



County of Monterey

Item No.

Board Report

Board of Supervisors
Chambers
168 W. Alisal St., 1st Floor
Salinas, CA 93901

Legistar File Number: A 23-509

November 07, 2023

Introduced: 10/17/2023

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

- a. Authorize the Chief Information Officer to execute a non-Standard Agreement with Anuvu Operations LLC for Starlink equipment and services retroactively for the term of September 22, 2023, through September 21, 2026, in an amount not to exceed \$75,000; and
- b. Authorize the Chief Information Officer or his designee to execute order forms and such documents as necessary with Anuvu Operations LLC and purchase necessary services and equipment through a County procurement card; and
- c. Accept non-standard contract provisions as recommended by the Chief Information Officer or his designee; and
- d. Authorize the Chief Information Officer the option to execute up to two (2) future amendments to this Agreement, each extending the term by one year, where the additional costs of each Amendment do not exceed 10% (\$7,500) of the original contract amount of \$75,000, bringing the maximum additional compensation to \$82,500 and potential overall Agreement aggregate not to exceed amount to \$240,000.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Information Officer to execute a non-Standard Agreement with Anuvu Operations LLC for Starlink equipment and services retroactively for the term of September 22, 2023, through September 21, 2026, in an amount not to exceed \$75,000; and
- b. Authorize the Chief Information Officer or his designee to execute order forms and such documents as necessary with Anuvu Operations LLC and purchase necessary services and equipment through a County procurement card; and
- c. Accept non-standard contract provisions as recommended by the Chief Information Officer or his designee; and
- d. Authorize the Chief Information Officer the option to execute up to two (2) future amendments to this Agreement, each extending the term by one year, where the additional costs of each Amendment do not exceed 10% (\$7,500) of the original contract amount of \$75,000, bringing the maximum additional compensation to \$82,500 and potential overall Agreement aggregate not to exceed amount to \$240,000.

SUMMARY:

The Information Technology Department is introducing business-class Starlink as an alternate network backhaul solution to rugged terrains like Big Sur. This technology will provide high-speed network connectivity and support mission-critical operations to populations or agencies with little or no connectivity. This includes those in rural communities and places where services do not exist or are unreliable.

DISCUSSION:

Starlink is the world’s first and largest satellite constellation using a low Earth orbit to deliver broadband internet capable of supporting mission-critical systems. Anuvu Operations LLC is an authorized Starlink reseller. The company has been in operation in the State of California for three years. It is a leading high-speed connectivity and entertainment solutions provider for worldwide mobility markets.

Mid-Coast Fire, a Big Sur-based fire agency, desires to join the NGEN (Next Generation Radio Network) regional public safety communication system and has been waiting for the extension of the NGEN system to the Glen Deven area in Big Sur. However, due to the rugged terrains in Big Sur, only a few radio sites in the area owned by other private and public entities are suitable network backhaul sites and lease negotiations with the site owners have been slow. While the Information Technology department continues to seek a permanent radio site, a Starlink business-class solution has been ordered to serve as an interim network backhaul solution after County Counsel reviewed and approved the attached Terms and Conditions by Anuvu Operations LLC.

The Starlink technology will also serve as an alternate network backhaul solution for other areas, such as North and South counties. The introduction will produce a paradigm shift regarding network connectivity improvement in the County’s unserved and underserved areas and benefit County infrastructure, including communication services for first responders.

The Chief Information Officer recommends the approval of this non-Standard Agreement with Anuvu Operations LLC for Starlink equipment and recurring services.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved the non-Standard Agreement with Anuvu Operations LLC as to form. Auditor-Controller reviewed the contract but does not agree to the non-standard payment provisions.

FINANCING:

Required funds will be included in each respective Recommended Budget for the Information Technology Department, ITD 1930, Appropriations Unit INF002.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:


The Board’s approval of the recommended agreement will assist in internet service for the volunteer Mid-Coast Fire agency in Big Sur.

- Economic Development
- Administration
- Health & Human Services
- Infrastructure
- Public Safety

Prepared by: Teresa Meister, Management Analyst II, 759-6938

Legistar File Number: A 23-509

Approved by:

DocuSigned by:

Date: 10/23/2023 | 12:21 PM PDT
747D862C7BD04AE...
Eric A. Chatham, Chief Information Officer, 759-6920

Attachments:

Starlink Anuvu Terms & Conditions