



First Amendment to the Agreement with Verizon Wireless

To: Budget and Finance Committee
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Overview

First Amendment to the existing agreement with Verizon Wireless

- ❑ Extend the contract term from three years to seven years and one month
- ❑ Increase the not-to-exceed amount from \$9.5M to \$30.6M (~\$4.5M/Year)
- ❑ No other change to the existing agreement

Contract for all City departments to use Verizon's cellular network

- ❑ Scope: voice, text and data plans through cell phones (56%) and other devices (44%, e.g., iPads, vehicle modems, mobile Wi-Fi hotspots, etc.)
- ❑ # of devices: 7,343, increased by 10% since the start of the pandemic
- ❑ Usage: 2.9GB of Data/month, increased by 19% since the start of the pandemic
- ❑ Average monthly cost: \$38.66/device, increased by 10% since the start of the pandemic



Benefits of Agreement

Savings

- ❑ Piggyback on State of California's CALNET volume purchase agreement, taking advantage of the collective buying power of the State
- ❑ "Most Favored Nation" clause – guarantees low rates

Efficiency

- ❑ One master contract for the entire City
- ❑ Leverage the extensive competitive solicitation process of the State

Other Benefits

- ❑ No commitment to minimum spend
- ❑ Month-to-month term, no early termination fees



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Any Questions?