

COUNCIL OF THE CITY OF PHILADELPHIA
COMMITTEE ON PUBLIC PROPERTY AND
PUBLIC WORKS

Room 400, City Hall
Philadelphia, Pennsylvania
Tuesday, November 13, 2012
9:30 a.m.

PRESENT:

COUNCILMAN BOBBY HENON, CHAIR
COUNCILMAN WILLIAM K. GREENLEE
COUNCILMAN JAMES KENNEY
COUNCILMAN DAVID OH
COUNCILMAN MARK SQUILLA

BILL 120784 - An ordinance authorizing the Procurement Commissioner and the Free Library of Philadelphia, on behalf of the City of Philadelphia, to enter into a sublease agreement for the leasing of personal computers and associated equipment, to include related maintenance of other services, from the Philadelphia Municipal Authority, for the use of the Free Library of Philadelphia...

- - -

1

2

COUNCILMAN HENON: Good

3

morning, ladies and gentlemen. This is

4

the Committee of Public Property and

5

Public Works and it is now in session.

6

Would the Clerk please read the

7

title of the bill.

8

THE CLERK: Bill No. 120784, an

9

ordinance authorizing the Procurement

10

Commissioner and the Free Library of

11

Philadelphia, on behalf of the City of

12

Philadelphia, to enter into a sublease

13

agreement for the leasing of personal

14

computers and associated equipment, to

15

include related maintenance and other

16

services, from the Philadelphia Municipal

17

Authority, for the use of the Free

18

Library of Philadelphia; all under

19

certain terms and conditions.

20

COUNCILMAN HENON: Thank you.

21

I would like to recognize that

22

we have a quorum. To my left is

23

Councilman Oh and Councilman Greenlee.

24

To my right, Councilman Squilla and

25

Councilman Kenney.

1 11/13/12 - PUBLIC PROPERTY - BILL 120784

2 Is there anyone here from the
3 Administration who wishes to testify on
4 Bill No. 120784 today?

5 Would you please approach,
6 state your name for the record.

7 (Witness approached witness
8 table.)

9 MR. PECORA: Good morning. My
10 name is James Pecora. I'm the Chief
11 Technology Officer of the Free Library,
12 and I'm here to present the testimony and
13 answer questions on behalf of Siobhan
14 Reardon, President of the Library, who
15 sends her apologies for not being able to
16 attend.

17 Good morning, Chairman Henon
18 and members of the Public Property and
19 Public Works Committee. I am here today
20 to testify in support of Bill No. 120784,
21 which authorizes the Library and
22 Procurement Commissioner to enter into a
23 sublease agreement to lease public
24 computers from the Philadelphia Municipal
25 Authority for the use of the Free

1 11/13/12 - PUBLIC PROPERTY - BILL 120784

2 Library's staff and customers.

3 Through this ordinance, we will
4 be able to lease 1,095 personal computers
5 and related equipment, have them
6 installed, and be maintained. The
7 contract will last four years, plus an
8 additional transition period of
9 approximately five months for delivery,
10 installation, and removal of the old PCs.
11 A multi-year contract is essential to
12 provide the financing for the lease and
13 will be more efficient in light of the
14 number of computers that the Free Library
15 leases.

16 This bill will also allow the
17 Free Library to provide the most
18 up-to-date equipment and service for our
19 customers and staff at 49 neighborhood
20 libraries throughout the City. Last
21 year, City Council approved an identical
22 bill to lease computers at Parkway
23 Central, the three Regional Libraries,
24 and the Library for the Blind and
25 Physically Handicapped, and the

1 11/13/12 - PUBLIC PROPERTY - BILL 120784
2 arrangement has proven to be an
3 expeditious way to deliver the critical
4 service.

5 If Council approves this
6 ordinance before year end, the Library
7 can have the new computers installed and
8 operating by July 1, 2013. To this end,
9 we are requesting that the rules be
10 suspended to allow first reading at the
11 next meeting of Council on November 15th.

12 Free library access to public
13 computers is one of the most vital
14 services that the Free Library provides
15 to the citizens of Philadelphia.
16 Forty-five percent of households are
17 without Internet access, and the Library
18 provides a crucial lifeline. With the
19 support of City Council, we will continue
20 to deliver this service.

21 I would be happy to answer any
22 questions. Thank you.

23 COUNCILMAN HENON: Thank you
24 for your testimony. I have a few
25 questions, and we'll open it up for

1 11/13/12 - PUBLIC PROPERTY - BILL 120784
2 members of the Committee.

3 The language of the bill
4 includes associated equipment and
5 associated services. Can you clarify for
6 the record what this mean?

7 MR. PECORA: The associated
8 equipment part is really nothing more
9 than the monitors. There's not really
10 any other associated equipment. That's
11 probably more of an overstatement, to
12 tell you the truth. So it's just
13 monitors and CPUs in some cases for the
14 public. We're starting now to provide
15 touch screen devices that have no CPUs.
16 They're just an all-in-one.

17 The services are like a total
18 cost of ownership type of approach. So
19 it's configuration, installation, on-site
20 maintenance. And then this particular
21 kind of arrangement would involve
22 removing and disposal of the PCs at the
23 end of the lease. Those are the
24 services.

25 COUNCILMAN HENON: Are we doing

1 11/13/12 - PUBLIC PROPERTY - BILL 120784

2 that in-house, the removal and
3 installation and, I guess, networking and
4 the associated services that are going on
5 or is that contracted out?

6 MR. PECORA: The contractor
7 provides those services, but we blend our
8 internal teams with the contractor's,
9 because our internal teams know the
10 neighborhoods, they know the communities
11 better, and the installation usually goes
12 more smooth that way. But it is -- the
13 contractor provides the main service.

14 COUNCILMAN HENON: And we're
15 going to be leasing this out as opposed
16 to buying the equipment?

17 MR. PECORA: Right.

18 COUNCILMAN HENON: Has there
19 been a cost comparison between the
20 purchasing of the equipment itself and
21 the leasing and the services I guess that
22 goes with it?

23 MR. PECORA: Yes, there has.
24 We've been doing this for a number of
25 years, but just to give you an idea, on

1 11/13/12 - PUBLIC PROPERTY - BILL 120784

2 this many computers in rough terms, your
3 capital costs would be about 1.3 million
4 on 1,095 computers. The four-year --
5 four-plus-year lease would come out to in
6 the neighborhood of about 1.4 million.
7 So right there over four years, you're
8 paying about 8 percent. That 1.3 million
9 capital wouldn't even include the
10 installation or other services.

11 So we've gone through the
12 finances of this, but could provide
13 additional information, if needed.

14 COUNCILMAN HENON: I know --
15 I'm going to speak in my district --
16 libraries are -- there's a lot of seniors
17 and unfortunately there are a lot of
18 folks in Philadelphia who are searching
19 for jobs. Is there going to be any
20 downtime for the availability of these
21 computers in the libraries across the
22 City?

23 MR. PECORA: That's a good
24 question. We've become pretty adept at
25 eliminating that downtime it takes -- we

1 11/13/12 - PUBLIC PROPERTY - BILL 120784

2 usually set up about five teams and we
3 fan out all over the City. It takes us
4 about three months to get this done. We
5 usually go in in the morning before the
6 library is open, and the public computers
7 are one of the first things we get done.
8 There's a lot of times that we're not
9 even noticed doing this. So we've been
10 pretty efficient at that.

11 COUNCILMAN HENON: How many PCs
12 are being used now?

13 MR. PECORA: Total public, it's
14 about 939.

15 COUNCILMAN HENON: Is that
16 going to increase with the new purchases
17 or is that -- what difference would it be
18 for the admin services?

19 MR. PECORA: We will increase
20 slightly, but to be honest with you, I
21 can't tell you the exact number, but we
22 will. A lot of times our biggest problem
23 is just space. You can only put so many
24 in. But we have increased every year
25 with the lease, because the lease costs

1 11/13/12 - PUBLIC PROPERTY - BILL 120784

2 go down. So we will be increasing. I
3 just can't tell you the exact number
4 right now, but I can get that for you.

5 COUNCILMAN HENON: I have no
6 further questions.

7 Does any other members of the
8 Committee have any?

9 Councilman Kenney.

10 COUNCILMAN KENNEY: Thank you,
11 Mr. Chairman.

12 This was a public bid?

13 MR. PECORA: Yes.

14 COUNCILMAN KENNEY: How many
15 firms responded to the RFP?

16 MR. PECORA: I'm sorry?

17 COUNCILMAN KENNEY: How many
18 firms responded to the RFP?

19 MR. PECORA: The last one.

20 COUNCILMAN KENNEY: This one.

21 MR. PECORA: This one isn't
22 even on the streets yet.

23 COUNCILMAN KENNEY: Oh, this is
24 to go out?

25 MR. PECORA: Right.

1 11/13/12 - PUBLIC PROPERTY - BILL 120784

2 COUNCILMAN KENNEY: So why are
3 we approving -- it seems from my reading
4 of the bill, we're approving the lease
5 before it's entered into.

6 MR. PECORA: I'm sorry?

7 COUNCILMAN KENNEY: It appears
8 that we're voting on a term, a four-year
9 term of a lease, that has not yet been
10 constructed and signed off on.

11 MR. PECORA: Well, this is --

12 COUNCILMAN KENNEY: Once we
13 vote on this -- my point is, once we vote
14 on this, we're locked in for four years
15 with whoever you choose, correct?

16 MR. PECORA: Right.

17 COUNCILMAN KENNEY: But it's
18 not coming back to us after it's been
19 chosen. So I'm authorizing four years of
20 a lease that I don't know who the winning
21 bidder is going to be or I don't even
22 know who is going to be responding.

23 MR. PECORA: Right. I mean,
24 other than the past history.

25 COUNCILMAN KENNEY: I

1 11/13/12 - PUBLIC PROPERTY - BILL 120784

2 understand, but does it seem somewhat odd
3 that I'd be asked to vote on something
4 that's going to last for four years that
5 I have no idea who is responding and who
6 is going to ultimately be successful?

7 MR. PECORA: The process is
8 that we can't move forward unless you
9 agree that we could enter into this.

10 COUNCILMAN KENNEY: Well, why
11 wouldn't you have moved forward and then
12 come to us with this is who was
13 successful and these were who were not
14 and these are the terms of the lease and
15 this is all that other stuff that's now
16 unknown to us?

17 MR. PECORA: Maybe Law can
18 assist me on that.

19 MR. BULLARD: Phillip Bullard
20 for the Law Department.

21 I just wanted to point out when
22 we did this last year, we got approval
23 for the lease before going to PMA and
24 asking them to help us out with this. I
25 think part of the rationale is to make

1 11/13/12 - PUBLIC PROPERTY - BILL 120784

2 sure that we're respectful of PMA's
3 involvement. They're not charging any --

4 COUNCILMAN KENNEY: PMA is?

5 I'm sorry.

6 MR. BULLARD: I'm sorry.

7 Philadelphia Municipal Authority.

8 Because this has a term of four years,
9 plus the transition period, we need to go
10 through an authority. And PMA -- for us,
11 for the Library, this is a major
12 transaction. For PMA, they're willing to
13 do this without charging the market for
14 their services. We try to have
15 everything lined up, including the
16 Procurement Department issues the bid and
17 administers the bidding process, but it's
18 PMA's lease that gets awarded, and then
19 what you're approving, what we're asking
20 Council to approve, the Library is asking
21 to Council to approve, is the sublease
22 between the Library and PMA. So we know
23 who our partner is, PMA. PMA will make
24 an award based on the lowest responsible,
25 responsive --

1 11/13/12 - PUBLIC PROPERTY - BILL 120784

2 COUNCILMAN KENNEY: But we
3 won't know the results of that. That
4 will be between PMA and the vendor?

5 MR. BULLARD: That's correct,
6 as it was the last time that --

7 COUNCILMAN KENNEY: Well, the
8 last time was for how long?

9 MR. BULLARD: Four-plus years.

10 COUNCILMAN KENNEY: When was
11 that voted on?

12 MR. BULLARD: Last year.

13 COUNCILMAN KENNEY: Well, I may
14 have missed that hearing or didn't
15 realize the nuance of the fact that we're
16 being asked to approve something we don't
17 know who is going to bid and who is going
18 to be successful and why.

19 The other issue I have is, why
20 are we being graced with this four-year
21 decision when usually most
22 Administrations, including this one, back
23 to the Rendell Administration, does
24 one-year leases and three one-year
25 renewals to keep it out of this room?

1 11/13/12 - PUBLIC PROPERTY - BILL 120784

2 Why is this coming here? I mean, you're
3 familiar with the process, one year --

4 MR. BULLARD: Without
5 commenting on the other contracts, to
6 have a true four-year agreement where the
7 City is obligated to the terms of the
8 lease for four years, as we understand
9 it, requires Council approval.

10 COUNCILMAN KENNEY: Correct,
11 but the art of contracting over the last
12 probably three Administrations has been
13 one-year deals with three one-year
14 options that we never see again. We
15 don't see the first one, let alone the
16 other three. I'm wondering why this is
17 special, that we get the grace of being
18 able to approve a four-year deal, even
19 though we don't know what it is, but the
20 fact that it's even in this room is not
21 the usual.

22 MR. PECORA: This does extend
23 about six months beyond the four-year.

24 COUNCILMAN KENNEY: That's not
25 my question. My question is not on this

1 11/13/12 - PUBLIC PROPERTY - BILL 120784

2 specific contract. The questions I have
3 on this specific question is, I don't
4 know who is going to bid and who is going
5 to be successful, which I think is kind
6 of the cart before the horse kind of
7 decision that we have to make. The
8 second one is, generally four-year
9 contracts have come in here in one-year
10 pieces -- don't come in here at all. Get
11 broken up in one-year pieces and then
12 it's decided on the second floor who gets
13 what and then we don't even see it, but
14 for some reason or another, we're seeing
15 this special four-year thing and I'm just
16 curious as to why we're seeing it. Why
17 isn't this a one-year deal with three
18 one-year options like you're doing with a
19 bunch of other contracts in the City?

20 MR. BULLARD: I think we get
21 better pricing if we're locked in for the
22 four years. A lease term, the way the
23 payments are amortized, the vendor
24 doesn't start making money until some
25 point later, and if we have the right to

1 11/13/12 - PUBLIC PROPERTY - BILL 120784

2 get out, they will price that risk into
3 it.

4 COUNCILMAN KENNEY: And I
5 totally agree with that, and I think that
6 that's really a good way to go. So that
7 argument now begs the question, why are
8 the other one-year leases with three-year
9 options, why are they not priced
10 prohibitive if longer term deals are
11 generally cheaper? I mean, just in
12 general in the Law Department, because
13 they have to approve all these, all these
14 one-year deals with three one-year
15 options.

16 MR. BULLARD: I'm not prepared
17 to speak on that.

18 COUNCILMAN KENNEY: Well, if
19 Mr. Rosman, you can enlighten us or get
20 back to us, because I don't -- I was just
21 kind of surprised we're getting to vote
22 on an actual contract. It's like kind of
23 unique.

24 MR. ROSMAN: Lewis Rosman from
25 the Mayor's Office.

1 11/13/12 - PUBLIC PROPERTY - BILL 120784

2 All I can say to that is that,
3 in my view, the Administration should not
4 be avoiding coming to Council for
5 approval of longer term contracts if in
6 fact the City is going to get a better
7 deal out of it. I'm not sure that's true
8 in all cases. When there's renewals,
9 there may be reasons why in that
10 particular case you don't get a better
11 deal, but I think it's a healthy thing
12 when the departments find that they're
13 going to, if they lock in for a longer
14 period of time, get a better deal, should
15 not be trying to -- not be afraid of
16 coming to Council and seeking approval.

17 COUNCILMAN KENNEY: I guess the
18 question is, the arbiter of the better
19 deal is taking place in one floor of the
20 building and on this floor of the
21 building, we don't even see or know or
22 understand the arguments for one way of
23 doing things over another way of doing
24 things, and couple that with the requests
25 that we're being asked to approve

1 11/13/12 - PUBLIC PROPERTY - BILL 120784

2 something for a four-year term that we
3 don't even know who is going to bid or
4 who is going to be successful to me is --
5 maybe the way you have to go to go
6 through PMA, but it seems to be a bit
7 nonsensical.

8 MR. ROSMAN: I think that's a
9 separate issue, Councilman with respect
10 to we're trying to get -- put out a bid
11 just to get the best deal. This isn't --
12 I don't think this is a type of contract
13 where it's like a professional services
14 matter where you're -- someone may charge
15 more money, but it's because you think
16 they're going to do better work.

17 COUNCILMAN KENNEY: But we
18 don't get a chance to make that decision
19 as to whether they're going to do better
20 work or not. That's my point. My point
21 is, when we have a larger contract
22 generally and the decision is made who is
23 going to do the better work for what
24 price, it's broken up into four pieces so
25 it doesn't come here. I can't remember

1 11/13/12 - PUBLIC PROPERTY - BILL 120784

2 the last time a large contract came
3 through this room other than having it
4 done in four separate pieces outside this
5 room. So when -- again, it's remarkable
6 to me that when I see a four-year deal, I
7 go, Wow, why do we have that?

8 And I'm not willing to make an
9 argument that this not be done, because I
10 don't want to hold up computer access in
11 public libraries in every neighborhood of
12 our city, but I do think when large
13 contracts are let and they're actually
14 four-year deals but they're broken up in
15 four one-year pieces, to me that should
16 be something that comes here.

17 MR. ROSMAN: I understand.

18 COUNCILMAN KENNEY: So who made
19 the decision that it doesn't come here?

20 MR. ROSMAN: Well, the
21 Administration determines on a
22 case-by-case basis how it's going to deal
23 with contracts. There are -- I would say
24 there tend to have been more contracts,
25 longer term contracts, coming to Council

1 11/13/12 - PUBLIC PROPERTY - BILL 120784

2 in the last three, four years than there
3 had been in the previous ten years.

4 COUNCILMAN KENNEY: Do you
5 remember the last one?

6 MR. ROSMAN: The last long
7 term -- well, the Library did one last
8 year.

9 MR. BULLARD: The Law
10 Department's contract for information
11 resource services currently held by
12 LexisNexis. That's a multi-year contract
13 that gets approved by Council every four
14 years.

15 COUNCILMAN KENNEY: What's the
16 amount of that in general?

17 MR. ROSMAN: That's relatively
18 small in terms of --

19 COUNCILMAN KENNEY: This is
20 where I'm going. Where I'm going is,
21 when it's 1 million, 2 million dollars
22 over four years, it's okay for us to have
23 it, to see it, but if it's not, we make a
24 decision that it shouldn't come here.
25 And that's something that we need to talk

1 11/13/12 - PUBLIC PROPERTY - BILL 120784

2 about, because if we have to go to
3 one-year contracts coming in here, I
4 think that's where we should go because I
5 find it difficult to do my job
6 appropriately if I don't know what you're
7 doing. And I'll talk offline with you.
8 There was a contract that was just
9 awarded last week for a large sum of
10 money in the Prison System that is cut up
11 into four pieces so it doesn't come
12 through here.

13 MR. ROSMAN: Cut up in four
14 pieces, you mean in terms of done on a
15 yearly basis?

16 COUNCILMAN KENNEY: Yeah. So,
17 I mean, again, Mr. Chairman, I'm not
18 arguing we should not do this, but I find
19 it remarkable that on the smaller ones,
20 it's okay for us to have input and on the
21 larger ones, it's not.

22 Thank you.

23 COUNCILMAN HENON: Duly noted
24 on our record. Thank you.

25 Councilman Squilla.

1 11/13/12 - PUBLIC PROPERTY - BILL 120784

2 COUNCILMAN SQUILLA: My
3 question is more, I guess, for the term
4 of the lease. It's a four-year lease,
5 and does that include upgrades and
6 repairs or warranty?

7 MR. PECORA: It includes full
8 warranty for the four-year period.

9 COUNCILMAN SQUILLA: Full
10 warranty, but not as far as any upgrades
11 that may be needed for software or
12 anything like that?

13 MR. PECORA: Well, the software
14 is something that the Library provides
15 separately, so we provides in-house
16 upgrades constantly.

17 COUNCILMAN SQUILLA: So that
18 will be done in-house. It won't be part
19 of the contract?

20 MR. PECORA: Right, because we
21 get school discounts on all of our
22 software and we need to keep that updated
23 all the time.

24 COUNCILMAN SQUILLA: The
25 software is being installed, I guess, on

1 11/13/12 - PUBLIC PROPERTY - BILL 120784

2 the new computers is all the, I guess --
3 what versions are being used?

4 MR. PECORA: Well, we'll be
5 fully -- like for operating system, we'll
6 be fully Windows 7, all of the latest
7 Microsoft Suite, and there's a lot of
8 educational, job search software and
9 variety of other components, like typing
10 assistance and -- there's a whole range
11 of things that we provide and upgrade
12 constantly.

13 COUNCILMAN SQUILLA: As far as,
14 I guess, I know other devices, does this
15 include printers?

16 MR. PECORA: It does not.

17 COUNCILMAN SQUILLA: It does
18 not include printers?

19 MR. PECORA: No. We purchase
20 those as needed, and we keep those up to
21 date in-house.

22 COUNCILMAN SQUILLA: So then
23 this is just all computers?

24 MR. PECORA: That's right.

25 COUNCILMAN SQUILLA: No other

1 11/13/12 - PUBLIC PROPERTY - BILL 120784
2 peripherals, no scanners, no printers,
3 nothing like that?

4 MR. PECORA: Right.

5 COUNCILMAN SQUILLA: And that's
6 something that you just buy separately?

7 MR. PECORA: To meet whatever
8 specific need there is, because every
9 neighborhood has different needs, and so
10 we -- that's how we handle that. Not
11 through this lease. It's strictly
12 computers.

13 COUNCILMAN SQUILLA: And this
14 doesn't involve any of the networking or
15 anything else?

16 MR. PECORA: No. That's
17 something we also do in-house ourselves.

18 COUNCILMAN SQUILLA: Okay.
19 Thank you.

20 MR. PECORA: You're welcome.

21 COUNCILMAN HENON: I also want
22 to note for the record that immediately
23 following this Public Property and Public
24 Works hearing, there is a 10 o'clock
25 Rules Committee hearing. So if anybody

1 11/13/12 - PUBLIC PROPERTY - BILL 120784
2 is here for that, that will be starting
3 promptly at the end of this hearing,
4 hopefully.

5 Is there anyone else -- any
6 other Committee members have any
7 questions for the Administration?

8 (No response.)

9 COUNCILMAN HENON: Is there
10 anyone else here today who wishes to
11 testify on Bill No. 120784?

12 (No response.)

13 COUNCILMAN HENON: Okay. Thank
14 you for your testimony.

15 MR. PECORA: Thank you.

16 COUNCILMAN HENON: Seeing none,
17 this concludes our public hearing. We
18 will now move into our public meeting.

19 The Chair recognizes Councilman
20 Greenlee for a motion on Bill No. 120784.

21 COUNCILMAN GREENLEE: Thank
22 you, Mr. Chairman. I move that Bill No.
23 120784 be reported out of this Committee
24 with a favorable recommendation and that
25 the rules of Council be suspended to

1 11/13/12 - PUBLIC PROPERTY - BILL 120784
2 allow for first reading at our next
3 session of Council.

4 COUNCILMAN HENON: Do I hear a
5 second?

6 (Duly seconded.)

7 COUNCILMAN HENON: It has been
8 moved and seconded.

9 All in favor?

10 (Aye.)

11 COUNCILMAN HENON: All those
12 opposed?

13 (No response.)

14 COUNCILMAN HENON: The ayes
15 have it. Bill No. 120784 will be
16 reported out of Committee with a
17 favorable recommendation with a
18 suspension of the rules as to allow first
19 reading of Bill No. 120784 at our next
20 Council session.

21 This concludes our public
22 meeting. Thank you.

23 (Committee on Public Property
24 and Public Works concluded at 9:50 a.m.)

25 - - -

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

CERTIFICATE

I HEREBY CERTIFY that the
proceedings, evidence and objections are
contained fully and accurately in the
stenographic notes taken by me upon the
foregoing matter on November 13, 2012, and
that this is a true and correct transcript of
same.

MICHELE L. MURPHY
RPR-Notary Public

(The foregoing certification of this
transcript does not apply to any reproduction
of the same by any means, unless under the
direct control and/or supervision of the
certifying reporter.)

A able 3:15 4:4 15:18 access 5:12,17 20:10 accurately 28:5 actual 17:22 additional 4:8 8:13 adept 8:24 admin 9:18 administers 13:17 Administration 3:3 14:23 18:3 20:21 26:7 Administrations 14:22 15:12 afraid 18:15 agree 12:9 17:5 agreement 1:17 2:13 3:23 15:6 allow 4:16 5:10 27:2,18 all-in-one 6:16 amortized 16:23 amount 21:16 and/or 28:23 answer 3:13 5:21 anybody 25:25 apologies 3:15 appears 11:7 apply 28:21 approach 3:5 6:18 approached 3:7 appropriately 22:6 approval 12:22 15:9 18:5,16 approve 13:20,21 14:16 15:18 17:13 18:25 approved 4:21 21:13 approves 5:5 approving 11:3,4 13:19	approximately 4:9 arbiter 18:18 arguing 22:18 argument 17:7 20:9 arguments 18:22 arrangement 5:2 6:21 art 15:11 asked 12:3 14:16 18:25 asking 12:24 13:19,20 assist 12:18 assistance 24:10 associated 1:17 2:14 6:4,5,7,10 7:4 attend 3:16 authority 1:18 2:17 3:25 13:7 13:10 authorizes 3:21 authorizing 1:15 2:9 11:19 availability 8:20 avoiding 18:4 award 13:24 awarded 13:18 22:9 Aye 27:10 ayes 27:14 a.m 1:8 27:24 B back 11:18 14:22 17:20 based 13:24 basis 20:22 22:15 begs 17:7 behalf 1:16 2:11 3:13 best 19:11 better 7:11 16:21 18:6,10,14,18 19:16,19,23	beyond 15:23 bid 10:12 13:16 14:17 16:4 19:3 19:10 bidder 11:21 bidding 13:17 biggest 9:22 bill 1:15 2:7,8 3:1 3:4,20 4:1,16,22 5:1 6:1,3 7:1 8:1 9:1 10:1 11:1,4 12:1 13:1 14:1 15:1 16:1 17:1 18:1 19:1 20:1 21:1 22:1 23:1 24:1 25:1 26:1 26:11,20,22 27:1,15,19 bit 19:6 blend 7:7 Blind 4:24 BOBBY 1:11 broken 16:11 19:24 20:14 building 18:20,21 Bullard 12:19,19 13:6 14:5,9,12 15:4 16:20 17:16 21:9 bunch 16:19 buy 25:6 buying 7:16 C capital 8:3,9 cart 16:6 case 18:10 cases 6:13 18:8 case-by-case 20:22 Central 4:23 certain 2:19 CERTIFICATE 28:2 certification 28:20 CERTIFY 28:3	certifying 28:24 Chair 1:11 26:19 Chairman 3:17 10:11 22:17 26:22 chance 19:18 charge 19:14 charging 13:3,13 cheaper 17:11 Chief 3:10 choose 11:15 chosen 11:19 citizens 5:15 city 1:2,7,16 2:11 4:20,21 5:19 8:22 9:3 15:7 16:19 18:6 20:12 clarify 6:5 Clerk 2:6,8 come 8:5 12:12 16:9,10 19:25 20:19 21:24 22:11 comes 20:16 coming 11:18 15:2 18:4,16 20:25 22:3 commenting 15:5 Commissioner 1:15 2:10 3:22 Committee 1:3 2:4 3:19 6:2 10:8 25:25 26:6 26:23 27:16,23 communities 7:10 comparison 7:19 components 24:9 computer 20:10 computers 1:17 2:14 3:24 4:4,14 4:22 5:7,13 8:2 8:4,21 9:6 24:2 24:23 25:12 concluded 27:24 concludes 26:17 27:21	conditions 2:19 configuration 6:19 constantly 23:16 24:12 constructed 11:10 contained 28:5 continue 5:19 contract 4:7,11 16:2 17:22 19:12,21 20:2 21:10,12 22:8 23:19 contracted 7:5 contracting 15:11 contractor 7:6,13 contractor's 7:8 contracts 15:5 16:9,19 18:5 20:13,23,24,25 22:3 control 28:23 correct 11:15 14:5 15:10 28:8 cost 6:18 7:19 costs 8:3 9:25 Council 1:2 4:21 5:5,11,19 13:20 13:21 15:9 18:4 18:16 20:25 21:13 26:25 27:3,20 Councilman 1:11 1:11,12,12,13 2:2,20,23,23,24 2:25 5:23 6:25 7:14,18 8:14 9:11,15 10:5,9 10:10,14,17,20 10:23 11:2,7,12 11:17,25 12:10 13:4 14:2,7,10 14:13 15:10,24 17:4,18 18:17 19:9,17 20:18 21:4,15,19 22:16,23,25
---	---	--	--	--

23:2,9,17,24 24:13,17,22,25 25:5,13,18,21 26:9,13,16,19 26:21 27:4,7,11 27:14 couple 18:24 CPUs 6:13,15 critical 5:3 crucial 5:18 curious 16:16 currently 21:11 customers 4:2,19 cut 22:10,13	9:9 16:18 18:23 18:23 22:7 dollars 21:21 downtime 8:20,25 Duly 22:23 27:6	15:8 16:22 19:24 20:4,15 21:2,13,22 22:11,13 Four-plus 14:9 four-plus-year 8:5 four-year 8:4 11:8 14:20 15:6 15:18,23 16:8 16:15 19:2 20:6 20:14 23:4,8 Free 1:15,19 2:10 2:17 3:11,25 4:14,17 5:12,14 full 23:7,9 fully 24:5,6 28:5 further 10:6	H Hall 1:7 Handicapped 4:25 handle 25:10 happy 5:21 healthy 18:11 hear 27:4 hearing 14:14 25:24,25 26:3 26:17 held 21:11 help 12:24 Henon 1:11 2:2 2:20 3:17 5:23 6:25 7:14,18 8:14 9:11,15 10:5 22:23 25:21 26:9,13 26:16 27:4,7,11 27:14 history 11:24 hold 20:10 honest 9:20 hopefully 26:4 horse 16:6 households 5:16	installed 4:6 5:7 23:25 internal 7:8,9 Internet 5:17 involve 6:21 25:14 involvement 13:3 in-house 7:2 23:15,18 24:21 25:17 issue 14:19 19:9 issues 13:16
D date 24:21 DAVID 1:12 deal 15:18 16:17 18:7,11,14,19 19:11 20:6,22 deals 15:13 17:10 17:14 20:14 decided 16:12 decision 14:21 16:7 19:18,22 20:19 21:24 deliver 5:3,20 delivery 4:9 Department 12:20 13:16 17:12 departments 18:12 Department's 21:10 determines 20:21 devices 6:15 24:14 difference 9:17 different 25:9 difficult 22:5 direct 28:23 discounts 23:21 disposal 6:22 district 8:15 doing 6:25 7:24	E educational 24:8 efficient 4:13 9:10 eliminating 8:25 enlighten 17:19 enter 1:16 2:12 3:22 12:9 entered 11:5 equipment 1:17 2:14 4:5,18 6:4 6:8,10 7:16,20 essential 4:11 evidence 28:4 exact 9:21 10:3 expeditious 5:3 extend 15:22	G general 17:12 21:16 generally 16:8 17:11 19:22 gentlemen 2:3 getting 17:21 give 7:25 go 9:5 10:2,24 13:9 17:6 19:5,5 20:7 22:2,4 goes 7:11,22 going 7:4,15 8:15 8:19 9:16 11:21 11:22 12:4,6,23 14:17,17 16:4,4 18:6,13 19:3,4 19:16,19,23 20:22 21:20,20 good 2:2 3:9,17 8:23 17:6 grace 15:17 graced 14:20 Greenlee 1:11 2:23 26:20,21 guess 7:3,21 18:17 23:3,25 24:2,14	I idea 7:25 12:5 identical 4:21 immediately 25:22 include 1:17 2:15 8:9 23:5 24:15 24:18 includes 6:4 23:7 including 13:15 14:22 increase 9:16,19 increased 9:24 increasing 10:2 information 8:13 21:10 input 22:20 installation 4:10 6:19 7:3,11 8:10	J James 1:12 3:10 job 22:5 24:8 jobs 8:19 July 5:8
	F fact 14:15 15:20 18:6 familiar 15:3 fan 9:3 far 23:10 24:13 favor 27:9 favorable 26:24 27:17 finances 8:12 financing 4:12 find 18:12 22:5,18 firms 10:15,18 first 5:10 9:7 15:15 27:2,18 five 4:9 9:2 floor 16:12 18:19 18:20 folks 8:18 following 25:23 foregoing 28:7,20 Forty-five 5:16 forward 12:8,11 four 4:7 8:7 11:14 11:19 12:4 13:8		K K 1:11 keep 14:25 23:22 24:20 Kenney 1:12 2:25 10:9,10,14,17 10:20,23 11:2,7 11:12,17,25 12:10 13:4 14:2 14:7,10,13 15:10,24 17:4 17:18 18:17 19:17 20:18 21:4,15,19 22:16 kind 6:21 16:5,6 17:21,22 know 7:9,10 8:14 11:20,22 13:22 14:3,17 15:19 16:4 18:21 19:3 22:6 24:14	
			L L 28:15 ladies 2:3 language 6:3 large 20:2,12 22:9 larger 19:21	

22:21 latest 24:6 Law 12:17,20 17:12 21:9 lease 3:23 4:4,12 4:22 6:23 8:5 9:25,25 11:4,9 11:20 12:14,23 13:18 15:8 16:22 23:4,4 25:11 leases 4:15 14:24 17:8 leasing 1:17 2:13 7:15,21 left 2:22 Lewis 17:24 LexisNexis 21:12 libraries 4:20,23 8:16,21 20:11 library 1:15,19 2:10,18 3:11,14 3:21 4:14,17,24 5:6,12,14,17 9:6 13:11,20,22 21:7 23:14 Library's 4:2 lifeline 5:18 light 4:13 lined 13:15 lock 18:13 locked 11:14 16:21 long 14:8 21:6 longer 17:10 18:5 18:13 20:25 lot 8:16,17 9:8,22 24:7 lowest 13:24	MARK 1:13 market 13:13 matter 19:14 28:7 Mayor's 17:25 mean 6:6 11:23 15:2 17:11 22:14,17 means 28:22 meet 25:7 meeting 5:11 26:18 27:22 members 3:18 6:2 10:7 26:6 MICHELE 28:15 Microsoft 24:7 million 8:3,6,8 21:21,21 missed 14:14 money 16:24 19:15 22:10 monitors 6:9,13 months 4:9 9:4 15:23 morning 2:3 3:9 3:17 9:5 motion 26:20 move 12:8 26:18 26:22 moved 12:11 27:8 multi-year 4:11 21:12 Municipal 1:18 2:16 3:24 13:7 MURPHY 28:15	networking 7:3 25:14 never 15:14 new 5:7 9:16 24:2 nonsensical 19:7 note 25:22 noted 22:23 notes 28:6 noticed 9:9 November 1:8 5:11 28:7 nuance 14:15 number 4:14 7:24 9:21 10:3	ownership 6:18 o'clock 25:24	PMA's 13:2,18 point 11:13 12:21 16:25 19:20,20 prepared 17:16 present 1:10 3:12 President 3:14 pretty 8:24 9:10 previous 21:3 price 17:2 19:24 priced 17:9 pricing 16:21 printers 24:15,18 25:2 Prison 22:10 probably 6:11 15:12 problem 9:22 proceedings 28:4 process 12:7 13:17 15:3 Procurement 1:15 2:9 3:22 13:16 professional 19:13 prohibitive 17:10 promptly 26:3 Property 1:3 2:4 3:1,18 4:1 5:1 6:1 7:1 8:1 9:1 10:1 11:1 12:1 13:1 14:1 15:1 16:1 17:1 18:1 19:1 20:1 21:1 22:1 23:1 24:1 25:1,23 26:1 27:1,23 proven 5:2 provide 4:12,17 6:14 8:12 24:11 provides 5:14,18 7:7,13 23:14,15 public 1:3,4 2:4,5 3:1,18,19,23 4:1 5:1,12 6:1,14 7:1 8:1 9:1,6,13 10:1,12 11:1
M main 7:13 maintained 4:6 maintenance 1:18 2:15 6:20 major 13:11 making 16:24	N name 3:6,10 need 13:9 21:25 23:22 25:8 needed 8:13 23:11 24:20 needs 25:9 neighborhood 4:19 8:6 20:11 25:9 neighborhoods 7:10	O objections 28:4 obligated 15:7 odd 12:2 Office 17:25 Officer 3:11 offline 22:7 Oh 1:12 2:23 10:23 okay 21:22 22:20 25:18 26:13 old 4:10 once 11:12,13 ones 22:19,21 one-year 14:24,24 15:13,13 16:9 16:11,17,18 17:8,14,14 20:15 22:3 on-site 6:19 open 5:25 9:6 operating 5:8 24:5 opposed 7:15 27:12 options 15:14 16:18 17:9,15 ordinance 1:15 2:9 4:3 5:6 outside 20:4 overstatement 6:11	P Parkway 4:22 part 6:8 12:25 23:18 particular 6:20 18:10 partner 13:23 paying 8:8 payments 16:23 PCs 4:10 6:22 9:11 Pecora 3:9,10 6:7 7:6,17,23 8:23 9:13,19 10:13 10:16,19,21,25 11:6,11,16,23 12:7,17 15:22 23:7,13,20 24:4 24:16,19,24 25:4,7,16,20 26:15 Pennsylvania 1:7 percent 5:16 8:8 period 4:8 13:9 18:14 23:8 peripherals 25:2 personal 1:17 2:13 4:4 Philadelphia 1:2 1:7,16,16,18,19 2:11,12,16,18 3:24 5:15 8:18 13:7 Phillip 12:19 Physically 4:25 pieces 16:10,11 19:24 20:4,15 22:11,14 place 18:19 please 2:6 3:5 plus 4:7 13:9 PMA 12:23 13:4 13:10,12,22,23 13:23 14:4 19:6	

12:1 13:1 14:1 15:1 16:1 17:1 18:1 19:1 20:1 20:11 21:1 22:1 23:1 24:1 25:1 25:23,23 26:1 26:17,18 27:1 27:21,23,24 28:16 purchase 24:19 purchases 9:16 purchasing 7:20 put 9:23 19:10	removal 4:10 7:2 removing 6:22 Rendell 14:23 renewals 14:25 18:8 repairs 23:6 reported 26:23 27:16 reporter 28:24 reproduction 28:21 requesting 5:9 requests 18:24 requires 15:9 resource 21:11 respect 19:9 respectful 13:2 responded 10:15 10:18 responding 11:22 12:5 response 26:8,12 27:13 responsible 13:24 responsive 13:25 results 14:3 RFP 10:15,18 right 2:24 7:17 8:7 10:4,25 11:16,23 16:25 23:20 24:24 25:4 risk 17:2 room 1:7 14:25 15:20 20:3,5 Rosman 17:19,24 17:24 19:8 20:17,20 21:6 21:17 22:13 rough 8:2 RPR-Notary 28:16 rules 5:9 25:25 26:25 27:18	school 23:21 screen 6:15 search 24:8 searching 8:18 second 16:8,12 27:5 seconded 27:6,8 see 15:14,15 16:13 18:21 20:6 21:23 seeing 16:14,16 26:16 seeking 18:16 sends 3:15 seniors 8:16 separate 19:9 20:4 separately 23:15 25:6 service 4:18 5:4 5:20 7:13 services 1:18 2:16 5:14 6:5,17,24 7:4,7,21 8:10 9:18 13:14 19:13 21:11 session 2:5 27:3 27:20 set 9:2 signed 11:10 Siobhan 3:13 six 15:23 slightly 9:20 small 21:18 smaller 22:19 smooth 7:12 software 23:11,13 23:22,25 24:8 somewhat 12:2 sorry 10:16 11:6 13:5,6 space 9:23 speak 8:15 17:17 special 15:17 16:15 specific 16:2,3 25:8	Squilla 1:13 2:24 22:25 23:2,9,17 23:24 24:13,17 24:22,25 25:5 25:13,18 staff 4:2,19 start 16:24 starting 6:14 26:2 state 3:6 stenographic 28:6 streets 10:22 strictly 25:11 stuff 12:15 sublease 1:16 2:12 3:23 13:21 successful 12:6,13 14:18 16:5 19:4 Suite 24:7 sum 22:9 supervision 28:23 support 3:20 5:19 sure 13:2 18:7 surprised 17:21 suspended 5:10 26:25 suspension 27:18 system 22:10 24:5	testimony 3:12 5:24 26:14 Thank 2:20 5:22 5:23 10:10 22:22,24 25:19 26:13,15,21 27:22 thing 16:15 18:11 things 9:7 18:23 18:24 24:11 think 12:25 16:5 16:20 17:5 18:11 19:8,12 19:15 20:12 22:4 three 4:23 9:4 14:24 15:12,13 15:16 16:17 17:14 21:2 three-year 17:8 time 14:6,8 18:14 20:2 23:23 times 9:8,22 title 2:7 today 3:4,19 26:10 total 6:17 9:13 totally 17:5 touch 6:15 transaction 13:12 transcript 28:8,21 transition 4:8 13:9 true 15:6 18:7 28:8 truth 6:12 try 13:14 trying 18:15 19:10 Tuesday 1:8 type 6:18 19:12 typing 24:9	
Q question 8:24 15:25,25 16:3 17:7 18:18 23:3 questions 3:13 5:22,25 10:6 16:2 26:7 quorum 2:22					
R range 24:10 rationale 12:25 read 2:6 reading 5:10 11:3 27:2,19 realize 14:15 really 6:8,9 17:6 Reardon 3:14 reason 16:14 reasons 18:9 recognize 2:21 recognizes 26:19 recommendation 26:24 27:17 record 3:6 6:6 22:24 25:22 Regional 4:23 related 1:18 2:15 4:5 relatively 21:17 remarkable 20:5 22:19 remember 19:25 21:5					
			T table 3:8 taken 28:6 takes 8:25 9:3 talk 21:25 22:7 teams 7:8,9 9:2 Technology 3:11 tell 6:12 9:21 10:3 ten 21:3 tend 20:24 term 11:8,9 13:8 16:22 17:10 18:5 19:2 20:25 21:7 23:3 terms 2:19 8:2 12:14 15:7 21:18 22:14 testify 3:3,20 26:11		
				U ultimately 12:6 understand 12:2 15:8 18:22	

20:17	winning 11:20	26:23 27:1,15		
unfortunately	wishes 3:3 26:10	27:19		
8:17	witness 3:7,7	13 1:8 28:7		
unique 17:23	wondering 15:16	15th 5:11		
unknown 12:16	work 19:16,20,23			
updated 23:22	Works 1:4 2:5			
upgrade 24:11	3:19 25:24	2		
upgrades 23:5,10	27:24			
23:16	wouldn't 8:9	2 21:21		
up-to-date 4:18	12:11	2012 1:8 28:7		
use 1:19 2:17 3:25	Wow 20:7	2013 5:8		
usual 15:21				
usually 7:11 9:2,5		4		
14:21	Y			
	Yeah 22:16	400 1:7		
V	year 4:21 5:6 9:24	49 4:19		
	12:22 14:12			
variety 24:9	15:3 21:8	7		
vendor 14:4 16:23	yearly 22:15			
versions 24:3	years 4:7 7:25 8:7	8		
view 18:3	11:14,19 12:4			
vital 5:13	13:8 14:9 15:8	8 8:8		
vote 11:13,13	16:22 21:2,3,14			
12:3 17:21	21:22	9		
voted 14:11		9:30 1:8		
voting 11:8	1	9:50 27:24		
		939 9:14		
W	1 5:8 21:21			
	1,095 4:4 8:4			
want 20:10 25:21	1.3 8:3,8			
wanted 12:21	1.4 8:6			
warranty 23:6,8	10 25:24			
23:10	11/13/12 3:1 4:1			
way 5:3 7:12	5:1 6:1 7:1 8:1			
16:22 17:6	9:1 10:1 11:1			
18:22,23 19:5	12:1 13:1 14:1			
week 22:9	15:1 16:1 17:1			
welcome 25:20	18:1 19:1 20:1			
we'll 5:25 24:4,5	21:1 22:1 23:1			
we're 6:14 7:14	24:1 25:1 26:1			
9:8 11:4,8,14	27:1			
13:2,19 14:15	120784 1:15 2:8			
16:14,16,21	3:1,4,20 4:1 5:1			
17:21 18:25	6:1 7:1 8:1 9:1			
19:10	10:1 11:1 12:1			
we've 7:24 8:11	13:1 14:1 15:1			
8:24 9:9	16:1 17:1 18:1			
WILLIAM 1:11	19:1 20:1 21:1			
willing 13:12 20:8	22:1 23:1 24:1			
Windows 24:6	25:1 26:1,11,20			