



Maricopa County

County Manager's Office

October 29, 2007

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Maricopa County is a recognized leader as an innovative and transformative government organization. The County's mission is to provide regional leadership on issues and problems so citizens can enjoy living in a healthy and safe community. In support of this mission, Maricopa County is developing a Collaborative Solutions Center and I invite your company to partner with us in the development of this highly visible facility.

The Collaborative Solutions Center envisioned by Maricopa County will include several emerging technologies appropriate for use in a wide variety of collaborative activities. The County's vision is to provide a facility that showcases emerging technologies that can be utilized by governmental, educational and private organizations to facilitate solutions to local and regional issues. The solutions to issues will very often be derived through technology assisted brainstorming processes that will be pioneered or perfected at this center. To realize this vision the County wants to partner with organizations like yours, Arizona State University and local businesses such as the adjacent San Carlos Hotel located in the heart of downtown Phoenix.

The site for this Center is on the first floor of the historic Security Building strategically located in downtown Phoenix on the southwest corner of Central Avenue and Van Buren Street. Arizona State University's new downtown campus is located diagonally across Central Avenue and the main mass transit facility is located directly to the north across Van Buren Street. The Security Building will be serviced by the new light rail rapid transit system which runs along the front of the building on Central Avenue. The Phoenix Civic Center, City and County governmental centers and several hotels are within easy walking distance from the Security Building. In addition, significant residential development is taking place in close proximity to the facility.

Along with the Collaborative Solutions Center, portions of the first floor will be occupied by complementary retail establishments that range from technology to food and beverage. A statutorily required selection process will be used to allocate this space, with careful consideration being given to the synergistic value added to the overall facility. If you are interested in being considered for the retail component of this facility, please let us know as part of your response.

The attached document contains additional information on the proposed partnership Maricopa County would like you to consider. I am personally very excited about the potential benefit that can be obtained from a Collaborative Solution Center as envisioned. I would request your consideration of this partnership opportunity.

Sincerely,

A handwritten signature in black ink that reads "David R. Smith".

David R. Smith
County Manager

Serial 07151-LOI

Maricopa County Collaborative Solutions Center

Letter of Interest for Partnerships

Collaborative Solutions Center:

Maricopa County, a recognized leader in innovative and transformative government, is building a Collaborative Solutions Center (CSC). It is envisioned that this will be a next-generation facility where individuals from the private and public sectors can create, share and improve ideas. As envisioned, this facility will showcase a mixture of high technology and superb meeting rooms in the historic Security Building. It will feature an open, relaxed environment designed to foster collaboration and innovation.

The County is building this space in cooperation with local educational, private and public partners, featuring cutting-edge collaboration technologies from major vendors. The public spaces will provide multiple opportunities to introduce next-generation collaborative solution technologies to the public. Live displays throughout the public spaces will provide conference updates, news feeds, and pertinent information.

The CSC will also feature:

- A fully restored, superb and historic building, with a two-story main area, featuring dramatic 18' tall windows on the North and East sides of the main space
- Major on-site County tenants, such as the Staff Development Department and Arizona State University's (ASU) Phoenix Urban Research Laboratory (PURL), who will also be CSC partners
- One or more next-generation videoconferencing suites, suitable for collaboration with other facilities worldwide
- Multiple meeting rooms, foyer/pre-event and prep spaces
- Office space, including possible space for technology partners and vendors
- World-class infrastructure, including:
 - Multiple high-speed (1 Gbit/second or higher) network connections to the building
 - Access control to all CSC spaces
 - Fully automated and centralized HVAC
 - Completely rebuilt electrical service entrance and service, with new wiring building wide; new building electrical ground
 - Rebuilt network service entrance with room for massive growth
 - Walk-in access to all CSC spaces
 - ADA affordances throughout
- Technology support from the County's Office of Enterprise Technology (where needed)
- Retail tenants or partners¹
- On-site security office

¹ Pursuant to relevant statutes and regulations, all County space made available for lease by private organizations is subject to public auction.

- An open, collaborative look and feel throughout the facility.

Location:

The CSC's location is ideal for events and meetings. It is located on the corner of Central Avenue and Van Buren across from ASU's new downtown campus, the Chase Building and the central Phoenix transit terminal. The CSC is only blocks away from an I-10 freeway entrance and four blocks from the Convention Center and major downtown hotels. In 2008, the Phoenix Light Rail line will stop at the building's front door as it runs down Central Avenue.

Partnerships:

Maricopa County is interested in partnering with companies who will provide the latest in collaborative solutions technologies that support and enhance the CSC's purpose and usefulness. The systems offered must include all hardware, software, maintenance and training to operate and maintain the systems. Systems offered must be offered to the County at no cost and without any encumbrances or future obligations. Technology solutions offered must be refreshed and maintained at the latest version or feature level available. Offers provided are encouraged to include the build out or other unique requirements necessary for the system to successfully operate in the facility. If build out is not included, build out specifications must be included in the offer. For facility planning purposes, the offer must include the space requirements, any special or unique electrical or HVAC needs, ceiling height requirements, furniture and fixture needs, or other specific requirements such as, but not limited to, soundproofing, wall loading limits, lighting.

Maricopa County is also interested in non-technology related partnerships for items such as furniture for conference rooms and common areas, monitors and displays, communications services, and interior design services.

Upon receipt and evaluation of offers resulting from the Letter of Interest, Maricopa County will negotiate any and all aspects of this project with prospective partners determined to provide solutions determined to contribute to the objectives and success of the CSC.

During this process, the County will also pursue partnerships with the Security Building's neighbors, ASU and with other local organizations and companies, to increase the CSC's utility, value, and prominence in the community.

Security Building Information:

Facility specific information on the Security Building is available at <http://www.maricopa.gov/imagine>. Interested partners are encouraged to access this information when developing their offers.

Facility Walk-Through and Clarification Meeting:

A tour of the Security Building will be held at **9:00 A.M. on November 15, 2007** at which time interested companies can see the facility. After the completion of the tour, Maricopa County will host a question and answer session to provide additional information and clarifications regarding this Letter of Interest. This is not a mandatory meeting but interested companies are encouraged to attend.

Receipt of Offers:

Maricopa County will entertain all offers received no later than **November 23, 2007 by 5:00 P.M. MST**. Offers must be delivered to the Maricopa County Department of Materials Management on or before this time. Offers received after that time will not receive consideration. Offers are encouraged to be submitted in an electronic format using Word, Excel, PowerPoint, or .PDF formats.

**Letter of Interest for Collaborative Solutions Center Offer Format
Serial 07151-LOI**

Responses to this Letter of Interest should include the following information:

1. Introductory letter introducing the respondent and a brief summary of the offer being made to Maricopa County.
2. Completion of the Areas of Project Interest chart on the following page.
3. Legal business name and address of respondent.
4. Respondent primary contact name, address, telephone number and email address.
5. Short description or summary of what is being offered.
6. Detailed description of what respondent is offering the County. This should include:
 - a. An itemized list of equipment or services to be provided.
 - b. Estimated value of offer.
 - c. Minimum space requirements (size, build out, etc.), if applicable.
 - d. Responsibilities or costs the County will be responsible to assume.
 - e. Drawings, rendering, photos, descriptive literature, etc. that provide a visual representation of the offer.
 - f. Building service requirements, if any e.g. space conditioning, electric service, etc. (what does the respondent require the County to do to prepare any required space).
7. Any special terms or conditions applicable to the offer.
8. Copies of any contracts or other terms and conditions applicable to the offer.
9. Example space use or similar facilities that reflect what is being offered.
10. Estimated delivery/completion time.
11. Contact information for current users of equipment or services offered.
 - a. Contact name.
 - b. Contact entity name.
 - c. Telephone number
 - d. Email address.
12. Any additional information not listed above that the respondent to this Letter of Interest want to include to further clarify their response or they want the County to consider.

Areas of Project Interest

Please indicate any partnership areas in which your company offering.

Offer	Yes	No	Partial	Other	List
Conferencing room (100% Set-up)					
Furniture					
Support/Resources					
Audio/Video Production (Cameras, switching gear, mixers, etc.)					
Displays or projectors					
Servers					
Software					
Other					

Interested in leasing adjoining retail space? Yes No