



CITY COUNCIL

AGENDA ITEM STAFF REPORT

MEETING DATE:	APRIL 22, 2025
TITLE:	ORDINANCE AUTHORIZING THE WAIVER OF COMPETITIVE BIDDING PROCESS FOR CELLULAR COMMUNICATION SERVICES AND EQUIPMENT AND AUTHORIZING AN OFFER FROM VERIZON WIRELESS FOR EQUIPMENT AND RETENTION CREDITS
DEPARTMENT:	IT
PROJECT MANAGER:	SEAN SECKLER – DIRECTOR OF IT
REQUESTED ACTION:	APPROVAL
STRATEGIC PLAN GOAL(s):	#7: SUPPORT EXCELLENT MUNICIPAL SERVICES
ATTACHMENTS:	ORDINANCE, AGREEMENT

Overview

Verizon Wireless is currently the city's primary cellular service and equipment provider under the State of Illinois contract. The attached offer from Verizon Wireless would provide reduced pricing for lines of service under the existing State of Illinois contract, along with one-time equipment incentives.

By accepting the improved Verizon offer, the City would stand to save approximately \$10,316 annually for recurring line costs and receive approximately \$16,500 in one-time equipment credits. The City would also be in a position after accepting the offer to receive approximately \$5,000 for the one-time sale of used smartphones and tablets.

Executive Summary

In late 2024, staff was approached by a competing cellular service provider, T-Mobile, who offered to review existing service and equipment costs and provide a proposal for cost savings by switching to T-Mobile's service. While T-Mobile was able to provide a competitive proposal, staff did not receive positive feedback from T-Mobile's references regarding cellular service quality and agreement terms, specifically T-Mobile's timeline for device replacement eligibility (2 years) compared to Verizon's (9 months).

After discussing T-Mobile's proposal, staff approached Verizon with the competing offer and asked if Verizon could provide any cost reductions to maintain the City of Collinsville as a customer. Verizon was able to provide significant recurring cost savings by reducing line cost for most city devices and cost for add-on features like mobile hotspot capability, all under the existing State of Illinois contract (#CMS793372P).

Implementation

Once the offer has been accepted, staff will complete a new device order and activate new equipment in time to take advantage of equipment incentives before the offer deadline of May 31st, 2025.

Recommendation

Staff recommends approval of the ordinance authorizing the waiver of the competitive bidding procedures and the execution of Verizon's offer to reduce the city's annual cost for cellular services and to take advantage of one-time equipment incentives.

Department Review

Information Technology, Administration