#### City of Fayetteville Staff Review Form

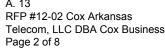
A. 13 RFP #12-02 Cox Arkansas Telecom, LLC DBA Cox Business Page 1 of 8

# City Council Agenda Items and Contracts, Leases or Agreements

6/19/2012

City Council Meeting Date Agenda Items Only

Sharon Waters	Telecommunications & I.T. Di	vision Utilities & Finance
Submitted By	Division	Department
	Action Required:	
A resolution approving a contract for Tele	ecommunication Services base	ed on proposals received from RFP #12-02.
191.036.40		I.T. Technology Improvements
Cost of this request	Category / Project Budget	Program Category / Project Name
Various 5310-01		Telecommunications System Upgrade
Account Number	Funds Used to Date	Program / Project Category Name
	\$	- Various Operating Funds
Project Number	Remaining Balance	Fund Name
Budgeted Item X	Budget Adjustment Attached	d
Department Director  City Attorney  City Attorney	Date O	revious Ordinance or Resolution #  riginal Contract Date:  riginal Contract Number:
Finance and Internal Services Director  Chief of Staff  Mayor	Date  6-4-12  Date  6/4/12  Date	Received in City Clerk's Office  Received in Mayor's Office
Comments: Contract documents in Selection is made .		for neview once a proposed



## THE CITY OF FAYETTEVILLE, ARKANSAS DEPARTMENT CORRESPONDENCE



#### CITY COUNCIL AGENDA MEMO

**To:** Mayor and City Council

Thru: Don Marr, Chief of Staff

David Jurgens, Utilities Director

From: Sharon Waters, Parking and Telecommunications Manager W

**Date:** June 1, 2012

**Subject**: A Resolution Approving a Contract for Telecommunications Services

#### PROPOSAL:

Staff recommends approving a contract for telecommunications services based on proposals received from RFP #12-02. This contract is for a term of three (3) years, with the option of two (2) additional annual renewals.

#### **RECOMMENDATION:**

The City of Fayetteville solicited proposals for new telecommunications services to provide voice communications (dial-tone), long distance, wide area network connectivity and internet service to serve multiple locations throughout the City. There were 3 vendors that submitted bids for this service; AT&T, Cox Business, and Windstream.

RFP documents were prepared by Plante & Moran, the I.T assessment group contracted by the City to review all the City wide network and telecommunications processes, procedures and systems. Plante & Moran is participating in the selection process, as well as contract negotiations. It is imperative that this item is added to the June 19 Council Agenda, as there will be a significant amount of construction work to be completed before our existing contracts expire in September. This memo is a "place holder" for the June 19 Council Agenda. All finalized documents will be provided before the Agenda Session.

#### **BUDGET IMPACT:**

The City will recognize a savings of over \$100,000.00 in annual operating budgets for General Fund, Transportation Fund, Solid Waste Fund and Water/Sewer Fund.





## THE CITY OF FAYETTEVILLE, ARKANSAS DEPARTMENT CORRESPONDENCE

#### CITY COUNCIL AGENDA MEMO

To:

Mayor and City Council

Thru:

Don Marr, Chief of Staff

David Jurgens, Utilities Director

From:

Sharon Waters, Parking and Telecommunications Manager

Date:

June 6, 2012

Subject:

A Resolution Approving a Contract for Telecommunications Services for \$197,036.40

And Approve a \$10,000.00 Project Contingency

#### RECOMMENDATION

Staff recommends approving a contract with Cox Business for telecommunications services based on proposals received from RFP #12-02, and pricing as outlined in Appendix A, and approve a project contingency of \$10,000.00.

#### **BACKGROUND**

The City of Fayetteville solicited proposals for new telecommunications services to provide voice communications (dial-tone), long distance, wide area network connectivity and internet service to serve multiple locations throughout the City. There were 3 vendors that submitted bids for this service; AT&T, Cox Business, and Windstream. Through the City's formal selection process, Cox Business was selected as the provider for our telecommunications services.

RFP documents were prepared by Plante & Moran, the I.T assessment group contracted by the City to review all the City wide network and telecommunications processes, procedures and systems. Plante & Moran participated in the selection process, as well as contract negotiations. The new contract will provide a substantial increase in band width at all city facilities, an increase in internet services from 20MB to 50MB, and a 50% increase in call trunking for voice services. This contract is for a term of three (3) years, with the option of two (2) additional annual renewals.

#### **DISCUSSION**

It is imperative that this item is added to the June 19 Council Agenda, as there will be a significant amount of construction work to be completed before our existing contracts expire in September. Appendix A of the contract has been provided with this memo that details all associated costs for services. The contract terms are still under review by our legal council. The finalized contract will be provided to the Council at the Agenda Session on June 12.

#### **BUDGET IMPACT**

The City will recognize a savings of \$53,502.00 in annual operating budgets for the General Fund, Transportation Fund, Solid Waste Fund and Water/Sewer Fund.

RESOLUTION NO.
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A RESOLUTION AWARDING RFP #12-02 AND APPROVING A CONTRACT FOR A PERIOD OF THREE YEARS, WITH TWO ONE-YEAR AUTOMATIC RENEWAL OPTIONS, WITH COX ARKANSAS TELECOM, LLC DBA COX BUSINESS IN AN ANNUAL AMOUNT OF \$197,036.40 (SUBJECT TO A \$7,000.00 CREDIT IN YEAR ONE), AND FOR THE OPTIONAL MODIFICATION AND/OR EXPANSION COSTS AND LONG DISTANCE CHARGES QUOTED, FOR CITY TELECOMMUNICATIONS SERVICES

# BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF FAYETTEVILLE, ARKANSAS:

Section 1. That the City Council of the City of Fayetteville, Arkansas hereby awards RFP #12-02 and approves a contract for a period of three years with two one-year automatic renewal options with Cox Communications, LLC dba Cox Business in an annual amount of \$197,036.40 (subject to a \$7,000.00 credit in year one), and for the optional modification and/or expansion costs and long distance charges quoted, for City Telecommunications Services. A copy of the contract is attached to this Resolution as Exhibit "A".

**PASSED** and **APPROVED** this 19<sup>th</sup> day of June, 2012.

APPROVED:	ATTEST:
By: LIONELD JORDAN, Mayor	By:

siness

# City of Fayetteville, AR RFP 12-02, Telecommunication Services CONTRACT - APPENDIX A

		PRICING DETAILS	ACT - APPENDIX A 5 - COX COMMUN			
	SECTION A:	PROPOSAL COST SU	MMARY (BASE I	SID + SELECTE	O OPTIONS)	LOS SESSION
COST SUMMARY		Monthly Recurring Costs	Annual Cost (MRC * 12)	Total 36 Month Cost (NRC+(MRC * 36))		Total 60 Month Cost (NRC+(MRC * 60))
Vide Area Network	\$0.00	\$13,443.00	\$161,316.00		3,948.00	\$806,580.00
/oice Services	74,00	<b>420/</b> 110.00	V-V-/			
SIP Trunking	\$0.00	\$1,166,70	\$14,000.40	\$42	2,001.20	\$70,002.00
DIDs	\$0.00	\$60.00	\$720,00	\$2	,160.00	\$3,600.00
Managed Internet	\$0.00	\$1,750.00	\$21,000.00	\$63	3,000.00	\$105,000.00
Credits						
Managed Internet - 4 mos MRCs				-\$7	7,000.00	
TOTAL CONTRACT COST* (See Below)	\$0.00	\$16,419.70	\$197,036.40	\$58	4,109.20	\$985,182.00
				0 (Annual Cost - \$7	,000). Annual cost for yea	rs 2-5 = \$197,036.40.
		B: PROPOSAL COST I				
	JECTION	B. PROPOSAL COST I	Monthly Recurring		Total 36 Month Cost	Total 60 Month Cost
Vide Area Network	Bandwidth Quoted	Non-Recurring Cost	Costs	(MRC * 12)	(NRC+(MRC * 36))	(NRC+(MRC * 60))
Data Center (Airport Terminal)	200 Mb	\$0.00	\$1,599.00	\$19,188.00	\$57,564.00	\$95,940.00
Data Center	1 Gb P2P	\$0.00	\$4,200.00	\$50,400.00	\$151,200.00	\$252,000.00
City Hall	100 Mb	\$0.00	\$1,199.00	\$14,388.00	\$43,164.00	\$71,940.00
Transportation /City Shop	20 Mb	\$0.00	\$659.00	\$7,908.00	\$23,724.00	\$39,540.00
Water/Sewer Ops	10 Mb	\$0.00	\$599.00	\$7,188.00	\$21,564.00	\$35,940.00
Fire Station 2	5 Mb	\$0.00	\$399.00	\$4,788.00	\$14,364.00	\$23,940.00
					\$14,364.00	\$23,940.00
Fire Station 3	5 Mb	\$0.00	\$399,00	\$4,788.00		\$23,940.00
Fire Station 4	5 Mb	\$0.00	\$399.00	\$4,788.00	\$14,364.00	
Fire Station 5	5 Mb	\$0,00	\$399.00	\$4,788.00	\$14,364.00	\$23,940.00
Fire Station 6	5 Mb	\$0.00	\$399.00	\$4,788.00	\$14,364.00	\$23,940.00
Fire Station 7	5 Mb	\$0.00	\$399,00	\$4,788.00	\$14,364.00	\$23,940.00
Fire Marshall office	5 Mb	\$0.00	\$399.00	\$4,788.00	\$14,364.00	\$23,940.00
Yvonne Richardson Ctr	5 Mb	\$0.00	\$399.00	\$4,788.00	\$14,364.00	\$23,940.00
Wash. County Jail	5 Mb	\$0.00	\$399.00	\$4,788.00	\$14,364.00	\$23,940.00
NWA Mall Police Substation	5 Mb	\$0.00	\$399.00	\$4,788.00	\$14,364.00	\$23,940.00
Noland Waste Water	5 Mb	\$0.00	\$399.00	\$4,788.00	\$14,364.00	\$23,940.00
West Side Waste Water	5 Mb	\$0.00	\$399.00	\$4,788.00	\$14,364.00	\$23,940.00
Canterbury Water Tank	5 Mb	\$0.00	\$399.00	\$4,788.00	\$14,364.00	\$23,940.00
	INCOMPANDATION OF					
VAN TOTAL	SCHOOL SHEET STATE	\$0.00	\$13,443.00	\$161,316.00	\$483,948.00	\$806,580.00
			Monthly Recurring	Annual Cost	Total 36 Month Cost	Total 60 Month Cost
/oice Services	Qty	Non-Recurring Cost	Costs	(MRC * 12)	(NRC+(MRC * 36))	(NRC+(MRC * 60))
SIP Trunking	60	\$0.00	\$1,166.70	\$14,000.40	542,001.20	\$70,002.00
Burstable SIP Trunking				DETERMINED BY	DETERMINED BY	
	20	\$0.00	\$ 10/ minute	USAGE	USAGE	DETERMINED BY USAGE
Cost for adding additional SIP Trunks as needed					n increased trunking levels the ated + burstable) trunks per lo	port size at each location would need to cation can be supported.
	500	40.00	1 +60.00	6720.00 I	¢2.160.00	\$3,600.00
DIDs	600	\$0.00	\$60.00	\$720.00	\$2,160,00	
OICE SERVICES TOTAL	CALIFORNIA DE LA CONTRACTOR DE LA CONTRA	\$0.00	\$1,226.70	\$14,720.40	\$44,161.20	\$73,602.00
		Control of the second	Billing	Minimum		
oice Usage Rates			Increment	Billed Increment	Rate	Rate
ocal			n/a	n/a	n/a	n/a
ntra-LATA			6 Sec	6 Sec	\$0.035	\$0.035
ntra-State			6 Sec	6 Sec	\$0.035	\$0.035
nter-State	HER RESPONDENCE		6 Sec	6 Sec	\$0.035	\$0.035
(A) (A) (基件 ) (基件 ) (基件 )		THE RESERVE OF THE PERSON NAMED IN COLUMN 2	0000	0000		
	SALE SALE	SECTION C: PROPOS	DESCRIPTION OF PERSONS	STATISTICS AND DESCRIPTION	The state of the s	
ALLE BUILDING SUN MARKET		SECTION C: PROPOS	SAL COSTS (OPT	IONAL ITEMS)	Total 36 Month Cost	Total 60 Month Cost
STATE OF THE STATE OF THE STATE OF	Description Court		SAL COSTS (OPT	IONAL ITEMS) Annual Cost	Total 36 Month Cost	Total 60 Month Cost
	Bandwidth Quoted	Non-Recurring Cost	Monthly Recurring Costs	Annual Cost (MRC * 12)	(NRC+(MRC * 36))	(NRC+(MRC * 60))
lanaged internet	Bandwidth Quoted 50 Mb		Monthly Recurring Costs \$1,750.00	Annual Cost (MRC * 12) \$21,000.00	(NRC+(MRC * 36)) \$63,000.00	(NRC+(MRC * 60)) \$105,000.00
Janaged Internet		Non-Recurring Cost \$0.00	Monthly Recurring Costs \$1,750.00 Monthly Recurring	Annual Cost (MRC * 12) \$21,000.00 Annual Cost	(NRC+(MRC * 36)) \$63,000.00 Total 36 Month Cost	(NRC+(MRC * 60)) \$105,000.00 Total 60 Month Cost
lanaged Internet		Non-Recurring Cost	Monthly Recurring Costs \$1,750.00	Annual Cost (MRC * 12) \$21,000.00	(NRC+(MRC * 36)) \$63,000.00 Total 36 Month Cost (NRC+(MRC * 36))	(NRC+(MRC * 60)) \$105,000.00 Total 60 Month Cost (NRC+(MRC * 60))
		Non-Recurring Cost \$0.00	Monthly Recurring Costs \$1,750.00 Monthly Recurring	Annual Cost (MRC * 12) \$21,000.00 Annual Cost	(NRC+(MRC * 36)) \$63,000.00 Total 36 Month Cost	(NRC+(MRC * 60)) \$105,000.00 Total 60 Month Cost
		Non-Recurring Cost \$0.00 Non-Recurring Cost	Monthly Recurring Costs \$1,750.00 Monthly Recurring Costs	Annual Cost (MRC * 12) \$21,000.00 Annual Cost (MRC * 12)	(NRC+(MRC * 36)) \$63,000.00 Total 36 Month Cost (NRC+(MRC * 36))	(NRC+(MRC * 60)) \$105,000.00 Total 60 Month Cost (NRC+(MRC * 60))
OTS Lines (Unit Cost)		Non-Recurring Cost \$0.00 Non-Recurring Cost	Monthly Recurring Costs \$1,750.00 Monthly Recurring Costs \$22,00	Annual Cost (MRC * 12) \$21,000.00 Annual Cost (MRC * 12) \$264.00	(NRC+(MRC * 36)) \$63,000.00 Total 36 Month Cost (NRC+(MRC * 36))	(NRC+(MRC * 60)) \$105,000.00 Total 60 Month Cost (NRC+(MRC * 60))
OTS Lines (Unit Cost) OTS Lines (Usage Rates)		Non-Recurring Cost \$0.00 Non-Recurring Cost	Monthly Recurring Costs \$1,750.00 Monthly Recurring Costs \$22.00 Billing	Annual Cost (MRC * 12) \$21,000.00 Annual Cost (MRC * 12) \$264.00 Minimum	(NRC+(MRC * 36)) \$63,000.00 Total 36 Month Cost (NRC+(MRC * 36)) \$792.00	(NRC+(MRC * 60)) \$105,000.00 Total 60 Month Cost (NRC+(MRC * 60)) \$1,320.00
OTS Lines (Unit Cost) OTS Lines (Usage Rates) ocal		Non-Recurring Cost \$0.00 Non-Recurring Cost	Monthly Recurring Costs \$1,750.00  Monthly Recurring Costs \$22.00 Billing Increment n/a	Annual Cost (MRC * 12) 521,000.00 Annual Cost (MRC * 12) 5264.00 Minimum Billed Increment n/a	(NRC+(MRC * 36)) \$63,000.00 Total 36 Month Cost (NRC+(MRC * 36)) \$792.00	(NRC+(MRC * 60)) \$105,000.00 Total 60 Month Cost (NRC+(MRC * 60)) \$1,320.00
OTS Lines (Unit Cost) OTS Lines (Usage Rates) OCAI tra-LATA		Non-Recurring Cost \$0.00 Non-Recurring Cost	Monthly Recurring Costs \$1,750.00  Monthly Recurring Costs \$22,00  Billing Increment n/a 6 Sec	Annual Cost (MRC * 12) 521,000.00 Annual Cost (MRC * 12) \$264.00 Minimum Billed Increment n/a 6 Sec	(NRC+(MRC * 36)) \$63,000.00 Total 36 Month Cost (NRC+(MRC * 36)) \$792.00 Rate n/a	(NRC+(MRC * 60)) \$105,000.00 Total 60 Month Cost (NRC+(MRC * 60)) \$1,320.00 Rate n/a
OTS Lines (Unit Cost)  OTS Lines (Usage Rates)  ocal  tra-LATA  tra-State		Non-Recurring Cost \$0.00 Non-Recurring Cost	Monthly Recurring Costs \$1,750.00 Monthly Recurring Costs \$22.00 Billing Increment n/a 6 Sec 6 Sec	Annual Cost (MRC * 12) \$21,000.00 Annual Cost (MRC * 12) \$264.00 Minimum Billed Increment n/a 6 Sec 6 Sec	(NRC+(MRC * 36)) \$63,000.00 Total 36 Month Cost (NRC+(MRC * 36)) \$792.00 Rate n/a \$0.035 \$0.035	(NRC+(MRC * 60)) \$105,000.00 Total 60 Month Cost (NRC+(MRC * 60)) \$1,320.00  Rate n/a \$0.035
OTS Lines (Unit Cost) OTS Lines (Usage Rates) ocal itra-LATA itra-State		Non-Recurring Cost \$0.00 Non-Recurring Cost	Monthly Recurring Costs \$1,750.00 Monthly Recurring Costs \$22,00 Billing Increment n/a 6 Sec 6 Sec 6 Sec Monthly Recurring	Annual Cost (MRC * 12) \$21,000.00 Annual Cost (MRC * 12) \$264.00 Minimum Billed Increment n/a 6 Sec 6 Sec 6 Sec Annual Cost	(NRC+(MRC * 36)) \$63,000.00  Total 36 Month Cost (NRC+(MRC * 36)) \$792.00  Rate n/a \$0.035 \$0.035 \$0.035 Total 36 Month Cost	(NRC+(MRC * 60)) \$105,000.00  Total 60 Month Cost (NRC+(MRC * 60)) \$1,320.00  Rate n/a \$0.035 \$0.035 \$0.035 Total 60 Month Cost
OTS Lines (Unit Cost)  OTS Lines (Usage Rates)  ocal  htra-LATA  htra-State  hter-State	50 Mb	Non-Recurring Cost \$0.00  Non-Recurring Cost \$0.00  Non-Recurring Cost	Monthly Recurring Costs \$1,750.00 Monthly Recurring Costs \$22.00 Billing Increment n/a 6 Sec 6 Sec 6 Sec Monthly Recurring Costs	Annual Cost (MRC * 12) \$21,000.00 Annual Cost (MRC * 12) \$264.00 Minimum Billed Increment n/a 6 Sec 6 Sec 6 Sec Annual Cost (MRC * 12)	(NRC+(MRC * 36)) \$63,000.00  Total 36 Month Cost (NRC+(MRC * 36)) \$792.00  Rate n/a \$0.035 \$0.035 \$0.035 Total 36 Month Cost (NRC+(MRC * 36))	(NRC+(MRC * 60)) \$105,000.00 Total 60 Month Cost (NRC+(MRC * 60)) \$1,320.00  Rate n/a \$0.035 \$0.035 \$0.035 Total 60 Month Cost (NRC+(MRC * 60))
OTS Lines (Unit Cost)  OTS Lines (Usage Rates)  ocal  ntra-LATA  otra-State  nter-State	S0 Mb  Bandwidth Quoted 3 Mb	Non-Recurring Cost \$0.00  Non-Recurring Cost \$0.00  Non-Recurring Cost \$0.00	Monthly Recurring Costs \$1,750.00  Monthly Recurring Costs \$22.00 Billing Increment n/a 6 Sec 6 Sec 6 Sec Monthly Recurring Costs	Annual Cost (MRC * 12) 521,000.00 Annual Cost (MRC * 12) 5264.00 Minimum Billed Increment n/a 6 Sec 6 Sec 6 Sec Annual Cost (MRC * 12) 52,628.00	(NRC+(MRC * 36)) \$63,000.00  Total 36 Month Cost (NRC+(MRC * 36)) \$792.00  Rate n/a \$0.035 \$0.035 \$0.035  Total 36 Month Cost (NRC+(MRC * 36)) \$7,884.00	(NRC+(MRC * 60)) \$105,000.00 Total 60 Month Cost (NRC+(MRC * 60)) \$1,320.00  Rate n/a \$0.035 \$0.035 \$0.035 Total 60 Month Cost (NRC+(MRC * 60))
OTS Lines (Unit Cost)  OTS Lines (Usage Rates)  ocal  htra-LATA  htra-State  hter-State	Bandwidth Quoted 3 Mb 5 Mb	Non-Recurring Cost \$0.00  Non-Recurring Cost \$0.00  Non-Recurring Cost \$0.00 \$0.00	Monthly Recurring Costs \$1,750.00 Monthly Recurring Costs \$22,00 Billing Increment n/a 6 Sec 6 Sec 6 Sec Monthly Recurring Costs	Annual Cost (MRC * 12) \$21,000.00 Annual Cost (MRC * 12) \$264.00 Minimum Billed Increment n/a 6 Sec 6 Sec 6 Sec 6 Sec Annual Cost (MRC * 12) \$2,628.00 \$4,788.00	(NRC+(MRC * 36)) \$63,000.00  Total 36 Month Cost (NRC+(MRC * 36)) \$792.00  Rate n/a \$0.035 \$0.035 \$0.035  Total 36 Month Cost (NRC+(MRC * 36)) \$7,884.00 \$14,364.00	(NRC+(MRC * 60)) \$105,000.00 Total 60 Month Cost (NRC+(MRC * 60)) \$1,320.00  Rate n/a \$0.035 \$0.035 \$0.035 Total 60 Month Cost (NRC+(MRC * 60)) \$13,140.00 \$23,940.00
OTS Lines (Unit Cost)  OTS Lines (Usage Rates)  ocal  htra-LATA  htra-State  hter-State	Bandwidth Quoted 3 Mb 5 Mb 10 Mb	Non-Recurring Cost \$0.00  Non-Recurring Cost \$0.00  Non-Recurring Cost \$0.00 \$0.00 \$0.00	Monthly Recurring Costs \$1,750.00 Monthly Recurring Costs \$22.00 Billing Increment n/a 6 Sec 6 Sec 6 Sec 6 Sec Monthly Recurring Costs \$219.00 \$399.00	Annual Cost (MRC * 12) \$21,000.00 Annual Cost (MRC * 12) \$264.00 Minimum Billed Increment n/a 6 Sec 6 Sec 6 Sec 4 Sec 4 Annual Cost (MRC * 12) \$2,628.00 \$4,788.00 \$7,188.00	(NRC+(MRC * 36)) \$63,000.00  Total 36 Month Cost (NRC+(MRC * 36)) \$792.00  Rate  n/a \$0.035 \$0.035 \$0.035  Total 36 Month Cost (NRC+(MRC * 36)) \$7,884.00 \$14,364.00 \$21,564.00	(NRC+(MRC * 60)) \$105,000.00  Total 60 Month Cost (NRC+(MRC * 60)) \$1,320.00  Rate n/a \$0.035 \$0.035 \$0.035  Total 60 Month Cost (NRC+(MRC * 60)) \$13,140.00 \$23,940.00 \$35,940.00
OTS Lines (Unit Cost) OTS Lines (Usage Rates) ocal htra-LATA htra-State hter-State	Bandwidth Quoted 3 Mb 5 Mb 10 Mb 20 Mb	Non-Recurring Cost	Monthly Recurring Costs \$1,750.00 Monthly Recurring Costs \$22.00 Billing Increment n/a 6 Sec 6 Sec 6 Sec Monthly Recurring Costs \$219.00 \$399.00 \$599.00 \$659.00	Annual Cost (MRC * 12) \$21,000.00 Annual Cost (MRC * 12) \$264.00 Minimum Billed Increment n/a 6 Sec 6 Sec 6 Sec Annual Cost (MRC * 12) \$2,628.00 \$4,788.00 \$7,188.00 \$7,908.00	(NRC+(MRC * 36)) \$63,000.00  Total 36 Month Cost (NRC+(MRC * 36)) \$792.00  Rate n/a \$0.035 \$0.035 \$0.035  Total 36 Month Cost (NRC+(MRC * 36)) \$7,884.00 \$14,364.00 \$21,564.00 \$23,724.00	(NRC+(MRC * 60)) \$105,000.00 Total 60 Month Cost (NRC+(MRC * 60)) \$1,320.00  Rate n/a \$0.035 \$0.035 \$0.035 Total 60 Month Cost (NRC+(MRC * 60)) \$13,140.00 \$23,940.00 \$33,540.00 \$33,540.00
Managed Internet  POTS Lines (Unit Cost)  POTS Lines (Usage Rates)  ocal  htra-LATA  htra-State  nter-State  VAN Bandwidth increments	Bandwidth Quoted  3 Mb 5 Mb 10 Mb 20 Mb 50 Mb	Non-Recurring Cost	Monthly Recurring Costs \$1,750.00 Monthly Recurring Costs \$22.00 Billing Increment n/a 6 Sec 6 Sec 6 Sec Monthly Recurring Costs \$219.00 \$399.00 \$599.00 \$559.00 \$859.00	Annual Cost (MRC * 12) \$21,000.00 Annual Cost (MRC * 12) \$264.00 Minimum Billed Increment n/a 6 Sec 6 Sec 6 Sec Annual Cost (MRC * 12) \$2,628.00 \$4,788.00 \$7,908.00 \$10,308.00 \$10,308.00	(NRC+(MRC * 36)) \$63,000.00  Total 36 Month Cost (NRC+(MRC * 36)) \$792.00  Rate  n/a \$0.035 \$0.035 \$0.035 \$0.035  Total 36 Month Cost (NRC+(MRC * 36)) \$7,884.00 \$14,364.00 \$21,564.00 \$23,724.00 \$30,924.00	(NRC+(MRC * 60)) \$105,000.00 Total 60 Month Cost (NRC+(MRC * 60)) \$1,320.00  Rate n/a \$0.035 \$0.035 \$0.035 Total 60 Month Cost (NRC+(MRC * 60)) \$13,140.00 \$23,940.00 \$35,940.00 \$35,940.00 \$51,540.00
POTS Lines (Unit Cost) POTS Lines (Usage Rates) ocal ntra-LATA ntra-State nter-State	Bandwidth Quoted 3 Mb 5 Mb 10 Mb 20 Mb	Non-Recurring Cost	Monthly Recurring Costs \$1,750.00 Monthly Recurring Costs \$22.00 Billing Increment n/a 6 Sec 6 Sec 6 Sec Monthly Recurring Costs \$219.00 \$399.00 \$599.00 \$659.00	Annual Cost (MRC * 12) \$21,000.00 Annual Cost (MRC * 12) \$264.00 Minimum Billed Increment n/a 6 Sec 6 Sec 6 Sec Annual Cost (MRC * 12) \$2,628.00 \$4,788.00 \$7,188.00 \$7,908.00	(NRC+(MRC * 36)) \$63,000.00  Total 36 Month Cost (NRC+(MRC * 36)) \$792.00  Rate n/a \$0.035 \$0.035 \$0.035  Total 36 Month Cost (NRC+(MRC * 36)) \$7,884.00 \$14,364.00 \$21,564.00 \$23,724.00	(NRC+(MRC * 60)) \$105,000.00 Total 60 Month Cost (NRC+(MRC * 60)) \$1,320.00  Rate n/a \$0.035 \$0.035 \$0.035 Total 60 Month Cost (NRC+(MRC * 60)) \$13,140.00 \$23,940.00 \$33,540.00 \$33,540.00

A. 13 RFP #12-02 Cox Arkansas Telecom, LLC DBA Cox Business

					I	elec	om, LLC 6 of 8	DI
	LD		SIM	DID's	SIP	WAN	om, LLC 6 of 8	
			50MB					
\$16,699.70	\$280.00	\$16,419.70	\$1,750.00	\$60.00	\$1,166.70	\$13,443.00	Cox Business	
\$200,396.40	\$3,360.00	\$197,036.40	\$21,000.00	\$720.00	\$14,000.40	\$161,316.00	siness	

Current Annual Costs: New Contract Annual Costs: Annual Savings:

\$200,396.40 \$253,898.76

(\$53,502.36)

# **New Contract Bonuses:**

Increased Call Trunking by 50% Increased Internet Services from 20MB to 50MB Increased Band Width at every location

\$253,898.76	\$21,158.23		
\$26,460.00	\$2,205.00		П
\$227,438.76	\$18,953.23		
\$19,522.20	\$1,626.85	20MB	SIM
\$85,058.04	\$7,088.17		Plexar
\$8,258.52	\$688.21		PRI
\$114,600.00	\$9,550.00		WAN
Current Charges	Curre		

REP #12-02 Cox Arkansa

siness

### City of Fayetteville, AR RFP 12-02, Telecommunication Services CONTRACT - APPENDIX A

			S - COX COMMUN			
	SECTION A:	PROPOSAL COST SU	MMARY (BASE	BID + SELECTE	D OPTIONS)	
			Annual Cost	Total 36 Month Cost (NRC+(MRC * 36))		Total 60 Month Cost
COST SUMMARY	Non-Recurring Cost	Monthly Recurring Costs \$13,443.00	(MRC * 12)		(MRC * 36)) 83,948.00	(NRC+(MRC * 60)) \$806,580.00
Wide Area Network Voice Services	\$0,00	\$13,445.00	\$161,316.00	546	55,946,00	\$800,580.00
SIP Trunking	\$0.00	\$1,166.70	\$14,000.40	\$4	2,001.20	\$70,002.00
DIDs	\$0,00	\$60,00	\$720.00		2,160,00	\$3,600.00
Managed Internet	\$0.00	\$1,750.00	\$21,000.00		3,000.00	\$105,000.00
Credits	70.00	V1,750,00	\$21,000.00	- 0	5,000,00	7,00,000,00
Managed Internet - 4 mos MRCs				-\$	7,000.00	
TOTAL CONTRACT COST* (See Below)	\$0.00	\$16,419.70	\$197,036.40	\$58	34,109.20	\$985,182.00
*NOTE: Year #1 of co	ntract will have a credit o	f \$7,000. Annual cost for y	ear #1 = \$190,036.4	10 (Annual Cost - \$7	7,000). Annual cost for ye	ars 2-5 = \$197,036.40.
	SECTION	B: PROPOSAL COST I	DETAIL (COST D	FTAIL - BASE B	ID ITEMS)	
	Jestion	DIT NOT GOAL COOT	Monthly Recurring		Total 36 Month Cost	Total 60 Month Cost
Wide Area Network	Bandwidth Quoted	Non-Recurring Cost	Costs	(MRC * 12)	(NRC+(MRC * 36))	(NRC+(MRC * 60))
Data Center (Airport Terminal)	200 Mb	\$0.00	\$1,599.00	\$19,188.00	\$57,564.00	\$95,940.00
Data Center	1 Gb P2P	\$0.00	\$4,200,00	\$50,400,00	\$151,200.00	\$252,000.00
City Hall	100 Mb	\$0.00	\$1,199.00	\$14,388.00	\$43,164.00	\$71,940.00
Transportation /City Shop	20 Mb	\$0.00	\$659,00	\$7,908.00	\$23,724.00	\$39,540.00
Water/Sewer Ops	10 Mb	\$0.00	\$599.00	\$7,188.00	\$21,564.00	\$35,940.00
Fire Station 2	5 Mb	\$0.00	\$399.00	\$4,788.00	\$14,364.00	\$23,940.00
Fire Station 3	5 Mb	\$0.00	\$399.00	\$4,788.00	\$14,364.00	\$23,940.00
Fire Station 4	5 Mb	\$0.00	\$399.00	\$4,788.00	\$14,364.00	\$23,940.00
Fire Station 5	5 Mb	\$0.00	\$399.00	\$4,788.00	\$14,364.00	\$23,940.00
Fire Station 6	5 Mb	\$0.00	\$399.00	\$4,788.00	\$14,364.00	\$23,940.00
Fire Station 7	5 Mb	\$0.00	\$399.00	\$4,788.00	\$14,364.00	\$23,940.00
Fire Station / Fire Marshall office	5 Mb	\$0.00		\$4,788.00	\$14,364.00	\$23,940,00
Yvonne Richardson Ctr			\$399.00			\$23,940.00
	5 Mb	\$0.00	\$399.00	\$4,788.00	\$14,364.00	
Wash, County Jail	5 Mb	\$0,00	\$399.00	\$4,788.00	\$14,364.00	\$23,940.00
NWA Mall Police Substation	5 Mb	\$0,00	\$399.00	\$4,788.00	\$14,364.00	\$23,940,00
Noland Waste Water	5 Mb	\$0.00	\$399.00	\$4,788.00	\$14,364.00	\$23,940.00
West Side Waste Water	5 Mb	\$0.00	\$399.00	\$4,788.00	\$14,364.00	\$23,940.00
Canterbury Water Tank	5 Mb	\$0.00	\$399.00	\$4,788.00	\$14,364.00	\$23,940.00
WAN TOTAL		\$0.00	\$13,443.00	\$161,316.00	\$483,948.00	\$806,580.00
			Monthly Recurring	Annual Cost	Total 36 Month Cost	Total 60 Month Cost
Voice Services	Qty	Non-Recurring Cost	Costs	(MRC * 12)	(NRC+(MRC * 36))	(NRC+(MRC * 60))
SIP Trunking	60	\$0.00	\$1,166.70	\$14,000.40	\$42,001.20	\$70,002.00
Burstable SIP Trunking	- 35	90.00	V2/200110	DETERMINED BY	DETERMINED BY	
burstable on Tranking	20	\$0.00	\$.10/ minute	USAGE	USAGE	DETERMINED BY USAGE
Cost for adding additional SIP Trunks as						e port size at each location would need to be
needed		ide sufficient bandwidth, Und	er the current configur	ation, 50 total (dedicate	ated + burstable) trunks per lo	cation can be supported
DIDs	600	\$0.00	\$60.00	\$720.00	\$2,160.00	\$3,600.00
VOICE SERVICES TOTAL		\$0.00	\$1,226.70	\$14,720.40	\$44,161.20	\$73,602.00
TOTAL SERVICES TO THE	The state of the state of	Wally Hill and Sale	Billing	Minimum	¥.1,9202.00	4.0,000
Voice Usage Rates			Increment	Billed Increment	Rate	Rate
Local	- X/1		n/a	n/a	n/a	n/a
Intra-LATA	I LANCE VICINO		6 Sec	6 Sec	\$0.035	\$0.035
					1.77	\$0.035
Intra-State Inter-State	BE EULEVALUE		6 Sec 6 Sec	6 Sec 6 Sec	\$0.035 \$0.035	\$0.035
inter-state					20.033	\$0,033
		SECTION C: PROPOS	SAL COSTS (OPT	IONAL ITEMS)		THE RESERVE OF THE PARTY OF THE
			Monthly Recurring	Annual Cost	Total 36 Month Cost	Total 60 Month Cost
					(NRC+(MRC * 36))	(NRC+(MRC * 60))
	Bandwidth Quoted	Non-Recurring Cost	Costs	(MRC * 12)		
Managed Internet	Bandwidth Quoted 50 Mb	Non-Recurring Cost \$0.00	Costs \$1,750.00	(MRC * 12) \$21,000.00	\$63,000.00	\$105,000.00
Managed Internet			\$1,750.00	\$21,000.00	\$63,000.00	\$105,000.00 Total 60 Month Cost
Managed Internet		\$0.00	\$1,750.00 Monthly Recurring	\$21,000.00 Annual Cost	\$63,000.00 Total 36 Month Cost	Total 60 Month Cost
-		\$0.00 Non-Recurring Cost	\$1,750.00 Monthly Recurring Costs	\$21,000.00 Annual Cost (MRC * 12)	\$63,000.00 Total 36 Month Cost (NRC+(MRC * 36))	Total 60 Month Cost (NRC+(MRC * 60))
		\$0.00	\$1,750,00 Monthly Recurring Costs \$22,00	\$21,000.00 Annual Cost (MRC * 12) \$264.00	\$63,000.00 Total 36 Month Cost	Total 60 Month Cost
POTS Lines (Unit Cost)		\$0.00 Non-Recurring Cost	\$1,750.00 Monthly Recurring Costs \$22,00 Billing	\$21,000.00 Annual Cost (MRC * 12) \$264.00 Minimum	\$63,000.00 Total 36 Month Cost (NRC+(MRC * 36)) \$792.00	Total 60 Month Cost (NRC+(MRC * 60)) \$1,320,00
POTS Lines (Unit Cost) POTS Lines (Usage Rates)		\$0.00 Non-Recurring Cost	\$1,750.00 Monthly Recurring Costs \$22.00 Billing Increment	\$21,000.00 Annual Cost (MRC * 12) \$264.00 Minimum Billed Increment	\$63,000.00 Total 36 Month Cost (NRC+(MRC * 36)) \$792.00 Rate	Total 60 Month Cost (NRC+(MRC * 60)) \$1,320,00 Rate
POTS Lines (Unit Cost) POTS Lines (Usage Rates) Local		\$0.00 Non-Recurring Cost	\$1,750,00 Monthly Recurring Costs \$22,00 Billing Increment n/a	\$21,000.00  Annual Cost (MRC * 12)  \$264.00  Minimum  Billed Increment  n/a	\$63,000.00 Total 36 Month Cost (NRC+(MRC * 36)) \$792.00 Rate n/a	Total 60 Month Cost (NRC+(MRC * 60)) \$1,320,00 Rate n/a
POTS Lines (Unit Cost) POTS Lines (Usage Rates) Local Intra-LATA		\$0.00 Non-Recurring Cost	\$1,750.00 Monthly Recurring Costs \$22.00 Billing Increment n/a 6 Sec	\$21,000.00  Annual Cost (MRC * 12)  \$264.00  Minimum  Billed Increment  n/a 6 Sec	\$63,000.00  Total 36 Month Cost (NRC+(MRC * 36)) \$792.00  Rate n/a \$0.035	Total 60 Month Cost (NRC+(MRC * 60)) \$1,320.00 Rate n/a \$0.035
POTS Lines (Unit Cost)  POTS Lines (Usage Rates)  Local  Intra-LATA  Intra-State		\$0.00 Non-Recurring Cost	\$1,750.00 Monthly Recurring Costs \$22.00 Billing Increment n/a 6 Sec 6 Sec	\$21,000.00  Annual Cost (MRC * 12) \$264.00  Minimum  Billed Increment  n/a 6 Sec 6 Sec	\$63,000.00  Total 36 Month Cost (NRC+(MRC * 36))  \$792.00  Rate  n/a  \$0.035  \$0.035	Total 60 Month Cost (NRC+(MRC * 60)) \$1,320,00 Rate n/a \$0.035 \$0.035
POTS Lines (Unit Cost)  POTS Lines (Usage Rates)  Local  Intra-LATA  Intra-State		\$0.00 Non-Recurring Cost	\$1,750.00 Monthly Recurring Costs \$22.00 Billing Increment n/a 6 Sec	\$21,000.00  Annual Cost (MRC * 12)  \$264.00  Minimum  Billed Increment  n/a 6 Sec	\$63,000.00  Total 36 Month Cost (NRC+(MRC * 36)) \$792.00  Rate n/a \$0.035	Total 60 Month Cost (NRC+(MRC * 60)) \$1,320.00 Rate n/a \$0.035
POTS Lines (Unit Cost)  POTS Lines (Usage Rates)  Local  Intra-LATA  Intra-State  Inter-State	50 Mb	\$0.00  Non-Recurring Cost \$0.00	\$1,750.00  Monthly Recurring Costs \$22.00  Billing Increment  n/a 6 Sec 6 Sec 6 Sec Monthly Recurring	\$21,000.00  Annual Cost (MRC * 12) \$264.00  Minimum  Billed Increment  n/a 6 Sec 6 Sec 6 Sec Annual Cost	\$63,000.00  Total 36 Month Cost (NRC+(MRC * 36))  \$792.00  Rate  n/a  \$0.035  \$0.035  \$0.035  Total 36 Month Cost	Total 60 Month Cost (NRC+(MRC * 60)) \$1,320,00 Rate n/a \$0,035 \$0,035 \$0,035 Total 60 Month Cost
POTS Lines (Unit Cost)  POTS Lines (Usage Rates)  Local  Intra-LATA  Intra-State  Inter-State	50 Mb  Bandwidth Quoted	\$0.00  Non-Recurring Cost \$0.00  Non-Recurring Cost	\$1,750.00  Monthly Recurring Costs  \$22.00  Billing Increment  n/a 6 Sec 6 Sec 6 Sec G Sec Monthly Recurring Costs	\$21,000.00  Annual Cost (MRC * 12)  \$264.00  Minimum  Billed Increment  n/a 6 Sec 6 Sec 6 Sec Annual Cost (MRC * 12)	\$63,000.00  Total 36 Month Cost (NRC+(MRC * 36))  \$792.00  Rate  n/a  \$0.035  \$0.035  \$0.035  Total 36 Month Cost (NRC+(MRC * 36))	Total 60 Month Cost (NRC+(MRC * 60)) \$1,320.00 Rate n/a \$0.035 \$0.035 \$0.035 Total 60 Month Cost (NRC+(MRC * 60))
POTS Lines (Unit Cost)  POTS Lines (Usage Rates)  Local  Intra-LATA  Intra-State  Inter-State	50 Mb  Bandwidth Quoted 3 Mb	\$0.00  Non-Recurring Cost \$0.00  Non-Recurring Cost \$0.00	\$1,750.00  Monthly Recurring Costs \$22.00  Billing Increment n/a 6 Sec 6 Sec 6 Sec Monthly Recurring Costs \$219.00	\$21,000.00  Annual Cost (MRC * 12) \$264.00  Minimum  Billed Increment n/a 6 Sec 6 Sec 6 Sec Annual Cost (MRC * 12) \$2,628.00	\$63,000.00  Total 36 Month Cost (NRC+(MRC * 36))  \$792.00  Rate n/a \$0.035 \$0.035 \$0.035 \$0.035  Total 36 Month Cost (NRC+(MRC * 36)) \$7,884.00	Total 60 Month Cost (NRC+(MRC * 60)) \$1,320.00 Rate n/a \$0.035 \$0.035 \$0.035 \$0.035 Total 60 Month Cost (NRC+(MRC * 60)) \$13,140.00
POTS Lines (Unit Cost)  POTS Lines (Usage Rates)  Local  Intra-LATA  Intra-State  Inter-State	50 Mb  Bandwidth Quoted 3 Mb 5 Mb	\$0.00  Non-Recurring Cost \$0.00  Non-Recurring Cost \$0.00 \$0.00 \$0.00	\$1,750.00  Monthly Recurring Costs  \$22.00  Billing Increment  n/a 6 Sec 6 Sec 6 Sec Monthly Recurring Costs \$219.00 \$399.00	\$21,000.00  Annual Cost (MRC * 12)  \$264.00  Minimum  Billed Increment  n/a  6 Sec  6 Sec  6 Sec  Annual Cost (MRC * 12)  \$2,628.00  \$4,788.00	\$63,000.00  Total 36 Month Cost (NRC+{MRC * 36})  \$792.00  Rate  n/a  \$0.035  \$0.035  \$0.035  Total 36 Month Cost (NRC+(MRC * 36))  \$7,884.00  \$14,364.00	Total 60 Month Cost (NRC+(MRC * 60)) \$1,320,00 Rate n/a \$0,035 \$0,035 \$0,035 Total 60 Month Cost (NRC+(MRC * 60)) \$13,140,00 \$23,940,00
POTS Lines (Unit Cost)  POTS Lines (Usage Rates)  Local  Intra-LATA  Intra-State  Inter-State	Bandwidth Quoted 3 Mb 5 Mb 10 Mb	\$0.00  Non-Recurring Cost \$0.00  Non-Recurring Cost \$0.00 \$0.00 \$0.00 \$0.00	\$1,750.00  Monthly Recurring Costs \$22.00  Billing Increment  n/a 6 Sec 6 Sec 6 Sec Monthly Recurring Costs \$219.00 \$399.00 \$599.00	\$21,000.00  Annual Cost (MRC * 12)  \$264.00  Minimum  Billed Increment  n/a 6 Sec 6 Sec 6 Sec C Sec Annual Cost (MRC * 12)  \$2,628.00  \$4,788.00  \$7,188.00	\$63,000.00  Total 36 Month Cost (NRC+(MRC * 36))  \$792.00  Rate  n/a  \$0.035  \$0.035  \$0.035  Total 36 Month Cost (NRC+(MRC * 36))  \$7,884.00  \$14,364.00  \$21,564.00	Total 60 Month Cost (NRC+(MRC * 60)) \$1,320,00 Rate n/a \$0,035 \$0,035 \$0,035 Total 60 Month Cost (NRC+(MRC * 60)) \$13,140,00 \$23,940,00 \$35,940,00
POTS Lines (Unit Cost)  POTS Lines (Usage Rates)  Local  Intra-LATA  Intra-State  Inter-State	Bandwidth Quoted 3 Mb 5 Mb 10 Mb 20 Mb	\$0.00  Non-Recurring Cost \$0.00  Non-Recurring Cost \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	\$1,750.00  Monthly Recurring Costs \$22.00  Billing Increment n/a 6 Sec 6 Sec 6 Sec Monthly Recurring Costs \$219.00 \$399.00 \$599.00 \$659.00	\$21,000.00  Annual Cost (MRC * 12) \$264.00  Minimum  Billed Increment  n/a 6 Sec 6 Sec 6 Sec Annual Cost (MRC * 12) \$2,628.00 \$4,788.00 \$7,188.00 \$7,988.00	\$63,000.00  Total 36 Month Cost (NRC+(MRC * 36))  \$792.00  Rate  n/a  \$0.035  \$0.035  \$0.035  Total 36 Month Cost (NRC+(MRC * 36))  \$7,884.00  \$14,364.00  \$21,564.00  \$23,724.00	Total 60 Month Cost (NRC+(MRC * 60)) \$1,320.00 Rate n/a \$0.035 \$0.035 \$0.035 Total 60 Month Cost (NRC+(MRC * 60)) \$13,140.00 \$23,940.00 \$35,940.00 \$39,540.00
Local Intra-LATA Intra-State	Bandwidth Quoted  3 Mb 5 Mb 10 Mb 20 Mb 50 Mb	\$0.00  Non-Recurring Cost \$0.00  Non-Recurring Cost \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	\$1,750.00  Monthly Recurring Costs \$22.00  Billing Increment n/a 6 Sec 6 Sec 6 Sec 6 Sec Monthly Recurring Costs \$219.00 \$399.00 \$599.00 \$599.00 \$859.00	\$21,000.00  Annual Cost (MRC * 12) \$264.00  Minimum  Billed Increment  n/a 6 Sec 6 Sec 6 Sec Annual Cost (MRC * 12) \$2,628.00 \$4,788.00 \$7,188.00 \$7,188.00 \$10,308.00	\$63,000.00  Total 36 Month Cost (NRC+(MRC * 36))  \$792.00  Rate  n/a  \$0.035  \$0.035  \$0.035  Total 36 Month Cost (NRC+(MRC * 36))  \$7,884.00  \$14,364.00  \$21,564.00  \$33,724.00  \$30,924.00	Total 60 Month Cost (NRC+(MRC * 60)) \$1,320,00 Rate n/a \$0.035 \$0.035 \$0.035 Total 60 Month Cost (NRC+(MRC * 60)) \$13,140,00 \$23,940,00 \$35,940,00 \$35,940,00 \$51,540,00
POTS Lines (Unit Cost)  POTS Lines (Usage Rates)  Local  Intra-LATA  Intra-State  Inter-State	Bandwidth Quoted 3 Mb 5 Mb 10 Mb 20 Mb	\$0.00  Non-Recurring Cost \$0.00  Non-Recurring Cost \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	\$1,750.00  Monthly Recurring Costs \$22.00  Billing Increment n/a 6 Sec 6 Sec 6 Sec Monthly Recurring Costs \$219.00 \$399.00 \$599.00 \$659.00	\$21,000.00  Annual Cost (MRC * 12) \$264.00  Minimum  Billed Increment  n/a 6 Sec 6 Sec 6 Sec Annual Cost (MRC * 12) \$2,628.00 \$4,788.00 \$7,188.00 \$7,988.00	\$63,000.00  Total 36 Month Cost (NRC+(MRC * 36))  \$792.00  Rate  n/a  \$0.035  \$0.035  \$0.035  Total 36 Month Cost (NRC+(MRC * 36))  \$7,884.00  \$14,364.00  \$21,564.00  \$23,724.00	Total 60 Month Cost (NRC+(MRC * 60)) \$1,320,00 Rate n/a \$0.035 \$0.035 \$0.035 Total 60 Month Cost (NRC+(MRC * 60)) \$13,140,00 \$23,940,00 \$35,940,00 \$35,540,00

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