



City of Plantation
City Council Chambers

Subject:

Agreement No. 029-17; Dark Fiber Ring Network Continued Maintenance and Data/Ethernet Service (Amendment No. 1).

Summary:

Requesting authorization and approval of the following:

- Authorization and approval to execute Amendment No. 1 as described herein between the City and Hotwire Communications, LTD for Dark Fiber Ring Network Continued Maintenance and Data/Ethernet Service.
- Authorization and approval to process payment(s) to Hotwire Communications, LTD in accordance Agreement No. 029-17, as amended by any duly executed amendment(s).

Procurement:

The City's continued maintenance agreement with Hotwire Communications, LTD is scheduled to expire on April 1, 2026, unless it is extended or renewed. The agreement includes an option for two (2) additional five-year renewal periods.

The proposed Amendment includes the following updates:

- Consolidates all data services (Internet/Ethernet) into a single amendment
- Extends the continued maintenance agreement for an additional ten (10) years, through April 1, 2036
- Establishes negotiated pricing for continued maintenance and data services

- Increases the City's data services (NOC)
- Provides updated equipment to support increased data and backbone capacity
- Increases the City's backbone from 10G to 100G
- Incorporates certain provisions required by Florida Statutes and aligns the agreement with current City business practices

Amendment Negotiation Summary (Pricing/Rates):

Hotwire Communications initially proposed a monthly rate of \$26,445.21, totaling \$3,173,425.20 over the ten-year term. This pricing aligned with CPI/PPI indexes and current market trends.

As part of the City's standard renewal process, staff conducted internal discussions, completed independent market research, and presented a counter-offer. Hotwire accepted the City's counter-proposal of \$24,997.50 per month, totaling \$2,999,700.00 over the ten-year period.

This negotiated rate represents a savings of \$179,725.20 over ten years. Additionally, the pricing will not be subject to CPI/PPI increases during the renewal term.

Additional Information:

Over the past five (5) years—with no price increases—the City has paid Hotwire Communications, LTD a monthly rate of \$17,960.00. This covered continued maintenance of 27 sites, 1G data, two static IP addresses, and a 10G backbone.

Under the proposed amendment, the City will receive continued maintenance of the same 27 sites along with refreshed equipment, 10G data for the City, 1G data for the public, two static IP addresses, and an upgraded 100G backbone.

Based on the forgoing information, Administration, Information Technology, and Procurement Departments request authorization and approval of the following:

- Authorization and approval to execute Amendment No. 1 as described herein between the City and Hotwire Communications, LTD for Dark Fiber Ring Network Continued Maintenance and Data/Ethernet Service.
- Authorization and approval to process payment(s) to Hotwire Communications, LTD in accordance Agreement No. 029-17, as amended by any duly executed amendment(s).

Background:

Strategic Priority: Planning for a Sustainable Future.

The City relies on the Dark Fiber ring to provide a stable, self-healing communications backbone across all major City facilities. This infrastructure is the primary network path supporting daily operations, public safety systems, emergency management, remote site connectivity, and critical City applications. Continuing the City is dependent upon Internet connectivity to communicate with operational applications and the public.

Over the past several years, the City's technology footprint, data needs, and reliance on cloud-based services have grown significantly. Our current 10Gb network and 1Gb Internet transport capacity, while functional, is approaching its operational ceiling due to increased system demands, larger data transfers, expanding digital initiatives, and the City's ongoing focus on improving resiliency and continuity of operations.

To ensure continued reliability and to support future technology requirements, staff is recommending an upgrade to a more robust 100Gb dark fiber and 10 Gb Internet transport. This enhancement will provide the City with substantially greater bandwidth, improved performance for all departments, and long-term scalability. The proposed upgrade builds on the existing dark fiber network already in use and positions the City to meet future operational and public safety needs efficiently and cost-effectively.

This item is now ready for City Council consideration.

Funding:

Account Number - 001-2300-513-4102

Total funding required: \$299,970 (Internet - \$65,394 and Dark Fiber Maintenance - \$234,576)

Amount:

Operation and Maintenance (O&M)

- \$724.00/per Site, per month
 - (x) 27 Sites = \$19,548.00/per month
 - (x) 12 months = \$234,576.00/per year for 27 Sites.

Internet/Ethernet Service (DATA)

- \$4,650.00/per month for Data 10G at NOC (CITY)
- \$599.50/per month for Data 1G at EOC (Public)
- \$100.00/per month for 26 (62 usable IP's) x 2 = \$200.00/per month

Note: Above rates shall remain firm/fixed through this extension/renewal period (April 1, 2036)

Finance Director/Budget Manager Recommendation:

The IT Department will fund this item as follows:

FY2026 Budget Line Item - Communications - total amount available for internet costs is \$53,500. The additional funding required - \$11,894 will be transferred from the capital project "Accela Transition to the Cloud".

FY2026 Budget Line Item - Communications - total amount available for Dark Fiber Maintenance is \$166,016. The additional funding required - \$68,560, will be transferred from the capital project "Accela Transition to the Cloud".

Prepared By:

Charles Spencer

ATTACHMENTS:

[Amendment No. 1_Final_Firm Signed.pdf](#)