

**SEMINOLE COUNTY GOVERNMENT
AGENDA MEMORANDUM****SUBJECT:** Leased Line Carrier Services**DEPARTMENT:** Information Technologies **DIVISION:** Telecommunications**AUTHORIZED BY:** Chris Grasso **CONTACT:** Greg Holcomb **EXT.** 1010
Director

Agenda Date <u>06/24/03</u>	Regular <input type="checkbox"/>	Consent <input checked="" type="checkbox"/>	Work Session <input type="checkbox"/>	Briefing <input type="checkbox"/>
	Public Hearing – 1:30 <input type="checkbox"/>		Public Hearing – 7:00 <input type="checkbox"/>	

MOTION/RECOMMENDATION:

Request the Board authorize Information Technologies to identify and select long distance services through BellSouth for leased telecommunications services. The purpose of the action is to select and standardize long distances services for Seminole County.

BACKGROUND:

Our current service providers are the State of Florida Suncom as primary with AT&T as a secondary. The attached documentation and spreadsheet identify BellSouth to be the most advantageous for Seminole County based on the overall evaluation criteria, considering both cost and capabilities. Consideration of basic service requirements (specifically, cost, overall experience, technical expertise, and local resources necessary to quickly identify and resolve problems at all levels) was accomplished. Because these services are mission-critical to Seminole County, for both day-to-day and emergency operations, the selected provider must have a proven record of accomplishment. In addition, minimizing the number of billings is a desired goal; therefore, it is more advantageous to have local and long-distance calling services with the same provider with combined electronic billing delivery.

This selection and redirection of long distance services will result in approximately \$25,000 annual savings to Seminole County.

Reviewed by:
Co Atty: _____
DFS: _____
Other: _____
DCM: <u>[Signature]</u>
CM: <u>[Signature]</u>
File No. <u>CIT 01</u>

BACKGROUND:

Seminole County is regularly exposed to direct mail, telemarketing, and advertising campaigns from long distance carriers, with each company claiming to offer the best available rates and savings. With the passage of the Telecommunications Act of 1996, numerous new calling plans and promotions have been made available. New companies enter the long distance market daily to provide competitive service. With an increasing number of long distance carriers offering new features and services each day, just choosing a long distance provider is not always enough.

Saving money on long distance bill is accomplished by periodically conducting long distance check-ups. It is generally advisable to do research at least once per year. Information Technologies has periodically done so in past years. The research had continually indicated that Florida State Suncom Service has been the best calling plan for the County. AT&T had been the best Long Distance carrier for the miscellaneous accounts that have no access to Suncom. With new competitions, billing changes, incorrect billing, and local service representation, this has changed.

Telecommunications used our previous years billing cycles as a representation to determine our calling patterns. In comparing plans, our comparisons consisted of looking for the least expensive calling plans and ensuring that the plan includes all the features and services desired. It was noted that there are monthly access charges and monthly minimums required for some rate plans. A number of companies require a minimum duration per call. We researched each plan by following-up with each identified carrier to verify rates and services. Calls to the carriers were accomplished to confirm the published and provided information. The rates were consistent with the research and offered the features and services identified with those calling plans.

BellSouth is determined to be the most advantageous for Seminole County based on the overall evaluation criteria, considering both cost and capabilities. Consideration of basic service requirements (specifically, cost, overall experience, technical expertise, and local resources necessary to quickly identify and resolve problems at all levels) was accomplished. BellSouth out-weighed all reviewed long-distance companies. Because these services are mission-critical to Seminole County, for both day-to-day and emergency operations, the selected provider must have a proven record of accomplishment. In addition, minimizing the number of billings is a desired goal; therefore, it is more advantageous to have local and long-distance calling services with the same provider with combined electronic billing delivery.

This selection and redirection of long distance services will result in approximately \$25,000 annual savings to Seminole County.

Recommendation:

Request Board authorize Information Technologies to identify and select long distance services through BellSouth for leased telecommunications services.

Company	Cents Per min cost	Monthly fee	PIC-C per Line per MO
MCI	6.9 state to state	Min 10.00 @ month	\$0.53
	10.9 in state		
Sprint	6.7 state to state	min 25.00 @ month	\$2.44
	7.8 in state	universal service fee 9.9%	
ATT	53.0 state to state	universal fee 9.1%	\$2.20
	19.5 in state		
OPEX	4.5 state to state	2.99 if falls below \$20.00	\$4.31
	7.7 in state		
SUNCOM	6.9 state to state	No monthly minimum	\$0.00
	6.9 Florida rate		
BellSouth	3.7 state to state	No monthly minimum	\$0.00
Monthly	4.9 in state		
USA Digital	3.9 state to state	No monthly minimum	\$2.75 first
	8.9 in state	universal service fee 4.5%	\$1.50 additional
XO Communications	4.7 state to state	No monthly minimum	\$4.67
	5.5 in state		