

MVP ARENA

Albany, New York

MEMORANDUM

To: Honorable Members of the Public Works Committee
Honorable Chairman – Nathan Bruschi
Honorable Members – Albany County Legislature
Honorable Chairman of the Albany County Legislature - Andrew Joyce
Honorable Albany County Executive – Daniel McCoy

From: Bob Belber
General Manager

Date: January 23, 2023

Re: RFP #2022-149 DIGITAL ANTENNA SYSTEM (DAS) FOR MVP ARENA

Request for approval to enter a ten-year agreement with Mobilitie Operations, LLC, which will be the official DAS (Digital Antenna System) in the MVP Arena. Mobilitie will, at their sole expense, install a new DAS system within the MVP Arena and they will contract with cellular service providers, which will result in a robust cellular service for our patrons and event producers on a year round basis.

This agreement also will result in the MVP Arena receiving a non-refundable engagement fee in the amount of \$225,000 payable upon the execution of the agreement. In addition, Mobilitie will pay \$75,000 to MVP Arena for each carrier that is signed to use the DAS system.

There will be absolutely no cost or liability to Albany County or the MVP Arena related to this contract or the DAS system. Mobilitie will even pay for all power it uses for their systems with separate meters to track use. If Mobilitie fails to install a fully operational system as specified in the RFP that was issued through the Albany County Purchasing Department in December, within two years of the execution/effective date of the agreement, MVP Arena and Albany County will have the right to terminate the contract with no penalty and will retain the non-refundable \$225,000 prepaid engagement fee.



Due to the fact that we have many events with attendance of 10,000 – 15,000, and with more than 95% of tickets now being scanned from the buyer's phones, the need for a robust DAS system is critically important. Mobilitie has installed many DAS systems in our ASM Global managed arenas and stadiums in the last three years. Mobilitie is the only bidder that met the minimum financial requirements and their system is deemed to be much better by our company as it relates to both providing reliable signal bandwidth for crowds at 15,000 + such that streaming on attendees phones, which takes place often, will be able to take place with no reductions in speed or service with the new system installed.

The other two bidders, Airwavz Solutions and Boingo both submitted bids without complying with the minimum engagement fee amount and only offered to provide a sharing of revenue if and when carriers are signed by their companies.

We would like to proceed with awarding Mobilitie Operations, LLC the contract to install the DAS system in the MVP Arena and ask for the approval from Albany County.

Thank you for your assistance with this request.



Mobilitie

RFP #2022-149: DAS System for MVP Arena

Proposal Rating Worksheet

Proposer: Mobilitie

		Reviewer 1		Reviewer 2		Reviewer 3		Reviewer 4	
		Rate (1-10)	Score	Rate (1-10)	Score	Rate (1-10)	Score	Rate (1-10)	Score
Total Proposed Compensation	Weight	9	5.4	10	6		0		0
Proposer Demonstrated Capabilities and Financial Solvency	40%	9	3.6	9.5	3.8		0		0
TOTALS:			9		9.8		0		0

NOTES:

RFP #2022-149: DAS System for MVP Arena

Proposal Rating Worksheet

Proposer: Airwavz Solutions

	Weight	Rate (1-10)	Reviewer 1		Reviewer 2		Reviewer 3		Reviewer 4	
			Score	Rate (1-10)	Score	Rate (1-10)	Score	Rate (1-10)	Score	Rate (1-10)
Total Proposed Compensation	60%	0	0	0	0	0	0	0	0	0
Proposer Demonstrated Capabilities and Financial Solvency	40%	9	3.6	8	3.2	0	0	0	0	0
TOTALS:			3.6		3.2		0			0

NOTES:

Did not meet the minimum standard for compensation.

RFP #2022-149: DAS System for MVP Arena

Proposal Rating Worksheet

Proposer: Boingo

	Weight	Reviewer 1		Reviewer 2		Reviewer 3		Reviewer 4	
		Rate (1-10)	Score	Rate (1-10)	Score	Rate (1-10)	Score	Rate (1-10)	Score
Total Proposed Compensation	60%	0	0	0	0	0	0	0	0
Proposer Demonstrated Capabilities and Financial Solvency	40%	9	3.6	8.5	3.4	0	0	0	0
TOTALS:			3.6		3.4		0		0

NOTES:

Did not meet the minimum standard for compensation.