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FINANCIAL & ADMINISTRATIVE SERVICES

**DATE:** March 27, 2025

**TO:** Larry Davis, Assistant City Manager

**FROM:** Shadi Zeidan, Contracts Analyst

**DEPARTMENT:** Financial & Administrative Services  
Procurement Services Division

**SUBJECT:** Requesting approval to award contract number 12587 for Outside Structured Cabling Services

**Background:**

The Procurement Services Division conducted a solicitation for Outside Structured Cabling Services through the Greensboro e-Procurement System (GePS) under event number 11782. Two responsive bids were received. All responsive bids were reviewed and scored by a committee of five that consisted of Information Technology, Water Resources, and M/WBE employees. The Information Technology Department recommends awarding the contract to Performance Cabling Technologies, Inc., along with one other vendor, on a rotational basis as needed.

**Recommendation:**

The Procurement Services Division concurs with the Information Technology Department's recommendation to award contract number 12587 to Performance Cabling Technologies, Inc., along with one other vendor. The contract term will be three (2) years with one optional one-year extension.

**Outreach:**

- Solicitation notifications were sent out in GePS to one thousand and forty-two potential bidders.
- A direct solicitation notification was sent to sixty-seven potential M/WBE vendors.
- Performance Cabling Technologies, Inc. is not a registered M/WBE vendor with the State of North Carolina.

**Financial information:**

- Contract Number: 12587
- Account Numbers: 682-07-0712012.5621
- Contract Effective Dates: May 1, 2025 - April 30, 2027, with one optional one-year extension.
- FY25
- Annual Estimated Cost: \$110,000.00
- Total Estimated Award: \$330,000.00