

GOVERNMENT OF THE DISTRICT OF COLUMBIA
DEPARTMENT OF GENERAL SERVICES



**DETERMINATION AND FINDINGS FOR A
SPECIAL PILOT PROCUREMENT**

Agency: Department of General Services
Portfolio
Caption: Wireless Telecommunications Infrastructure and Wireless
Antennae Real Estate Consulting Services
Proposed Contractor: JP Morgan

FINDINGS

1. AUTHORIZATION:

D.C. Code Section 2-354.08 and DCMR 47, Section 4723

2. MINIMUM NEED:

The District of Columbia through the Department of General Services (DGS) Portfolio Division is requesting Real Estate Consulting Services for Wireless Telecommunications Infrastructure and Wireless Antennae Program.

3. ESTIMATED FAIR AND REASONABLE PRICE:

The estimated fair and reasonable price is up to \$100,000.00

4. FACTS WHICH JUSTIFY A SPECIAL PILOT PROCUREMENT:

The Department of General Services (the “Department”) seeks to retain the services of JP Morgan, who has specific advisory credentials to evaluate the potential opportunities available for the Department’s Wireless Telecommunications Infrastructure and Wireless Antennae Real Estate Consulting Services (the “Program”) and to prosecute a plan which maximizes the value for the Department and the District. JP Morgan will be responsible for providing wireless telecommunications and Mergers & Acquisition’s (M&A) sell-side advisory services that address the Department’s objectives and provide independent financial advice and serve solely the interests of the Department and the District.

JP Morgan will evaluate the current Program and develop an overall strategic plan to maximize the potential value. Manage the development, strategy and execution of a partnership and/or monetization opportunities that accomplish the Department’s objectives. Develop financial models and requisite information materials to support the

marketing of the Program. Develop, deliver scope of work, RFP's, and presentations designed to facilitate an understanding of the Program and its value proposition to a partner. Review and catalog all materials necessary for potential partners to thoroughly conduct due diligence of the Program. Manage competitive or negotiated acquisition, or RFP processes / identification of a partner that shall maximizes the potential benefits of the Program to the Department and the District. Assist the Department in communicating with prospective partners and negotiating competitive terms for the Departments program. Analyze and report on the advantages and disadvantages of the various alternatives and proposals received during the process.

The Contract with JP Morgan will enable the Department to begin a Wireless Telecommunications Infrastructure and Wireless Antennae Program.

5. CERTIFICATION BY THE ASSOCIATE DEPUTY DIRECTOR DEPARTMENT OF GENERAL SERVICES CAPITAL CONSTRUCTION DIVISION:

I hereby certify that the above findings are correct and complete.

Date

J. Forest Hayes
Associate Director, Portfolio Division

DETERMINATION

Based on the above findings and in accordance with the cited authority, I hereby determine that it is not feasible or practical to invoke the competitive solicitation process under either Section 402 or 403 of the District of Columbia Procurement Practices Reform Act of 2010 (D.C. Law 18-371; D.C. Official Code § 2-354.02 or 2-354.03). Accordingly, I determine that the District is justified in using the sole source method of procurement.

Date

Yinka Alao
Associate Director, Contracts and Procurement