

CITY OF LOS ANGELES
INFORMATION TECHNOLOGY AGENCY

REQUEST FOR INFORMATION

January 21st, 2005

LEASING OF CITY ASSETS FOR TELECOMMUNICATION PURPOSES

Response Deadline: February 24th, 2005
4:00 PM (PST)

The City of Los Angeles (City), Information Technology Agency (ITA) is soliciting information from telecommunications service providers regarding leasing City assets for the purpose of creating or expanding telecommunication services. This proposal is a concerted effort to combine all assets under the City's jurisdiction to offer a comprehensive equipment siting opportunity to telecommunications providers. It is estimated that approximately 120,000 streetlights, 4,500 traffic lights, 900 City buildings, and 30 telecommunication sites would be considered for inclusion in the City's portfolio for a potential telecommunication leasing project.

This document is a Request for Information (RFI) from interested parties, individual companies or strategic teams which may be interested in leasing various City assets to provide an enhanced level of telecommunication service and support to the residents of the City of Los Angeles, foster an innovative partnership between the City of Los Angeles and telecommunication providers, and provide revenue for the City.

The goal for this RFI is to a) gauge level of interest of telecommunication providers to lease existing City-owned property; b) identify the types of products and services potential telecommunications service providers would provide through such a leasing arrangement; and c) solicit methods by which the City could provide leasing packages to telecommunication providers, including preferred rental rate structures.

Disclaimer

The Mayor's Office of Management and Budget (OMB) will oversee the collection and evaluation of information provided in response to this RFI on behalf of the City's internal telecommunication team consisting of, but not limited to the following City departments: Information Technology Agency, Bureau of Street Lighting, Department of Transportation, City Attorney, Department of Water and Power and the General Services Department. The City's telecommunication team will determine the feasibility and benefits to the City from the implementation of any or all of the recommendations. If there is the potential to lease out the City assets described below for telecommunication purposes, then the City may seek authority to issue a Request for Proposal (RFP) or Request for Bid.

Since this RFI is not a RFP, and no commitments are required of either party, respondents are not to construe this process as a commitment by the City to award a contract or contracts at this time.

The City is not liable for any cost incurred by any party for the preparation and submission of responses to this RFI.

All material submitted in response to this RFI will become the property of the City of Los Angeles and will be a matter of public record, subject to the State of California Public Records Act (California Government Code Section 6250 *et seq.*). Respondents must identify, in writing, all copyrighted material, trade secrets or other proprietary information that it claims is exempt from disclosure under the California Public Records Act. Any respondent claiming such an exemption must identify the specific provision of the California Public Records Act that provides an exemption from disclosure for each item that the respondent claims is not subject to disclosure under the Act.

Any respondent claiming such exemption must also state in the response the following:

“The respondent agrees to indemnify the City and its officers, employees, and agents, and hold them harmless from any claim or liability and will defend any action brought against the City for its refusal to disclose copyrighted material, trade secrets, or other proprietary information to any person making a request therefore.”

Failure to include such a statement shall constitute a waiver of a respondent’s right to exemption from disclosure.

Background

The City is the second largest municipality in the United States, and covers a geographic area of 465 square miles. The City employs over 35,000 people, excluding the Harbor, Airport and Water and Power proprietary departments, to deliver services to over 3.9 million citizens. The topography and geography of the City is varied and includes flat residential areas, non-contiguous areas of beach and/or waterfront, industrial and commercial areas also in a non-contiguous pattern and two major mountain areas, which cut through or border the City, the Santa Monica Mountains, and the Verdugo Mountains respectively. In addition many neighborhoods in Los Angeles are in hillside areas including: Baldwin Hills, Mount Washington, Silverlake, Echo Park, Eagle Rock, Laurel Canyon, Studio City, Sherman Oaks, and the Hollywood Hills to name a few.

Telecommunications Environment

The City of Los Angeles is exploring the potential of leasing out various City assets to the telecommunications industry. As a by-product to this offering, it would like to evaluate

options for expanding citizen access to telecommunication technology via enhanced network coverage and capacity from the private sector operators, as well as including the potential for city sponsored facilities, such as wi-fi centers. In addition, the proliferation of various wireless telecommunication devices has promulgated operational and logistical concerns, including the identification of 'drop areas' and reduced frequency ranges of certain products. The City of Los Angeles would like to know more about these dynamics and what plans exist to improve service quality within the City limits. To assist in expediting ubiquitous coverage and service the City of Los Angeles is considering leasing its portfolio of City assets that would include, but not be limited to:

- City Streetlights for Antenna Use
- City Traffic Lights for Antenna Use
- City Buildings for Antenna/Tower Use
- City Telecommunication Centers for Antenna/Tower Use

The number of each of these assets available for leasing would be determined by considerations of public safety, the necessary continuance of existing City services (traffic and lighting), current parameters of antenna usage, and any other priorities the City deems necessary and appropriate (such as the exclusion of historic streetlights, etc.) for the purposes of providing uninterrupted services to its residents, maintaining the City infrastructure according to its designated purpose and not incurring a negative impact on the physical landscape of the City.

Therefore, it is estimated that approximately 120,000 streetlights, 4,500 traffic lights, 900 City buildings, and 30 telecommunication sites would be considered as part of the City's portfolio for a potential telecommunication leasing project. In addition, the City may expand this project to include all the proprietary departments – Department of Water and Power, Port of Los Angeles, and Los Angeles World Airports.

Due to the dynamic telecommunications market, the City of Los Angeles will seek to create one city-wide contract with separate bidder agreements, which will include all applicable assets, thereby eliminating redundant contract procedures and allow for an efficient speed-to-market process. Many zoning and approval issues have been addressed already, due to previous contracts of this nature, although certain approvals may still remain. The City has existing specifications for antennas on streetlights, buildings, and telecommunication sites. Alternative specifications for buildings, parcels, and telecommunication sites would have to comply with City guidelines for safety or logistical concerns. Providers will have access to all leased sites at all times, provided notification procedures are followed. Certain sites may need additional notice or alternative access due to security concerns. In the event certain sitings are unavailable due to unforeseen circumstances, the City will review alternative options for the provider.

The City is considering pricing sites differently depending on the type of asset, their geographical location and economic value. In addition, the City may consider providing credits/incentives to those providers who lease assets in low-income or other under-served

neighborhoods, in order to ensure ubiquity of access for our residents. Comments from respondents to this RFI with regard to the relative economic value of site attributes would be helpful. A map of the City and streetlights for the project is attached.

Request for Information

Interested parties are invited to submit a response to this RFI describing the communications equipment and services, - the interest in City assets by type (antenna vs. tower or streetlight vs. building) and location and proposed pricing mechanism or business model if known. Services to be provided need to be defined: i.e. technology design and equipment provider, neutral host operations and management provider, and/or network telecommunications provider. If the City proceeds with the issuance of a RFP, will the respondent reply as a sole provider of services or as a consortium? It is expected that the respondent will accommodate an open access multi-technology and multi-service provider, inclusive of known and yet to be defined technologies. This response should include the following information:

- Indication of the party's interest in providing communications services to the City. Include the party's name, telephone number, mailing and e-mail addresses and single point of contact authorized to interact on behalf of the respondent with the City.
- Outline the specific products, services, and/or technologies that would benefit the respondent.
- List the types and estimated number of City assets in which the party has interest, i.e.:
 - City Streetlights for Antenna Use
 - City Traffic Lights for Antenna Use
 - City Buildings for Antenna/Tower Use
 - City Telecommunication Centers for Antenna/Tower Use
- State the expected number of sites and respective likely uses, i.e., antenna location, macro-cell site, major capacity site, and/or other intended use.
- For each of the potential site uses, please propose recommended payment amounts/structure to the City of Los Angeles.
- Information concerning the Respondent's qualifications and ability to provide the products and services offered and its capability of expanding this market through the City Telecommunication project described in this RFI.
- References to comparable leasing opportunities from sponsors/cities/property owners of relative size and scope of offering as the City of Los Angeles, or in

proportion to the size of potential subset area of the City.

- Brief description of the extent of the current technologies used and operated, including number and type of physical assets (towers, buildings, etc.) in the Los Angeles area. Please detail the number and type of such assets that are presently leased from a City department.
- A list of no more than 10 most critical contract terms and conditions that a potential provider would like to see from the City.
- State what would be a disincentive to applying to a potential RFP for this project.
- Please provide any additional information regarding how the City could provide a more advantageous proposal.
- Please rank in order of importance, up to five most important issues, which would determine your willingness to lease assets from the City.

Evaluation Process

The City expects responses from numerous and diverse entities to determine the type and availability of services which may be included in a competitive bid or proposal process.

An evaluation committee will review all responses and identify respondents whose recommendation show the greatest potential for meeting the City's goals. The City may at its sole discretion, extend invitations to those respondents to provide a half hour presentation to further detail the recommendations, followed by a question and answer period.

Questions regarding this RFI shall be submitted to Aura Moore at ITA. Ms. Moore may also be reached at (213) 978-3099. The questions and responses will be published on the City's Business Assistance Virtual Network web page at <http://www.labavn.org>. All questions must be submitted in writing to the address below, faxed to (213) 847-3512 or via email at www.amoore@ita.lacity.org prior to **4:00 PM PST on February 2nd, 2005**. The City reserves the right to combine and re-phrase similar questions into a single question with an appropriate response to be provided to all interested parties.

The City's telecommunication team may elect to submit its findings in the form of a report should the evaluation committee determine that the City would benefit from such information. This report may provide the basis for issuing a RFP or Request for Bid for Communications Services.

Submission Date

In order to give fair consideration to all recommendations, and render the findings from this RFI in a prompt and timely manner, the interested parties shall submit their Response to this RFI no later than **4:00 PM PST on February 24th, 2005**. Four (4) hard copies (one original and three copies) of the response and one electronic copy on CD-Rom format of the RFI response shall be delivered to:

City of Los Angeles,
Information Technology Agency
200 N. Main Street, Room 1400
Los Angeles, CA 90012

Attn: Aura Moore
Telecommunications Planner