

**MADISON COUNTY FISCAL COURT
MADISON COUNTY, KY
RESOLUTION 2022-88**

**A RESOLUTION AUTHORIZING SIGNATURE OF A
TELEPHONE AND INTERNET SERVICES CONTRACT**

WHEREAS, the Madison County Fiscal Court (COUNTY) telephone system has been in operation for 16 years and currently serves over 225 users in 15 departments or agencies in 12 facilities; and

WHEREAS, the current hardware is in need of a refresh, and the current contracts for telephone and internet services have expired; and

WHEREAS, the COUNTY wishes to obtain current contracts for competitive pricing and upgraded enhancements matching today's market for telephone and internet services and to determine a telephone solution to reduce cost, upgrade hardware and provide a scalable and robust solution to meet the needs of the COUNTY workforce; and

WHEREAS, the COUNTY has received quotes from several companies for current telephone and internet services cost; and

WHEREAS, the COUNTY has found Kinetic Business (Windstream) to have provided the most cost effective and scalable solution to meet the needs of the COUNTY workforce;

NOW, THEREFORE, BE IT RESOLVED THAT THE MADISON COUNTY FISCAL COURT DOES HEREBY APPROVE THIS RESOLUTION AND AUTHORIZES THE JUDGE EXECUTIVE AND/OR HIS DESIGNEE TO EXECUTE SAME ON BEHALF OF THE COUNTY.

Motion made by Barger, seconded by Tudor.

Vote:

Yes

No

Judge Executive Reagan Taylor

Magistrate Ben Robinson III

Magistrate John Tudor

Magistrate Roger Barger

Magistrate Tom Botkin

<u>✓</u>	<u> </u>
<u>✓</u>	<u> </u>
<u>✓</u>	<u> </u>
<u>✓</u>	<u> </u>
<u>✓</u>	<u> </u>

Signed:

R-Taylor

Reagan Taylor
Madison County Judge Executive

6-28-2022
Date

Attested:

Kenny Barger

Kenny Barger
Madison County Clerk

6-28-2022
Date

Windstream			
	Hosted Phone	2GB Internet	Total MRC
	\$ 1,485.17	\$ 1,374.08	\$ 2,859.25
Upfront Equipment	Rented	\$ -	
Upfront Labor	Pro Install Free	\$ -	
Notes: Standard Users 5 concurrent connections, Basic Users 1 concurrent connection. All long distance included, Automated attendant, all 911 compliance accounted for. Every user has access to the apps for remote use. Each User has a County DID and this includes fax machines as needed. Phones are rented as well as side carts as needed. This also allows for SMS messaging through the app behind the County DID. These numbers have taxes included. Equipment is rented on demand and Pro Install is included, they will help with configuration and setup, Madison County will place physical phones. Mobile APP is included for every seat. All numbers are with Windstream and will not require porting to another company.			

AT&T			
	Hosted Phone	2GB Internet	Total MRC
	\$ 1,491.15	\$ 2,978.56	\$ 4,469.71
Upfront Equipment	\$ 58,461.19	\$ -	
Upfront Labor	\$ 17,823.00	\$ -	
Notes: All Premium Users. Internet cost is double what we pay today. All phones have to be purchased no option to "rent" Requires installation charges to configure each phone. Extremely difficult to deal with, took 4 weeks to get a quote, it wasn't accurate when it was received. Lots of people involved in the process. Mobile app is a additional cost per user. All numbers have to be ported to AT&T, they will manage but can be very difficult.			

Metronet			
	Hosted Phone	2GB Internet	Total MRC
	\$ 2,351.42	\$ 1,400.00	\$ 3,751.42
Upfront Equipment	Rented	\$ -	
Upfront Labor	\$ -	\$ -	
Notes: City of Berea has had a bad experience. The cost is more than Windstream. There is no cost savings to what we do today. After speaking with Berea IT there is no way I would select them to service our internet and phone needs. Mobile App is an additional cost per user. All numbers will have to be ported to MetroNet			

Spectrum			
	Hosted Phone	2GB Internet	Total MRC
		\$ 2,580.92	\$ 2,580.92
Upfront Equipment			
Upfront Labor			
Notes: Internet quote was not correct, they wanted IP justification forms to even give a proper quote. I did not ask for a Hosted phone solution because they are such trouble to deal with.			

Avaya (Ring Central)			
	Hosted Phone	2GB Internet	Total MRC
	\$ 2,398.14		\$ 2,398.14
Upfront Equipment	Free Handsets		
Upfront Labor	\$ 13,456.67		

Current Expenditures		
Item	Current Provider	Yearly Spend
Internet	Charter Spectrum (1GB Fiber 13 Static IPs)	\$ 16,999.68
Telephone	Windstream(2 PRIs, 46 Simultaneous Calls)	\$ 28,800.00
Avaya Support	Integration Partners	\$ 2,000.00
Call Logging	RSI Telephone	\$ 800.00
Total Spend		\$ 48,599.68

Expected Expenditures If we do nothing		
Item	Current Provider	Yearly Spend
Internet	Charter Spectrum (1GB Fiber 13 Static IPs)	\$ 16,999.68
Telephone	Windstream(2 PRIs, 46 Simultaneous Calls)	\$ 38,880.00
Avaya Support	Integration Partners	\$ 2,000.00
Call Logging	RSI Telephone	\$ 800.00
Total Spend		\$ 58,679.68

Proposed Contract		
Item	Provider	Yearly Spend
Internet	Windstream (2GB 32 Static IPs)	\$ 14,592.00
Telephone	Windstream	\$ 15,626.40
POTS over LTE	AT&T Provider	\$ 6,000.00
Total Spend		\$ 36,218.40

Fiscal Court 12 years ago implemented a solution that would benefit County Departments and other County Offices for Telephone Service savings. Most agencies saved 40% on their monthly service charges. We all share in the cost of the services that we need which reduces the cost for everyone by working together. We will continue to provide phone service to the Departments and Agencies and will bill them monthly for the services they utilize. This does not included EMA/CSEPP but we will be moving EMA/CSEPP to the same platform a little later in the year which will bring EMA/CSEPP cost down and integrates them into our system as well as reduce the long term equipment cost in a post CSEPP world. We also must mention that the cost of the internet is a 3 way cost between EMA/CSEPP, Madison County 911 and the Fiscal Court.

KINETIC ENTERPRISE

U.S. General Service Administration (GSA)

Contract #: Cavalier Telephone, LLC: GS-35F-0326S

Request for Service

RE: Madison County Court House

Date: June 22, 2022

Customer: Madison County Court House

Billing Address: 101 W Main St.

City: Richmond

State: KY Zip: 40475

Contact: Chris Iseral, Dir. IT Contact #: 859-661-0227

Comments:

OfficeSuite UC and Mitel phone hardware at 20 locations. 60-month term.

Dedicated Internet circuit at 560 S KEENELAND DR, Richmond KY 40475

Location: 135 W Irvine St Richmond, KY 40475

Service(s) Requested: DIA, OfficeSuite UC, Mitel series phones

Acct# 204943389

Pricing Information:

Monthly Recurring Charge ("MRC"):

DocuSign Envelope ID: C5827252-1377-4F60-8A5B-B135B40D3E62

GSA number	204943389	135 W IRVINE ST. RICHMOND KY 40475	Qty.	Unit Price	Total MRC	One-Time Charge
	Office Suite UC					
12314/5/6		Long Distance Block of Time - Unl	8	\$0.00	\$0.00	
12511		OfficeSuite Mobile Softphone	21	\$0.00	\$0.00	
12508		Additional Phone Number	10	\$1.00	\$10.00	
12464		18-Key Color LCD (6920) phone rental	75	\$2.50	\$187.50	
12429		User Extension - Basic	66	\$3.95	\$260.70	
12497		Mitel M695 PKM (color) -rental	10	\$5.00	\$50.00	
12516		Enhanced Dialtone	6	\$7.00	\$42.00	
12430		User Extension - Standard	9	\$10.95	\$98.55	
		One-Time Charges				
open market		Equipment Installation Charges	8	\$0.00	\$0.00	
				Total	\$648.75	

GSA number	204943389	560 S Keeneland Richmond KY 40475	Qty.	Unit Price	Total MRC	One-Time Charge
	Dedicated Int.					
12231		Dedicated Internet	1	\$1,216.00	\$1,216.00	
				Total	\$1,216.00	

GSA number	204943389	1386 Richmond Rd N Berea 40403	Qty.	Unit Price	Total MRC	One-Time Charge
	Office Suite UC					
12314/5/6		Long Distance Block of Time - Unl	1	\$0.00	\$0.00	
12511		OfficeSuite Mobile Softphone	2	\$0.00	\$0.00	
12508		Additional Phone Number	1	\$1.00	\$1.00	
12464		18-Key Color LCD (6920) phone rental	3	\$2.50	\$7.50	
12426		User Extension - Basic	2	\$3.95	\$7.90	
12497		Mitel M695 PKM (color) -rental	1	\$5.00	\$5.00	
12430		User Extension - Standard	1	\$10.95	\$10.95	
		One-Time Charges				
		Equipment Installation Charges	1	\$0.00	\$0.00	
				Total	\$32.35	

GSA number	204943389	160 Battlefield Mem HWY Richmond	Qty.	Unit Price	Total MRC	One-Time Charge
	Office Suite UC					
12314/5/6		Long Distance Block of Time - Unl	1	\$0.00	\$0.00	
12508		Additional Phone Number	1	\$1.00	\$1.00	
12464		18-Key Color LCD (6920) phone rental	7	\$2.50	\$17.50	
12426		User Extension - Basic	7	\$3.95	\$27.65	

12497		Mitel M695 PKM (color) -rental	1	\$5.00	\$5.00	
		One-Time Charges				
		Equipment Installation Charges	1	\$0.00	\$0.00	
				Total	\$51.15	

GSA number	204943389	208 Clarksville Ln Richmond KY 40475	Qty.	Unit Price	Total MRC	One-Time Charge
	Office Suite UC					
12314/5/6		Long Distance Block of Time - Unl	1	\$0.00	\$0.00	
12508		Additional Phone Number	1	\$1.00	\$1.00	
12464		18-Key Color LCD (6920) phone rental	3	\$2.50	\$7.50	
12426		User Extension - Basic	3	\$3.95	\$11.85	
12430		User Extension - Standard	1	\$10.95	\$10.95	
		One-Time Charges				
		Equipment Installation Charges	1	\$0.00	\$0.00	
				Total	\$31.30	

GSA number	204943389	325 N Madison Ave Richmond	Qty.	Unit Price	Total MRC	One-Time Charge
	Office Suite UC					
12314/5/6		Long Distance Block of Time - Unl	1	\$0.00	\$0.00	
12511		OfficeSuite Mobile Softphone	2	\$0.00	\$0.00	
12508		Additional Phone Number	1	\$1.00	\$1.00	
12464		18-Key Color LCD (6920) phone rental	6	\$2.50	\$15.00	
12426		User Extension - Basic	5	\$3.95	\$19.75	
12497		Mitel M695 PKM (color) -rental	1	\$5.00	\$5.00	
12430		User Extension - Standard	1	\$10.95	\$10.95	
		One-Time Charges				
		Equipment Installation Charges	1	\$0.00	\$0.00	
				Total	\$51.70	

GSA number	204943389	297 Michelle Dr Richmond KY 40475	Qty.	Unit Price	Total MRC	One-Time Charge
	Office Suite UC					
12314/5/6		Long Distance Block of Time - Unl	1	\$0.00	\$0.00	
12511		OfficeSuite Mobile Softphone	15	\$0.00	\$0.00	
12508		Additional Phone Number	1	\$1.00	\$1.00	

12464		18-Key Color LCD (6920) phone rental	15	\$2.50	\$37.50	
12427		User Extension - Basic	14	\$3.95	\$55.30	
12497		Mitel M695 PKM (color) -rental	1	\$5.00	\$5.00	
12430		User Extension – Standard	1	\$10.95	\$10.95	
12516		Enhanced Dialtone	1	\$7.00	\$7.00	
		One-Time Charges				
		Equipment Installation Charges	1	\$0.00	\$0.00	
				Total	\$116.75	

GSA number	204943389	101 Battlefield Memorial HWY	Qty.	Unit Price	Total MRC	One-Time Charge
	Office Suite UC					
12314/5/6		Long Distance Block of Time - Unl	1	\$0.00	\$0.00	
12508		Additional Phone Number	1	\$1.00	\$1.00	
12464		18-Key Color LCD (6920) phone rental	3	\$2.50	\$7.50	
12426		User Extension - Basic	2	\$3.95	\$7.90	
12497		Mitel M695 PKM (color) -rental	1	\$5.00	\$5.00	
12430		User Extension - Standard	1	\$10.95	\$10.95	
		One-Time Charges				
		Equipment Installation Charges	1	\$0.00	\$0.00	
				Total	\$32.35	

GSA number	204943389	524 General Cruft Dr Richmond KY	Qty.	Unit Price	Total MRC	One-Time Charge
	Office Suite UC					
12314/5/6		Long Distance Block of Time - Unl	1	\$0.00	\$0.00	
12511		OfficeSuite Mobile Softphone	1	\$0.00	\$0.00	
12508		Additional Phone Number	1	\$1.00	\$1.00	
12464		18-Key Color LCD (6920) phone rental	2	\$2.50	\$5.00	
12426		User Extension - Basic	2	\$3.95	\$7.90	
12430		User Extension - Standard	1	\$10.95	\$10.95	
		One-Time Charges				
		Equipment Installation Charges	1	\$0.00	\$0.00	
				Total	\$24.85	

GSA number	204943389	101 W Main St Richmond KY 40475	Qty.	Unit Price	Total MRC	One-Time Charge
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	Office Suite UC					
12314/5/6		Long Distance Block of Time - Unl	1	\$0.00	\$0.00	
12508		Additional Phone Number	2	\$1.00	\$2.00	
12464		18-Key Color LCD (6920) phone rental	25	\$2.50	\$62.50	
12428		User Extension - Basic	25	\$3.95	\$98.75	
12497		Mitel M695 PKM (color) -rental	1	\$5.00	\$5.00	
12516		Enhanced Dialtone	4	\$7.00	\$28.00	
		One-Time Charges				
		Equipment Installation Charges	1	\$0.00	\$0.00	
				Total	\$196.25	

GSA number	204943389	107 W Irvine St Richmond KY 40475	Qty.	Unit Price	Total MRC	One-Time Charge
	Office Suite UC					
12314/5/6		Long Distance Block of Time - Unl	1	\$0.00	\$0.00	
12508		Additional Phone Number	1	\$1.00	\$1.00	
12464		18-Key Color LCD (6920) phone rental	15	\$2.50	\$37.50	
12427		User Extension - Basic	15	\$3.95	\$59.25	
12497		Mitel M695 PKM (color) -rental	1	\$5.00	\$5.00	
12516		Enhanced Dialtone	2	\$7.00	\$14.00	
		One-Time Charges				
		Equipment Installation Charges	1	\$0.00	\$0.00	
				Total	\$116.75	

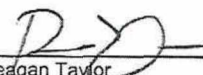
Monthly Recurring Charge ("MRC"):

TOTAL: \$2,518.20

One-Time Charges:

Total: \$0

The Service(s) identified on this Request for Service are subject to the terms and conditions of the U.S. General Service Administration (GSA) contract #: Cavalier Telephone, LLC: GS-35F-0326S ("Windstream GSA Contract"). In addition to the MRC and NRC identified on this Request for Service, Customer is responsible for payment of all applicable taxes, fees and surcharges as outlined in the Windstream GSA Contract.

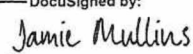


Reagan Taylor

Title: Judge Executive

Madison County Judge Executive

Date: 6/26/2022

DocuSigned by:


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Authorized Signatory for Windstream Services, LLC

Title: Area Sales Director - Kinetic Select

Windstream Services, LLC

Date: 6/29/2022

Sensitivity: Internal