

# Memorandum



CITY OF DALLAS

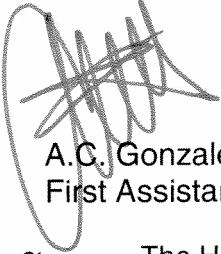
DATE August 10, 2012

TO The Honorable Members of the Transportation and Environment Committee:  
Linda L. Koop (Chair), Sheffie Kadane (Vice Chair), Sandy Greyson,  
Delia Jasso, Vonciel Jones Hill, Pauline Medrano

SUBJECT **Update on the Contract for Distributed Antenna System/ Wi-Fi for Dallas Love Field Airport**

On Tuesday August 14, 2012, you will be briefed regarding the Update on the Contract for Distributed Antenna System/ Wi-fi for Dallas Love Field Airport. The briefing materials are attached for your review.

If you have any questions or require additional information, please let me know.



A.C. Gonzalez  
First Assistant City Manager

c: The Honorable Mayor and Members of the City Council  
Mary K. Suhm, City Manager  
Thomas P. Perkins, Jr. City Attorney  
Rosa Rios, City Secretary  
Craig Kinton, City Auditor  
Judge C. Victor Lander, Administrative Judge  
Ryan S. Evans, Assistant City Manager  
Jill A. Jordan, P.E., Assistant City Manager  
Forest Turner, Assistant City Manager  
Joey Zapata, Assistant City Manager  
Jeanne Chipperfield, Chief Financial Officer  
Edward Scott, Director, Controller's Office  
Frank Libro, Public Information Office  
Theresa O'Donnell, Director, Sustainable Development and Construction  
Stephanie Cooper, Assistant to the City Manager – Council Office

# Update on the Contract for Distributed Antenna System / Wi-Fi for Dallas Love Field

Transportation & Environment Committee  
August 14, 2012



# Background

- The Love Field Modernization Program will provide a brand new terminal for passengers
- With new terminal, the City is adopting a new model for the airport information technology infrastructure
- The City will own and maintain this infrastructure allowing for better control, security, and revenue sharing opportunities

# Current Infrastructure

- Love Field currently allows multiple vendors and tenants to install and maintain systems, including wireless access
- City does receive some revenue for the leasing of space for this infrastructure
- City does not provide any free services to passengers at the airport

# Moving Forward

- Across the country, most airports are providing free Wi-Fi service as an amenity for passengers
- Most major carriers are moving to take cellular traffic off their networks through “hot spots” in order to move the traffic to fiber optic network

# Moving Forward

- As part of the LFMP, City recognized need for a distributed antenna system(DAS) in order to provide equal access, multi service wireless network
  - Passenger Wi-Fi
  - Radio traffic
  - Cellular carriers
- In order to control costs, and gain the most current technology, City issued a Request for Proposal for a provider to build, operate, and maintain this system

# Request for Proposal

- The RFP was issued November 17, 2011, for a 6-year contract with two 3-year extensions
- Requirement included:
  - Coverage of Terminal, ramp, parking garage
  - Must provide some complimentary internet access for passengers via Wi-Fi
  - Included possibility of future coverage for other airport operation areas and Fixed Base Operators(FBO's)
  - Operator must build, operate, and maintain system at no cost to the City of Dallas
  - Requested revenue share of subscriptions by major carriers and any ad revenue on the Wi-Fi internet access

# Proposals

- City received 7 proposals
  - Advanced Wireless
  - American Tower
  - AT&T
  - Boingo Inc./Concourse Communications
  - Crown Castle
  - Extenet, Inc.
  - Verizon
- Proposals were evaluated by City staff from Department of Aviation, Communication and Information Systems, Public Works and Police



# Results

- Top scoring firm was Boingo/Concourse Communications
- National firm with presence in 65 airports and 500,000 “hot spots” world wide
  - Currently operates 13 full DAS systems in airports and other public venues
- Excellent track record of negotiating with cellular providers for usage fees
- Proposed secure, reliable and easy to use Wi-Fi service solution

# Results

- Construction, operation, maintenance for the system will be provided at no cost to the City
- Concourse has agreed to provide a greater of 75% of revenue from DAS income and 40% revenue from Wi-Fi internet access or minimum annual guarantee
  - Year 1-2 \$200,000
  - Year 3-6 \$250,000
- MWBE participation of 22.8% per year of operating expense

# Wi-Fi Access

- Provide 30 minute complimentary Internet access
  - Passengers will sign in and see short advertising
  - Specific informational sites, such as Aviation web page can be accessed on unlimited basis
- Option to pay for subscription for enhanced service
- Can allow tenants option to provide additional free access in various zones, i.e. in concession spaces
- Provide free unlimited access to Dallas Love Field personnel

# Next Steps

- Award contract to Boingo, Inc./Concourse Communications on the August 22<sup>nd</sup> City Council agenda
- Begin build out of DAS and negotiate carrier usage fees
- Wi-Fi service fully functional by the April 2013 opening of the new terminal gates

# Questions