



Internal Memorandum

Date: 08/23/2021

To: Lonnie Robbins, Chief Administrative Officer
Department of County Administration

From: Brandee Ganz, Director DS
BG
Department of Technology and Communication Services

Subject: Written Testimony for Legislation
New Multi-Year Agreement with Hurricane Electric
High-rate ISP circuits for increased bandwidth

The County is seeking to enter into a multi-year agreement with Hurricane Electric for high-rate internet services in order to increase bandwidth capability for both the County and Howard County Public School System (HCPSS). To provide cost savings to the County, it is advantageous that we enter into a multi-year agreement with Hurricane Electric. The agreement term will be for 3 years (annual costs detailed below). If the multi-year agreement is approved, we plan to piggyback off another jurisdiction's contract.

The County maintains a 100Gbps Wide Area Network (WAN) to most County facilities including Public Safety, HCPSS, and several quasi government/private agencies. Post-pandemic, HCPSS has requested 80Gbps of internet service from the County to support the ever-changing landscape of bandwidth needs. Critical educational platforms such as video streaming, Google Meet and other streaming services are all supported via the network maintained by the County. Under the hybrid learning model utilized last school year, over 1mbps per student was required for the over 60,000 Chromebooks in use. Additionally, when hybrid learning started last March, over 20Gbps of internet traffic was observed just to support the 20,000 students in the classroom. The County must upgrade our services to meet all of these requirements.

The County also intends to add more cloud services as we move forward; additional bandwidth will be needed to support those services. Additionally, the County, with the support of the federal government, is constantly looking for ways to bridge the digital divide and access to additional bandwidth is crucial to that effort. As such, the County requires increased long-term internet transit services in order to utilize our broadband infrastructure to provide Internet Service Provider (ISP) service to the County, HCPSS, and other users.

The attached spreadsheet shows the estimated cost savings. Annual payments on the proposed three-year agreement are \$160,800 (year 1 is higher due to a one-time set up fee). By entering into a multi-year agreement, we project that the County will save \$237,600, or roughly 33% in support costs for the services being rendered.

Project	Fiscal Year	Cost w/ multi-yr agmt.	Cost w/out multi-yr agmt.	Savings
1 – Year 1	2022	\$163,800	\$243,000	\$79,200
2 – Year 2	2023	\$160,800	\$240,000	\$79,200
3 – Year 3	2024	\$160,800	\$240,000	\$79,200
Totals:		\$485,400	\$723,000	\$237,600