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Meeting Date  
**December 1, 2015**

ADD ON AGENDA	
Section	New Business
Item No.	VI C 1

**AGE**  
*BREVARD COUNTY BOARD OF COUNTY COMMISSIONERS*

SUBJECT:	Re: Board Direction in Response to AT&T Rate Increases
DEPT/OFFICE:	Information Technology

**Requested Action:**  
It is requested that the Board of County Commissioners review the attached rate increases from AT&T and quotes for replacement services and provide staff direction.

**Summary Explanation & Background:**

On December 1, 2011, the Board of County Commissioners approved Addendum FL11-0644-04 to extend telecommunications services and accept proposed rates from AT&T for three years with two optional one-year terms. This service contract provided data and voice services for Brevard County. This contract expired on December 12, 2014 and options were not exercised. The intent of the Board's IT Department was to piggy-back on the Brevard County School Board's RFP 14-P-081-WH, IP Wide Area Network Services; which was expected to be awarded in 2014. BoCC IT received approval from the BoCC for piggy-backing the School Board contract during the May 28, 2014 Board meeting, but due to an award protest by AT&T, a contract is still not in place. Secondly, the IT Department intended to ask the Board to install a VOIP system in the County, and renewing the contracts with AT&T might have impeded that action if AT&T was not the awarded vendor.

The IT Department requested direction from the Board to implement Voice Over IP (VOIP) services at the May 26, 2015 Board meeting and was directed to advertise a Request For Proposal for these services. The proposals received in response to this RFP are currently being evaluated, and award for the services is expected to be completed in the first quarter of 2016.

On November 12, 2015, the IT Department Director received an email from AT&T indicating rate increases effective January 1, 2016. The increases are attached and substantial. AT&T representatives stated that the rate increases are mandatory due to FCC regulations. The representative stated that as a regulated entity, AT&T is required to provide non-discriminatory pricing to its customers, and without a contract, the County must pay the same rates as other similar organizations that do not have contracts. On November 25, the I.T. Director requested AT&T to provide proof that other agencies similar in size and scope to Brevard County are paying these prices to ensure that Brevard County is not being discriminated against.

Clerk to the Board Instruction:

Exhibits Attached: Pricing Summary

**Contract /Agreement (If attached):** Reviewed by County Attorney    Yes  No     PR

County Manager	Assistant County Manager	Department Director, Extension Jon Sellers, Director, Information Technology Department / x52958
Stockton Whitten	Frank Abbate <i>[Signature]</i>	<i>[Signature]</i>

In discussions with AT&T on November 12, 2015, a three month contract, with multiple three month extensions, was proposed by staff. This would allow the County to continue with existing rates without disrupting the VOIP RFP. The multiple extensions could be exercised in order to have time to implement the system as well as maintain pricing in the event that a protest occurred. On November 18, the AT&T representative stated that the offer had been submitted to AT&T's pricing group, but he did not feel that a 3 month contract was likely and that Brevard should consider a 12 month contract.

The IT Department has obtained preliminary quotes from Florida High Speed Internet and the Florida Department of Management Services. The Quotes are attached. An additional quote is expected from Bright House. Since the award of the Voice Communication RFP could replace the services affected by the AT&T rate increase, no long term, or even annual, contract should be sought at this time. The quotes received are month-to-month quotes and subject to replacement by the award of the Voice Communication RFP. If month-to-month services are advised by the Board and not awarded in the Voice Communication RFP, these services shall be advertised for competitive bid.

Four areas of rate increases are listed on the AT&T rate increase summary:

- ISDN-PRI – These are voice circuits at County's larger locations that provide incoming and outgoing communications. These are addressed in this agenda item.
- Metro-E – These are data circuits for specific County locations and are addressed in this agenda item.
- Smartring – This is a County network topology once used by most larger County facilities. Currently, the primary use of this network is facilitating 800 MHz T1 lines for the connectivity of 800 MHz base stations. The County began migrating away from this technology over a year ago. This item is being presented to the Board under agenda item ILC.2.
- Business Lines – These lines are primarily for security and fire alarm monitoring. These lines can be handled on an individual basis.

Converting the PRI lines to a different vendor creates some risk to the County. The lines currently run over the SONET ring. A vendor would have to replace that technology, interface it to our NORTEL PBX and port the County's telephone numbers to their control. The primary risk is that this could take a considerable amount of time, risking that the Board would have to pay AT&T's higher rates while the service was being installed. While one of the vendors we received a quote from stated that they were confident that could have the effort completed by the end of December, no guarantee exists at this time.

Board direction is requested in response to the rate increases of the ISDN-PRI and Metro-E items. Options the Board may wish to consider include:

- Directing the IT Department to attempt to conclude an acceptable, short-term contract with AT&T that would minimize the rate increases while ensuring the VOIP project is not disrupted. This is the lowest risk option.

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Board Direction in Response to AT&T Rate Increases.

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- Directing the IT Department to attempt to conclude an acceptable, 12 month contract with AT&T and recognize that the VOIP project may be impeded through the end of that contract period.
- Direct the Purchasing Department to get multiple quotes from local competitors and award the business to a vendor who can provide month to month pricing (or very short term contracts) at competitive rates and who can install the services on a very timely basis.

Contact: Jon Sellers, ext. 5-7395 or [jon.sellers@brevardcounty.us](mailto:jon.sellers@brevardcounty.us)

## Fee Increase And Other Quotes

	AT&T Current Monthly Charges	AT&T Proposed Monthly Charges	Florida Department of Management Services	FLHSI Installation Fees *	FLHSI Proposed Monthly Charges
ISDN-PRI	\$9,328.80	\$77,233.70	\$11,357.50	\$14,383.00	\$6,564.90
Metro Ethernet	\$4,851.00	\$12,280.00	\$13,265.20	\$5,310.00	\$5,650.00
SONET Smart Ring	\$27,199.50	\$101,650.00	Not Quoted	Not Quoted	Not Quoted
Business Lines	\$6,162.00	\$19,800.00	Not Quoted	Not Quoted	Not Quoted

Note: quotes are informal and are simply meant to give the Board a possible range.

\* Installation Fees are a one-time expense.

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Stockton Whitten	Frank Abbate 	Jon Sellers, Director, Information Technology Department / x52958 					

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Board direction is requested in response to the rate increases of the ISDN-PRI and Metro-E items. Options the Board may wish to consider include:

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