

CITY OF SANTA BARBARA WATERFRONT DEPARTMENT

MEMORANDUM

Date: September 15, 2011
To: Harbor Commission
From: Scott Riedman, Interim Waterfront Director
Subject: **Four-Year Service Agreement with ECCO Wireless**

RECOMMENDATION:

That Harbor Commission recommend to the City Council approval of a four-year service agreement with ECCO Wireless USA, Inc. providing wireless internet service to the Harbor area on a subscription basis, at no cost to the Waterfront Department.

DISCUSSION:

As reported at the February 17, 2011, Harbor Commission meeting, staff issued a Request for Proposals (RFP) to identify a wireless internet provider. The purpose of the RFP was to locate a wireless provider experienced in a marina environment that would provide its equipment and installation at no cost to the Department. The RFP closed on April 06, 2011, with a proposal received from ECCO Wireless and Foundation Telecommunications, Inc. (FTI).

After reviewing the proposals, staff determined that ECCO was the most responsive company, had the most extensive experience and the ability to meet the needs of the harbor area.

The basic lease terms of the proposed agreement are summarized as follows:

- **Term:** Three-year service agreement with a one-year option to renew
- **Concession Fee:** No fees for the first two years, \$50/month year three, \$75/month year four
- **Service Options:** \$4.95/hour, \$9.95/day or \$39.95/month, paid by the subscriber

There is a nominal fee from the concession since the primary purpose of the WiFi service is to provide an amenity for Harbor users rather than a source of revenue for the Department. A copy of the ECCO Wireless agreement is available for review at the Waterfront Department administration office.

Attachments: 1. February 17, 2011, Harbor Commission Staff Report
2. Ecco Wireless Price Plans

Prepared by: Patrick Henry, Property Management Specialist