

FOR CONSIDERATION

December 18, 2009

TO: The Directors

FROM: Dennis M. Mullen

SUBJECT: ISP Bandwidth Upgrade

REQUEST FOR: Authorization to Enter into a Contract with Verizon Business for ISP Bandwidth Upgrades and to Take Related Actions

---

I. Background

Due to the changing business requirements of ESDC and the need to function efficiently within today's Internet-based industry, it has become necessary to increase our Internet Bandwidth at 633 3<sup>rd</sup> Avenue to support our business-critical operations. Over the past several months we have seen an increasing trend in work-related bandwidth consumption, as our users have need of increasing access to web resources and larger file downloads during the course of doing business and complying with open government mandates. These resources include: webcasts, Governor's Addresses, press materials, Design and Construction documents, online training for legal and other departmental staff, as well as email and Outlook web access in the near future. Verizon implemented our current ISP, and is best suited as a vendor on NYS Contract to provide the increased capacity we require. This upgrade will replace our existing agreement with Verizon that provides 6 Mb of bandwidth with one that provides 50 Mb of bandwidth and will increase our monthly payment from \$1,929.40 to \$2,500. The duration of the proposed contract is three years. Board approval is needed because the proposed contract will last more than one year.

II. Contract Summary

A. VERIZON BUSINESS, Contractor

Upgrade the Internet bandwidth at 633 3<sup>rd</sup> Avenue to increase capacity and provide internet functionality for ESDC's core operations.

Non-Recurring Charge:	\$2,000 (one-time set-up)
Monthly Recurring Charge:	\$2,500
Total Amount:	\$4,500 (first month only)

III. Funding Source

These contracts are being funded from corporate cash included in the 2009-2010 operating budget for the Administrative Services Department, which will carry over into the 2010-2011 Fiscal Year.

IV. Affirmative Action

Empire State Development's Non-Discrimination and Affirmative Action policy will apply.

V. Recommendations

The Directors are requested to authorize the Corporation to enter into a three-year contract with Verizon Business for a total amount not to exceed \$2,500 per month, plus a \$2,000 set-up charge, and to take related actions in furtherance of this contract.

Attachment  
Resolution

December 18, 2009

ISP Bandwidth Upgrade - Authorization to Enter into a Contract with Verizon Business for ISP Bandwidth Upgrades and to Take Related Actions

---

RESOLVED, that the Corporation is hereby authorized to enter into a contract with Verizon Business in an amount not to exceed \$2,500.00 per month for a period in excess of one year, and a one-time set-up fee of \$2,000, for the purposes and substantially on the terms set forth in the materials presented to this meeting, with such changes as the Chief Financial Officer or her designee(s) deem appropriate; and be it further

RESOLVED, that the Chief Financial Officer or her designee(s) be, and each of them hereby is, authorized to take such action or execute such agreement she or he may consider necessary or appropriate to effectuate the foregoing.

\* \* \*