DATE: January 30, 2003

TO: Board of Trustees

FROM: Dr. Philip R. Day, Jr., Chancellor

Subject: CAPITAL OUTLAY
Authorization to Contract for Special Services - Photisis Consulting
(Resolution No. 030130-B4)

BACKGROUND INFORMATION:

Note: funds for this contract will come from the technology portion of the 2001 bond.

In 1997, City College started on a project to install a state-of-the-art fiber-optic based network in each of its campuses. All the campuses have now been wired and it is time to improve the connectivity between campuses. The Inter-Campus Connectivity project will allow City College to take advantage of economies of scale and achieve cost savings through the consolidation of telephone, data, and video traffic onto a single network. The network will be able to accommodate delivery of instructional information into the classroom as well as provide communications between Faculty and Staff. It will be built upon a scalable foundation which can accommodate growth in services during the next 10 years.

Recent advancements in optics technology have produced components with greater capacity, lower cost, higher reliability and increased design flexibility which has created the field of Optical Networking. It is the intention of City College to implement this type of technology to ensure our infrastructure is the most modern, cost-effective design available and that our investment is well positioned to benefit from further technical advancements.

In addition to communications services between our campuses, City College is also utilizing Internet access which is provided by the California State University and Community College Network, 4CNet. The parent company of 4CNet is the Corporation for Educational Network Initiatives in California, CENIC. These organizations have begun implementing a state-wide project called the Optical Networking Initiative (ONI) which will be used as a technical guideline for the new City College infrastructure. Our network access to 4CNet will also be upgraded as part of this project to meet both current and anticipated Internet access demands.
Beginning in May 2002, tasks related to the Inter-Campus Connectivity project were initiated and used to develop an operational plan. A Fiber Feasibility Study was done in order to evaluate potential vendors and determine approximate costs for establishing connectivity. The results were evaluated and discussed by ITS staff and NBH Solutions consultants. The current inter-campus communication methods and equipment were assessed to determine capacity and performance limitations. A Convergence Working Group (CWG) was formed within City College to evaluate technology alternatives and assist in preparing implementation plans. The CWG consists of six members including a Director of IT, Network Manager, Sr. Network Engineer, System Administrator, Lead Operator and Switchboard Operator. ITS staff participated in CENIC-sponsored workshops to evaluate connectivity alternatives and recent technical advancements. The CENIC optical network model was analyzed to determine applicability to the City College environment.

The expertise in Optical Networking required by the project does not exist within the current staff of ITS. Existing City College consulting groups including Angus-Hammer, Pacific Communications and NBH Solutions were evaluated and it was determined the required expertise does not exist within their current staff. A specialized consulting group, Photisis Consulting, was identified to assist the ITS staff with performing the technical design and implementation details required for an effort of this scale.

CORPORATE PROFILE

Photisis Consulting is a consulting company located in San Francisco and specializes in Optical Networking Design and Implementation. The company founders have a combined 20 years of experience and have provided services to customers such as Cisco Systems, Charles Schwab, Lucas Films and the University of Miami.

Founder - Ali Nooriala:
Prior to Photisis, Ali was head of Layer-1 network architecture at Yipes Communications. Yipes is an industry leading Enterprise Service Provider focused on delivering optical communications services to overcome bandwidth bottlenecks in metro markets. During his time at Yipes, Ali led the development of services focused squarely at the optical space, including wavelength services, SAN specific services and metro Ethernet services.

Pre-Yipes, Ali was Product Marketing Manager at Agilent Technologies, responsible for passive optical component test instruments (OSA, Wavemeter, Broadband Sources, CD, PMD, Polarization Controllers). Ali was also Project Manager at Hewlett–Packard, developing new test and measurement systems. He managed hardware and software engineers, manufacturing, purchasing, and documentation personnel - on time and under budget - to a 200% sales increase.

Ali has also been a lecturer in Information Technology at BACES in London, UK, while attending King's College, and he has taught a wide variety of courses, including history and humanities as well as technology.

Vice President - James Jones, MBA:
James was previously Manager/Director of Strategic Marketing, Pricing and Sales Operations at Yipes Communications. In that role, he:
- Developed the analysis model used to evaluate all U.S. business opportunities
- Provided support, analysis and pricing for wholesale and resale channel relationships
- Developed business cases and pricing models for new products, including the world’s first fully-managed, intercity Ethernet data communications service
- Project managed and “product developed” cutting edge metro WDM product
- Provided analysis and reporting for Senior Management
Prior to Yipes, James was Associate Director of Strategic Marketing at Pacific Bell/SBC, responsible for custom contract ("Individual Case Basis") financial analysis for large and unusual deals.

- Capital investment analysis and approval authority to $1M per deal.
- Approved approximately $10 million per month of awarded business.
- Multi-segment and -product responsibility while acting as single point of contact for all California ISP and Federal government custom contract pricing.
- Business and regulatory case preparation.

Prior to that position, James was Corporate Financial Planning Manager for all California wire-line operations/companies at Pacific Bell, where responsibilities included multi-billion dollar budget preparation and tracking, ad hoc modeling of financial impacts of regulatory issues and market changes, and special projects for Corporate Finance.

WORK SCOPE SUMMARY

Under the direction and guidance of ITS staff, Photisis will perform the following tasks:

Phase 1:
1. Review Fiber Feasibility Study, existing vendor proposals, other educational networks, VoIP & Video implications and other existing technical, planning and business documents
2. Review and discuss technical requirements for optical interconnections with UCSF, SF State, SF Unified and Cenic.
3. Assist in preparing Request For Proposal (RFP) to define City College needs.
4. Develop diagrams and slides to demonstrate features, functionality and issues associated with Optical Networking
5. Develop network and engineering designs, drawings, descriptions and specifications including growth requirements.
6. Research relevant market and technical offerings and appropriate equipment vendor candidates
7. Develop and present Optical Networking issues and advantages and project concerns, ideas and recommendations.
8. Determine network requirements, features and functionality enabled by intercampus fiber/network service procurement
9. Develop and present final network diagrams, descriptions and specifications, including Equipment Room configurations

Phase 2:
1. Design, Present and Obtain Approval For Network Acceptance Plan
2. Design, Present and Obtain Approval For Network Verification Plan
3. Design, Present and Obtain Approval For Installation, Test and Activation Plan
4. Implement Network Installation, Test and Activation Plans
5. Present and Resolve Any Issues With Network Non-Compliance

SHARED GOVERNANCE REVIEW:

Yes______; No X ___; If yes, which committee: ________________________

Date of Review: ________________________
RECOMMENDATION:

RESOLVED: That authorization be hereby given to contract with Photisis Consulting, to provide consulting services related to intercampus connectivity and related services to the District beginning January 25, 2003 through December 31, 2003, for a total fee not to exceed $33,000 with the possibility of a single year extension at the same funding level upon mutual agreement, and

FURTHER BE IT RESOLVED: That the cost of this contract will be funded with the proceeds generated by the issuance of bonds under the 2001 general obligation bond issue, and

FURTHER BE IT RESOLVED: That the Chancellor, Vice Chancellor of Finance and Administration and/or their designee are hereby authorized to execute any and all documents on behalf of the District to effectuate this resolution.

Douglas Re, Originator