Ordinance No. 200463

**Utility Concessions Services Contract For
Convention & Entertainment Facilities**

Scope Of Services

The scope of services for the contractor is to provide temporary utility concessions services for conventions, tradeshow, meetings, exhibitors, private events and public shows at the Convention & Entertainment Facilities. These services include:

- IP (Internet Protocol) Telephone
- Wired Internet Access
- Wireless Internet Access
- Electrical Power
- Water & Waste Water
- Gas & Compressed Air

The scope of services also requires the contractor to perform event-related maintenance and repair services on a time and material basis.

Initial RFP For Utility Concessions Services

- The initial RFP was advertised on April 18, 2019.
 - Two proposals were received; Smart City Networks and Green Wave Technology.
 - A Selection Panel was assembled with a representative from the following organizations:
 - ❖ Cerner Corporation (Local Customer)
 - ❖ Viper Tradeshows (Local Decorating Company)
 - ❖ UMB Advanstar (Local Customer)
 - ❖ Convention Center (Director of Event Operations)
 - ❖ Convention Center (Assistant General Manager)
 - ❖ American Royal Association (Director of Facility Operations)
 - ❖ Aramark Sports & Entertainment (General Manager)
- * The Director and Deputy Director at the Convention & Entertainment Facilities did not participate in the selection process.

Initial RFP For Utility Concessions Services *(continued)*

- After reviewing the proposals (based off selection criteria) and hearing presentations, the Selection Panel unanimously recommended Green Wave Technology for the contract.
- After the selection process was completed, Smart City Networks protested the selection of Green Wave Technology and made the following allegations:
 - ❖ Insufficient revenue reports in RFP to submit proposal.
 - ❖ RFP document was vague and contained many discrepancies.
- On August 9, 2020, at the direction of the City Manager, the City rejected proposals and initiated a new RFP process. Since rejecting proposals, Smart City Networks continued to send sunshine requests requesting additional information. The department provided written responses to all of the questions and sunshine requests submitted by Smart City Networks.

Second RFP For Utility Concessions Services

a. Solicitation Process

The second Utility Concessions Services RFP EV2721 was issued October 15, 2019, with a closing date of November 21, 2019. The scope of services was developed by the department with coordination from the Procurement Services Division and HRD.

b. RFP Responses

The City received two responses to this RFP from Smart City Networks and Green Wave Technology.

c. Selection Panel

The Selection Panel was composed of the following representatives:

Second RFP For Utility Concessions Services (*continued*)

- ❖ City Planning & Development (Deputy Director)
- ❖ Sprint Center/AEG (Assistant General Manager)
- ❖ Agenda: USA (Local Destination Management Company)
- ❖ Visit KC (Director of Sales & Convention Services)
- ❖ Fern Exposition (Local Decorating Company)
- ❖ Convention Center (Director of Business Development)
- ❖ Convention Center (Director of Public Sales)
- ❖ Councilman Eric Bunch, 4th District

Cedric Rowan, Manager of Procurement, was present at the presentations to answer any procurement questions.

* The Director and Deputy Director at the Convention & Entertainment Facilities did not participate in the selection process.

Second RFP For Utility Concessions Services *(continued)*

II. RECOMMENDATION/SUMMARY

After a thorough review of the proposals, supplier presentations were held on Tuesday, January 21, 2020. The Selection Panel met and discussed the two proposals and presentations. It was the unanimous decision of the Selection Panel to again recommend Green Wave Technology who had the best overall proposal.

Attachment A

Selection Panel Summary/Evaluation				
Content of Proposal	Factors Evaluated	Maximum Point Award	Green Wave Technology	Smart City Networks
Proposal Part II	Experience	15	15	12
Proposal Part III	Personnel	15	15	12
Proposal Part IV	Project Approach	20	15	18
Proposal Part V	Commissions to the City	15	12	15
Proposal Part VI	Maintenance & Repair Labor Rates	15	13	12
Proposal Part VII	Customer Retail Rates for Services	15	15	5
Proposal Part VIII	References	5	4	4
Point Total		100	89	76

Attachment B

Proposed Internet Rates By Smart City Networks and Green Wave Technology

Scenario #1

2 Show Days

Wireless Buyout for 800 people/1,200 devices. Each device will be capped at 3 megabytes per second.

80 megabits per second of dedicated bandwidth.

1 Private wireless network for show management – 25 megabits per second of bandwidth shared across all devices 5 megabits per second wired connection for Registration.

Scenario #2

3 Show Days, 6,000 Attendees

Basic wireless bandwidth for attendees to be able to check emails.

Scenario #3

4 Show Days

Wireless internet buyout for 1,500 simultaneous users capped at 5 megabits per second per user.

One 5 megabyte dedicated hardline internet connection.

Year 1

Scenario Price Comparison		
	Smart City Networks	Green Wave Technology
Scenario #1	\$49,277	\$29,900
Scenario #2	\$21,814	\$12,500
Scenario #3	\$37,674	\$19,150

Maintenance & Repair Labor Rates

	Smart City Networks		Green Wave Technology	
	Hourly Rate	Material Markup	Hourly Rate	Material Markup
Year 1	\$84.00	10%	\$80.00	10%
Year 2	\$85.00	10%	\$81.00	10%
Year 3	\$86.00	10%	\$82.00	10%
Year 4	\$87.00	10%	\$83.00	10%
Year 5	\$88.00	10%	\$84.00	10%
Year 6	\$89.00	10%	\$85.00	10%

Commission To The City

Smart City Networks	Green Wave Technology
45%	37% Plus \$200,000 Incentive Annually Up To 50% Per Single Event

Contract Compliance/Green Wave Technology Current Utility Concessions Services Contract

- ❖ MWBE Participation (HRD). Goals approved for project were 10% MBE & 5% WBE. Per the most current HRD Compliance Audit, Green Wave Technology has met the goals required for MWBE participation.
- ❖ Green Wave Technology maintained an average customer service rating of 4.3 as measured from Post Event Surveys on a rating scale of 1-5, with 5 being the highest possible score.
- ❖ During the five (5) year term Green Wave Technology did not request any increases in retail rates for services to customers at the Convention & Entertainment Facilities.

Briefly About Green Wave Technology

- Green Wave Technology is a locally owned company with offices at 1600 Genessee in Kansas City, Missouri. It is a female owned company.
- Green Wave Technology has been in business for eleven (11) years and has had the utility concessions services contract at the Kansas City Convention Center for ten (10) years.
- Mark Dresslaer is the General Manager. Prior to joining Green Wave Technology, Mr. Dresslaer was the onsite manager for Capital Electric for twenty-two (22) years when they had the contract at the Kansas City Convention Center.
- Mr. Dresslaer has over thirty-two (32) years of senior level experience in overseeing the utility concessions services contract at the Kansas City Convention Center and is a Master Electrician.
- The other key staff members on his team are Mat Dresslaer, Master Electrician, with 15 years of experience and Ronald Jenkins, Journeyman Electrician, with 7 years of experience.