



AGENDA REPORT
August 6, 2019

Approval of Amendment, Re: AT&T Pricing Schedule - E911 Services

SUBJECT:

Approval for amendment to AT&T's contract for E-911 services

FISCAL IMPACT:

This proposed action results in savings of \$578,167.80 over five years. There will be no impact to the General Fund. The FY2019 Budget has funding budgeted for this purpose, collected from 911 fees of wired and wireless telephone users.

DEPT/OFFICE:

Emergency Management

REQUESTED ACTION:

It is requested that the Board of County Commissioners approve a contract amendment with AT&T for backbone switched Ethernet services for the county's Enhanced 911 system, and authorize the County Manager or his designee to execute the contract amendment and all subsequent budget change requests, amendments, edits, or other as needed; subject to approval by the County Attorney's Office & Risk Management.

SUMMARY EXPLANATION and BACKGROUND:

The Enhanced 911 system for all of Brevard County and its eleven Public Safety Answering Points runs on a backbone provided by AT&T. The current 5-year pricing schedule was approved by the Board of County Commissioners in 2016. The current pricing schedule's monthly cost is \$52,756.17 for a five-year cost of \$3,165,370.20. The proposed pricing schedule would result in a monthly cost of \$43,120.04 which is a five-year cost of \$2,587,202.40.

The amended schedule will provide upgrades to ESInet services and equipment to improve reliability. This new ESInet platform includes network components (SmartRing) that the County is currently paying separately for, but which will be included in the proposed ESInet contract amendment. The switched Ethernet backbone and the hosted Viper system currently in place for the Enhanced 911 system will remain in place and will not be affected by the ESInet upgrade.

The ESInet is a broadband-enabled network supporting the transmission of video, images and other bandwidth-intensive data files. It is a standards-based "network of networks" that's designed with a high level of redundancy and resiliency to ensure that the network

can continue to deliver 911 calls even if some of the circuits or end points are no longer functioning.

The upgraded Emergency Services Internet Protocol Network (ESInet) will provide upgrades to service, software and hardware, improving reliability and redundancy. The two full-time AT&T technicians assigned to Brevard County's 911 system will remain in place. This amendment will result in savings of \$578,167.80. The new amended contract term will be effective from 2019 to 2024.

CLERK TO THE BOARD INSTRUCTIONS:

Please provide two signed copies of the agreement.

ATTACHMENTS:

Description

- **ESInet proposal**



Tammy Rowe, Clerk to the Board, 400 South Street • P.O. Box 999, Titusville, Florida 32781-0999

Telephone: (321) 637-2001
Fax: (321) 264-6972
Tammy.Rowe@brevardclerk.us

August 7, 2019

MEMORANDUM

TO: Kimberly Prosser, Emergency Management Director

RE: Item F.5., Approval of Amendment for AT&T Pricing Schedule – E911 Services

The Board of County Commissioners, in regular session on August 6, 2019, approved a Contract Amendment with AT&T for backbone switched Ethernet services for the County's Enhanced 911 system; authorized the County Manager or his designee to execute the Contract Amendment; and all subsequent budget change requests, amendments, edits, or other as needed, subject to approval by the County Attorney's Office and Risk Management. Enclosed are two executed Amendments.

Upon execution by AT&T, please forward a fully-executed Amendment to this office for inclusion in the official minutes.

Your continued cooperation is greatly appreciated.

Sincerely yours,

BOARD OF COUNTY COMMISSIONERS
SCOTT ELLIS, CLERK

Tammy Rowe

Tammy Rowe, Deputy Clerk

/cmw

Encls. (2)

cc: Contracts Administration
Budget
Finance



**AT&T ESInet™
(Emergency Services IP Network)
AMENDED PRICING SCHEDULE**

AT&T MA Reference No. 110834UA

Please sign by 08/31/2019

Customer	AT&T
Board of County Commissioners, Brevard County, Florida Street Address: 2725 Judge Fran Jamieson Way City: Viera State/Province: FL Zip Code: 32940 Country: USA	AT&T Corp
Customer Contact (for Notices)	AT&T Contact (for Notices)
Name: Kimberly Prosser Title: Director of Emergency Management Street Address: 1746 Cedar Street City: Rockledge State/Province: FL Zip Code: 32955 Country: USA Telephone: 321-637-6670 Email: kimberly.prosser@brevardfl.gov	Name: Tom Gill Street Address: 6021 S. Rio Grande Ave City: Orlando State/Province: FL Zip Code: 32809 Country: USA Telephone: 4074468170 Email: tg5181@att.com Sales/Branch Manager: Jeff Parsons SCVP Name: Erik Lindborg Sales Strata: SLED Sales Region: SE <u>With a copy (for Notices) to:</u> AT&T Corp. One AT&T Way Bedminster, NJ 07921-0752 ATTN: Master Agreement Support Team Email: mast@att.com

This Amended Pricing Schedule provides for a technology upgrade to AT&T's current ESInet Service and will replace in full the Pricing Schedule (FL09-8095-03) last signed on July 9, 2010. This Amended Pricing Schedule is part of the Agreement between AT&T and Customer referenced above and includes Attachment A Service Order.

Customer (by its authorized representative)	AT&T (by its authorized representative)
By: <i>Frank Abbate</i>	By:
Name: FRANK ABBATE	Name:
Title: COUNTY MANAGER	Title:
Date: AUGUST 6, 2019	Date:

**AT&T ESnet™
(Emergency Services IP Network)
AMENDED PRICING SCHEDULE**

1. SERVICES

Service	Service Publication Location
AT&T Emergency Service IP Network™	See Exhibit A

AT&T ESnet™ will become generally available when the Service Guide is published and available at <http://new.serviceguide.att.com> or such other AT&T-designated location. Upon publication, such service description and other terms shall supersede the provisions of the Interim Service Guide, attached to this Pricing Schedule as Exhibit A.

2. PRICING SCHEDULE TERM AND EFFECTIVE DATES

Pricing Schedule Term	60 months (this Pricing Schedule will continue to apply through the applicable Minimum Payment Period associated with each Service Component)
Automatic Term Extension of Pricing Schedule	Where permitted by applicable law, successive 12 month periods, unless either party terminates the Automatic Term Extension via written notice to the other party given at least sixty (60) days prior to the expiration date of Initial Term or then-current Automatic Term Extension. Where permitted by law, each party waives any right to receive notice prior to any such automatic extension.
Pricing Schedule Term Start Date	Effective Date of this Pricing Schedule.
Effective Date of Rates and Discounts	Effective Date of this Pricing Schedule.

3. MINIMUM PAYMENT PERIOD

Service Components	Percent of Monthly Service Fees Due Upon Termination Prior to Completion of Minimum Payment Period	Minimum Payment Period per Service Component
Legacy Connections	100%	36 months
ESnet Network Connection	100%	36 months
ESnet Call Routing	100%	36 months
Local Access Connections	100%	60 months
Other Charges	100%	36 months

4. NOTICE OF WITHDRAWAL

Service and Service Component Withdrawals during Pricing Schedule Term	
Prior Notice Required from AT&T to Withdraw and Terminate a Service	12 months
Prior Notice Required from AT&T to Withdraw and Terminate a Service Component	120 days

5. PRICING

5.1. Addition of Components to Customer's Schedule of Charges.

Discounts are applied at the Sub-Discount Category Level as specified below - No other discounts apply.

**AT&T ESInet™
(Emergency Services IP Network)
AMENDED PRICING SCHEDULE**

5.1.1 AT&T ESInet™ Sub-Discount Category – Legacy Connections

AT&T ESInet™ Sub-Discount Category – Legacy Connections	
Service Component	DISCOUNT: 25% Undiscounted Monthly Recurring Charge
Legacy Connection	\$22.00

5.1.2 AT&T ESInet™ Sub-Discount Category – ESInet Network Connections

AT&T ESInet™ Sub-Discount Category – ESInet Network Connections	
Service Component	DISCOUNT: 25% Undiscounted Monthly Recurring Charge
Mngd T1 Primary PSAP/Host Connection	\$1,690.00
Mngd 3MB Primary PSAP/Host Connection	\$1,710.00
Mngd 6MB Primary PSAP/Host Connection	\$1,755.00
Mngd 10MB Primary PSAP/Host Connection	\$1,805.00
Mngd 20MB Primary PSAP/Host Connection	\$1,905.00
Mngd 50MB Primary PSAP/Host Connection	\$2,140.00
Mngd 100MB Primary PSAP/Host Connection	\$2,415.00
Mngd T1 Secondary PSAP/Host Connection	\$305.00
Mngd 3MB Secondary PSAP/Host Connection	\$625.00
Mngd 6MB Secondary PSAP/Host Connection	\$670.00
Mngd 10MB Secondary PSAP/Host Connection	\$1,805.00
Mngd 20MB Secondary PSAP/Host Connection	\$820.00
Mngd 50MB Secondary PSAP/Host Connection	\$1,055.00
Mngd 100MB Secondary PSAP/Host Connection	\$1,330.00

5.1.3 AT&T ESInet™ Sub-Discount Category – ESInet Call Routing Service

AT&T ESInet™ Sub-Discount Category – ESInet 9-1-1 Call Routing	
Population Size / Undiscounted Monthly Recurring Charge*	DISCOUNT:
under 1M Population / MRC= \$220.00	73.46%
* Monthly Charge is rounded up to the nearest 1,000 in population	

5.1.4 AT&T ESInet™ Sub-Discount Category – Local Access Primary Connections

AT&T ESInet™ Sub-Discount Category – Local Access Primary Connections	
Service Component	No Discounts applicable to below rates Monthly Recurring Charge
45 N Magnolia Avenue, Orlando	\$ 643.26
1746 Cedar Street, Rockledge	\$ 643.26
Special Construction Charge, if applicable, may apply under a separate contract.	

**AT&T ESInet™
(Emergency Services IP Network)
AMENDED PRICING SCHEDULE**

5.1.5 AT&T ESInet™ Sub-Discount Category – Local Access Secondary Connections

AT&T ESInet™ Sub-Discount Category – Local Access Secondary Connections	No Discounts applicable to below rates
Service Component	Monthly Recurring Charge
45 N Magnolia Avenue, Orlando	\$ 643.26
1746 Cedar Street, Rockledge	\$ 643.26
Special Construction Charge, if applicable, may apply under a separate contract.	

5.1.6 AT&T ESInet™ Sub-Discount Category – Professional Services

AT&T ESInet™ Sub-Discount Category – Professional Services	DISCOUNT: 0%	
Service Component	Undiscounted Monthly Recurring Charge	Undiscounted Non Recurring Charge*
Prof Svcs - Addtnl Install & Materials	n/a	\$500.00
Professional Svcs - Custom Reports	\$100.00	\$500.00
Professional Svcs - GIS Services	n/a	\$500.00
*Non-Recurring Charge is billed in \$500 per hour increments		

5.1.7 AT&T ESInet™ Sub-Discount Category – Other Charges or Credits

AT&T ESInet™ Sub-Discount Category – Other Charges	No Discounts applicable to below rates
	Monthly Recurring Charge
Secondary or Backup PSAP Charge	\$1,360
Software Service License for RapidDeploy Radius Mapping Application "RDP-A-002"	\$450

RDP-A-002	<p>RapidDeploy Radius - Supplemental 911 location mapping concurrent, per seat license: Provision of 911 call mapping and visualization to allow for the following capabilities:</p> <p>Display of ALL and supplemental 911 location: Show the locations of wireline, wireless, and VoIP 911 calls received by a PSAP on a map, including ALL locations as well as supplemental 911 locations such as device-hybrid locations of wireless calls. Compare locations from different sources.</p> <p>Interface with location data sources: Acquire 911 call location from E911 and NG911 data sources, locally at a PSAP or within an ESInet.</p>
-----------	---

6. Initial Order

This Pricing Schedule is Customer's order for new Services and/or Service Components – See Attachment A.

Customer may request additional, or changes to, Services and/or Service Components by submitting a subsequent signed Service Order – see Attachment B.

**AT&T ESInet™
(Emergency Services IP Network)
AMENDED PRICING SCHEDULE**

ATTACHMENT A – AT&T ESInet™ INITIAL SERVICE ORDER

This Initial Service Order by and between AT&T Corp ("AT&T") and Brevard County ("Customer") represents Customer's order for Service Components as specified below.

NOW, THEREFORE, in accordance with the mutually agreed upon change control process, AT&T and Customer hereby agree to amend the Pricing Schedule as follows:

1. **Initial Order:** Add Service Components as set forth below.
2. The Minimum Payment Period in the Pricing Schedule applies to all Service Components.
3. **Order Rates and Charges:** The Rates and Charges in the AT&T ESInet™ Pricing Schedule apply to all Service Components ordered under this Initial Service Order. . The quantities listed below must include all Service Components, including quantities ordered under this Initial Service Order. The parties understand that any changes requested are cumulative to the original Service Order.

PSAP INFORMATION	
PSAP / Host Information	PSAP / Host Contact
Legal Name:	Name:
Street Address:	Title:
City: State: Zip:	Tel #:
PSAP Population Served	Email:
Total Customer Population Contracted	

AT&T CONTACT INFORMATION	
AT&T Sales Contact - Primary Contact	AT&T Contact - Additional Contact
Name:	Name:
Title:	Title:
Tel #:	Tel #:
Email:	Email:

**AT&T ESInet™
(Emergency Services IP Network)
AMENDED PRICING SCHEDULE**

LEGACY CONNECTIONS (Connection between the OSP demarc and AT&T ESInet demarc)		
DESCRIPTION	QUANTITY	Monthly Recurring Charge
Legacy Connection (Per DS0 Port)	288	\$4,752.00
ESInet NETWORK CONNECTIONS – PRIMARY CONNECTION (Connection from the Core Call Processing Node to the Customer demarc)		
DESCRIPTION	QUANTITY	
Managed 10MB Primary PSAP/Host Connection	2	\$2,857.50
ESInet NETWORK CONNECTIONS – SECONDARY CONNECTION (Redundant Connection from the Core Call Processing Node to the Customer Demarc)		
DESCRIPTION	QUANTITY	
Managed 10MB Secondary PSAP/Host Connection	2	\$1,230.00
LOCAL ACCESS PRIMARY CONNECTION		
LOCATION	QUANTITY	
45 N Magnolia Avenue, Orlando	1	\$643.26
1746 Cedar Street, Rockledge	1	\$643.26
LOCAL ACCESS SECONDARY CONNECTION*		
LOCATION	QUANTITY	
45 N Magnolia Avenue, Orlando	1	\$643.26
1746 Cedar Street, Rockledge	1	\$643.26
*Special Construction Charge, if applicable, may apply under a separate contract.		
9-1-1 CALL ROUTING PLATFORM (9-1-1 Call Routing charges are based on the Total Customer Population contracted. The Monthly Charge is rounded up to the nearest 1,000 population)		
Population Size / Monthly Recurring Charge	under 1M Population	\$ 31,707.50

OTHER CHARGES	
DESCRIPTION	QUANTITY
Software Service License for RapidDeploy Radius Mapping Application "RDP-A-002"	40

TOTAL MONTHLY RECURRING CHARGES	\$43,120.04
--	--------------------