



STAFF REPORT

Meeting Type:	City Council
Meeting Date:	December 1, 2025
From:	Gregory Brewster, SandyNet Director
Subject:	Purchase Authorization: Calix SmartHome and Equipment for SandyNet

DECISION TO BE MADE:

Whether to authorize the City Manager to purchase Calix software and Calix equipment for SandyNet.

APPLICABLE COUNCIL GOAL:

N/A

BACKGROUND / CONTEXT:

Calix is SandyNet's largest vendor of fiber-to-the-home equipment. As the technology landscape continues to change, and equipment is replaced, SandyNet has continued to use Calix hardware and software to deliver broadband services to the Sandy community.

This report contains two quotes. One order is for software created by Calix that will enable SandyNet to utilize several new services on top of its routers. The other order is for equipment that SandyNet will use throughout the rest of the biennium. Both orders exceed the City Manager's signing authority and require City Council approval.

Calix SmartHome is a consolidation of several services that ride on top of Calix routers that offer solutions that many subscribers have requested, such as threat protection or parental controls. These features would be offered to any subscriber that has an updated router from SandyNet. SandyNet has replaced 70% of the routers in its network with a model that is compatible with Calix SmartHome. The second quote referenced in this report is for enough equipment to complete router upgrades for the city's entire network.

KEY CONSIDERATIONS / ANALYSIS:

Funds for the Calix SmartHome program were allocated under the BN 2025-2027 budget, for years one and two of the order. The third year would fall under BN 2027-2029. Because the program was budgeted, it was reflected in the July 2025 price increase for residential broadband service.

Calix SmartHome is not called out specifically in the SandyNet Master Plan; however Calix has indicated that they intend to continue developing and expanding the SmartHome line as well as their edge products, which include routers, mesh units, etc. Edge products are the hardware and software

that residential subscribers see and interact with. For long term viability of the department, SandyNet must continue to evaluate and change as the broadband landscape shifts. SandyNet has seen the demand and value of the services offered under the Calix SmartHome program and other similar services offered by other router manufacturers.

The Calix hardware purchase was already budgeted to be spent during the BN 2025-2027 biennium, and the quantity of hardware is currently projected to last to July of 2027.

BUDGET IMPACT:

Both purchases were budgeted in the BN 2025-2027 budget. The Calix hardware quote is a capital project with a total of \$157,145. The Calix SmartHome quote is a three-year term with an expected total operational cost of \$194,400, where \$104,400 expected to be expended in the current biennium. Calix SmartHome is paid annually for each term year, and the hardware order is paid when the hardware ships.

RECOMMENDATION:

The SandyNet Advisory Board reviewed the program and recommended that the staff should use the product on a trial basis before sending it off to City Council. Staff has used the product within the SandyNet department and determined the services function as intended; the staff is comfortable with the product, its offerings, and cost.

Staff respectfully requests that City Council approve the two expenditures for Calix hardware and software.

SUGGESTED MOTION LANGUAGE:

"I move to authorize the City Manager to purchase the Calix SmartHome suite and Calix modem hardware, as included in the meeting packet."

LIST OF ATTACHMENTS / EXHIBITS:

- SandyNet Advisory Board Staff Report for Calix SmartHome
- Quote for Calix SmartHome service
- Quote for Calix Equipment Purchase