

INDIAN RIVER COUNTY, FLORIDA

MEMORANDUM

TO: Jason E. Brown, County Administrator

THROUGH: Richard B. Szyrka, P.E., Public Works Director

FROM: Manny Cabo, Telecommunications Manager

SUBJECT: AT&T ABN Long-Distance Calling Agreement - Extension

DATE: May 16, 2018

CONSENT

BACKGROUND

The AT&T ABN (AT&T Business Network) - long-distance calling agreement with Indian River County BOCC was approved, and executed by the County Administrator on June 30th, 2008. The original term of this IRC agreement with AT&T was 3 years from date of acceptance. The AT&T agreement expired on June 30th 2011. For reasons unknown to current IRC Telecommunications Manager and the Purchasing Manager (who now oversees the mailroom/switchboard, from whose account long distance costs are paid), the AT&T ABN long-distance agreement was never renewed.

AT&T has been honoring the ABN agreement pricing structure, month to month, since expiration of the agreement. Recently, AT&T has been escalating efforts to convert all legacy AT&T Central Office equipment and services to new IP-based network Telecommunications systems. VoIP (Voice over IP) a network communications protocol, is one of the new Telecommunications services that are IP-network based.

Recently AT&T has been increasing costs on long-distance calling services to everyone who does not have a currently active long-distance calling agreement. We have observed a 46% increase in long distance costs over the six-month average on the April invoices, and this extension will reduce our costs to the original contact agreement costs. AT&T refused the Telecommunications Manager's request to refund that overage, due to the extensive duration the agreement has been lapsed.

ANALYSIS

AT&T legacy Voice Communications systems such as PRI (Primary Rate Interface), Centrex analog telephone lines, and 1FB analog telephone services, are historically served out of AT&T Central Office locations, which are part of the legacy PSTN (Public Switched Telephone Network). AT&T is looking to retire all, or most of these old telecommunications services sites. The current projected date, which continues to be adjusted, based on information provided to County Telecommunications Department by AT&T, is sometime in 2020.

The new IP-based network services will be served out of service resilient NOC (Network Operations Center) locations, from which AT ISP Internet services also originate. One of these new network Telecommunications services that will replace the old AT&T copper-based PRI services, that the County primary functions on for PBX telephone communications services is known as SIP Trunking (Session Initiated Protocol). County is currently in the process of converting our legacy PRI Telecommunications Trunks to the new SIP Trunking services. Once that is

implemented, the referenced AT&T long-distance services agreement with at&t will no longer be relevant, as long-distance calling over SIP Trunks is charged as part of the main contracted service, and is not billed on a 'per call' basis as is currently done by AT&T.

In light of the current intensions of IRC to migrate toward the new SIP trunking services and away from the legacy PRI services, which will not be available for much longer, AT&T has provided the County with a 12-month extension to the original AT&T ABN long-distance calling agreement. This agreement will bring the County's long-distance pricing structure back to the original agreement rates, until we migrate to SIP Trunking services for County long-distance calling services.

The rates on the expired AT&T ABN long-distance calling contract included the following:

\$1,000 Annual Revenue Commitment
\$.045 per minute Interstate calling rate
33% discount on Intrastate calling outside the Southeast LATA (Local Access Transport Area)

FUNDING

AT&T long distance charges are paid from Mailroom/Telephone General Fund account 00125119-034110.

RECOMMENDATION

IRC Staff recommends that the Board of County Commissioners approve and authorize the County Administrator to execute, the proposed 12-month extension to the AT&T ABN long-distance calling agreement, until County migrates to SIP Trunking services, or the entire IRC long-distance calling agreement with AT&T is re-negotiated at the end of the proposed 12-month agreement extension.

ATTACHMENT

AT&T Business Network Short Term Agreement
Original 2008 AT&T Business Network with Multi-Service Agreement

APPROVED AGENDA ITEM FOR: May 22, 2018