

Date of Action: 2/8/16	
Approved <input checked="" type="checkbox"/>	Denied <input type="checkbox"/>
By: <i>James Neuman</i>	

CITY COUNCIL ACTION MEMORANDUM

AM No. 16-06: Award a month-to-month contract to AT&T in the amount of \$2,078 per month for wireless services.

Originator: April Dwyer, Purchasing Officer

Date: 1/18/2016

Agenda of: 2/8/2016

Route to:	Department Head	Signature	Date
X	Chief of Police	<i>Steve Belden</i>	1-27-16
X	Public Works Director	<i>[Signature]</i>	1/27/16
X	Recreation & Cultural Services Director	<i>[Signature]</i>	1/28/16
X	Finance Director	<i>[Signature]</i>	1-27-16
X	Deputy Administrator	<i>[Signature]</i>	1/27/16
X	City Clerk	<i>James Neuman</i>	1/27/16

Reviewed by Mayor Bert L. Cottle: *[Signature]* 1:28:2016

Fiscal Impact: yes or no **Funds Available:** yes or no

Account name/number/amount:
 FY2016 (est. 5 month projection)
 Various: xxx-xxxx-xxx-50-30 Communications \$ - 0-
 FY2017 (annual projection)
 Various: xxx-xxxx-xxx-50-30 Communications \$24,936

Attachments: MTA Termination Letter (1 page)
 AT&T Wireless Quote (3 pages)
 AT&T Domestic Wireless Voice Coverage (1 page)

Summary Statement: On June 14, 2002, the City of Wasilla entered into a lease agreement with MTA for construction and placement of its Spruce Site Cellular Tower located on City property on Lot 7, Block 2 of Wasilla Woods Subdivision. Additional to this agreement, was a Cellular Phone Agreement that provided the City a cellular service package at a discounted rate. Both agreements were then amended on January 1, 2006 and July 9, 2012. The monthly lease value of the agreement was a \$-0- dollar payment by MTA to the City in exchange for 15 certificates to be used for cellular equipment at a value of \$199 each or \$2,985 per calendar year.

On November 24, 2015, the City received notice of termination of the Spruce Site Cellular Tower Agreement and the Cellular Service Agreement, effective March 31, 2016. The City and MTA had met previously and termination is of mutual consent. The intent is to separate the

property lease from the Cellular Service Agreement. The City is currently working with MTA in this process.

On January 18, 2016 the City was notified that MTA would waive all early termination fees (ETFs) in exchange for a zero dollar twelve (12) month lease of the tower site (a value of \$3,410) until December 31, 2016. After the initial twelve months, the lease rate will be \$425 per month for a period of four years and adjusted each five year period.

Termination of the Cellular Service Agreement has caused the City to seek alternatives to providing existing cellular service to City departments. As a large amount of communication events are related to public safety; robust coverage, reliability, versatility and the most advanced technology currently available are very important aspects of any wireless service provider selected.

AT&T has an existing contract with the State of Alaska that is available to the City. This contract was developed with NASPO ValuePoint (formerly WSCA); which combines the buying power of multiple state agencies and their political subdivisions to deliver the best value at a competitive price.

After researching the wireless coverage area of three providers (AT&T, GCI, and Verizon); AT&T shows the largest coverage area in the state without interrupted voice or data services. The State of Alaska uses this contract for the State Troopers due to the network reliability and coverage needed for public safety.

Using the quote from AT&T of \$1,998 and amending the quantity of phones, the estimated monthly cellular service cost would be \$2,078. Under this contract, the City saves approximately (\$7,043) in equipment cost, no activation/deactivation fees, no early termination fee (ETFs), no upgrade fee, a twenty-five percent (25%) discount on voice and data plans, a thirty percent (30%) discount on accessories, a two-hundred dollar (\$200) port-in credit for each data phone migrated, a fifty dollar (\$50) port-in credit for each basic phone migrated, and a seventeen percent (17%) discount for all City employees personal accounts.

If awarded, the City would begin the migration process in February 2016.

Fiscal note: The contract with AT&T is expected to increase the City's communication line items by an estimated \$11,000 per year. Adjustments would then need to be incorporated during the upcoming FY2017 – FY2018 budget process. In FY2016, no budget amendments are expected as the increased monthly service fee would be offset by the \$7,043 estimated equipment credit. Residual increases, if any, would be absorbed within the departments' current budgets.

Staff Recommendation: Adopt AM No. 16-06 and award a month-to-month contract to AT&T for wireless services.



11/24/2015

Troy Tankersley
City of Wasilla
290 East Herning Ave
Wasilla, AK 99654

Dear Mr. Tankersley,

This letter serves as official notice that Matanuska Telephone Association desires to terminate the Spruce Site Agreement dated 6/14/2002 per section 3 Term. This termination letter also terminates Addendum #1 dated January 1, 2006, and Addendum #2 dated July 9, 2012. The effective date of termination shall be 3/31/2016.

Should you have any questions related to this termination, please contact me at 907.761.2532 or email kdillbeck@mta-telco.com.

Sincerely,

A handwritten signature in black ink that reads "Katie Dillbeck". The signature is written in a cursive, flowing style.

Katie Dillbeck
Contract Administrator

Matanuska Telephone Association Inc.
1740 South Chugach Street
Palmer, Alaska 99645

907.745.3211
800.478.3211 (in Alaska)

www.mtasolutions.com

Local
Long Distance
Wireless
Business Solutions
Internet
Directory
DTV



Wireless Solutions for City of Wasilla

Contact: April Dwyer
Organization: City of Wasilla
Address: 290 E Herring Avenue
City, State, Zip: Wasilla, AK 99654

Date: 12/9/2015
Phone: 907-373-9047

Overview: Wireless Device, Voice, Data, & Features Pricing

Kerry Emery
Government Client Solutions Executive

Phone: (907) 209-2887
Email: kerry.emery@att.com

Contract Highlights

- *No commitment, month-to-month contract
- *Subject to terms and conditions of WSCA
- *25% discount on voice & data plans
- *30% discount on accessories
- *No activation or termination fees on monthly recurring charge
- *30 day equipment return policy (standard shipping is 2 business days; some devices charge restock fees)
- *17% discount for all government employees on personal AT&T mobility service
- *Premier web site for managing account on-line will be set up with secure access for authorized users

Wireless Coverage Map

View a customized AT&T wireless service coverage map at

<http://www.wireless.att.com/coverageviewer/>

Disclaimer:

Proposal Validity Period—The information and pricing contained in this proposal is valid until 1) the parties enter into a fully executed binding contract, 2) AT&T timely withdraws the proposal, or 3) the E-Rate filing window closes for the then-current E-Rate Funding Year, whichever first occurs. Terms and Conditions—Unless otherwise stated herein, this proposal is conditioned upon negotiation of mutually acceptable terms and conditions. Proposal Pricing—Pricing proposed herein is based upon the specific product/service mix and locations outlined in this proposal, and is subject to AT&T's standard terms and conditions for those products and services and the AT&T E-Rate Rider unless otherwise stated herein. Any changes or variations in the standard terms and conditions, the products/services, length of term, locations, and/or design described herein may result in different pricing. Copyright Notice and Statement of Confidentiality—© 2012 AT&T Intellectual Property. All rights reserved. AT&T, AT&T logo, and all other marks contained herein are trademarks of AT&T Intellectual Property and/or AT&T affiliated companies. All other marks contained herein are the property of their respective owners. The contents of this document are unpublished, proprietary, and confidential and may not be copied, disclosed, or used, in whole or in part, without the express written permission of AT&T Intellectual Property or affiliated companies, except to the extent required by law and insofar as is reasonably necessary in order to review and evaluate the information contained herein. Providers of Service—Subsidiaries and affiliates of AT&T Inc. provide products and services under the AT&T brand. Prices quoted do not include applicable taxes, surcharges, or fees. In accordance with the tariffs or other applicable service agreement terms, Customer is responsible for payment of such charges. Disclaimer—For purposes of this Proposal, the identification of certain services as "eligible" or "non-eligible" for Universal Service ("E-Rate") funding is not dispositive, nor does it suggest that this or any other services in this Proposal will be deemed eligible for such funding. Any conclusions regarding the eligibility of services for E-Rate funding must be based on several factors, many of which have yet to be determined relative to the proposed services and equipment described herein. Such factors will include, without limitation, the ultimate design configuration of the network, the specific products and services provisioned to operate the network, and the type of customer, and whether the services are used for eligible educational purposes at eligible locations. In its proposal, AT&T will take guidance from the "Eligible Services List" and the specific sections on product and service eligibility on the Schools and Libraries Division ("SLD") of the Universal Service Administrative Company ("USAC") website www.usac.org/sl. This site provides a current listing of eligible products and services, as well as conditionally eligible and ineligible services. This guidance notwithstanding, the final determination of eligibility will be made by the SLD after a review of the customer's E-Rate application for this proposal. If AT&T is awarded the bid for this project, AT&T will provide assistance on the E-Rate application solely on matters relative to the functionality of the services and products which comprise the network. Nevertheless, the responsibility for the E-Rate application is with the customer. AT&T is not responsible for the outcome of the SLD's decision on these matters. This offer will be effective only for E-rate Funding Year 2012, from July 1, 2012—June 30, 2013. Broadband Internet Access—For information about AT&T's broadband Internet access services, please visit www.att.com/broadbandinfo. End User Equipment—Such as telephone handsets—is ineligible per Eligible Services List found on USAC website www.usac.org/sl/applicants/step06/. Applicants are expected to provide cost allocation of ineligible components as part of their funding request, per cost allocation guidelines www.universalservice.org/sl/applicants/step06/cost-allocation-guidelines-products-services.aspx. If equipment is "free," the value may have to be deducted from the pre-discount cost of services per Free Services Advisory www.universalservice.org/sl/applicants/step06/free-services-advisory.aspx. Promotional credits may be subject to cost allocation on E-Rate funding requests per E-Rate Free Services Advisory www.universalservice.org/sl/applicants/step06/free-services-advisory.aspx. Cost allocations are the responsibility of the Applicants. Equipment availability and pricing is subject to change based on when plans are activated.

Pricing Summary:

	<u>Equipment Total</u>	<u>Monthly Service</u>
Subtotal:	-\$7,042.58	\$1,997.75
Expedited Shipping:	\$0.00	--
Initial Invoice Grand Total:	-\$7,042.58	\$1,997.75

Customer Signature: _____

Date: _____

Purchase Order #: _____

Provider Signature: _____

Date: _____



Wireless Solutions for City of Wasilla

Contact: April Dwyer
 Organization: City of Wasilla
 Address: 290 E Herring Avenue
 City, State, Zip: Wasilla, AK 99654

Date: 12/9/2015
 Phone: 907-373-9047

Overview: Wireless Device, Voice, Data & Features Pricing

Kerry Emery
 Government Client Solutions Executive

Phone: (907) 209-2887
 Email: kerry.emery@att.com

For device pictures and details, go to www.wireless.att.com/businesscenter/phones-devices/

Device	Description	Unit Price	Quantity/ Users	Equipment Price
Select AT&T Mobile Devices				
Smartphone	Apple iPhone 5S 16GB Memory	\$0.99	28	\$27.72
			0	\$0.00
	\$200 Port-In Credit upon approval	(\$200.00)	28	-\$5,600.00
			0	\$0.00
Basic Phone	Rugby 4 Basic Flip Phone - Orginial price \$99.99	\$0.99	30	\$29.70
	With enhanced Push to Talk		0	\$0.00
			0	\$0.00
	\$50 Port-in Credit upon approval	(\$50.00)	30	-\$1,500.00
			0	\$0.00
			0	\$0.00
			0	\$0.00
			0	\$0.00
			0	\$0.00
			0	\$0.00
			0	\$0.00
			0	\$0.00

Equipment availability and pricing are subject to change based on when plans are activated.

Equipment Subtotal: -\$7,042.58



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Overview: **Wireless Device, Voice, Data & Features Pricing**

Kerry Emery
 Government Client Solutions Executive

Phone: (907) 209-2887
 Email: kerry.emery@att.com

Plan	Description	Unit Price	Discount %	Quantity/ Users	Total Monthly Price
AT&T Government - Voice Only					
			25.00%	0	\$0.00
			25.00%	0	\$0.00
			25.00%	0	\$0.00
			25.00%	0	\$0.00
			25.00%	0	\$0.00
			25.00%	0	\$0.00
			25.00%	0	\$0.00
			25.00%	0	\$0.00
			25.00%	0	\$0.00
			25.00%	0	\$0.00
			25.00%	0	\$0.00
Voice & Data Bundled Plans - Shared Data Plans					
25GB Shared Data Plan	Unlimited Nationwide Calling & Unlimited Text	\$175.00	25.00%	3	\$393.75
	Shared Data with Rollover Data w/Tethering		25.00%	0	\$0.00
	25 Cap user per group (3 groups)		25.00%	0	\$0.00
			25.00%	0	\$0.00
	Add-A-Line Basic Phone	\$15.00	0.00%	30	\$450.00
	Add-A-Line SmartPhone	\$35.00	0.00%	28	\$980.00
Data Plans:					
			25.00%	0	\$0.00
			25.00%	0	\$0.00
			25.00%	0	\$0.00
			25.00%	0	\$0.00
			25.00%	0	\$0.00
Features:					
ePTT	Enhanced Push-To-Talk Original Price - \$5	\$3.00	0.00%	58	\$174.00
			0.00%	0	\$0.00
			0.00%	0	\$0.00
			0.00%	0	\$0.00
			0.00%	0	\$0.00
			0.00%	0	\$0.00
			0.00%	0	\$0.00

Subject to change in accordance with terms and conditions of WSCA.

Recurring Monthly Charges Subtotal: \$1,997.75



[Print](#)

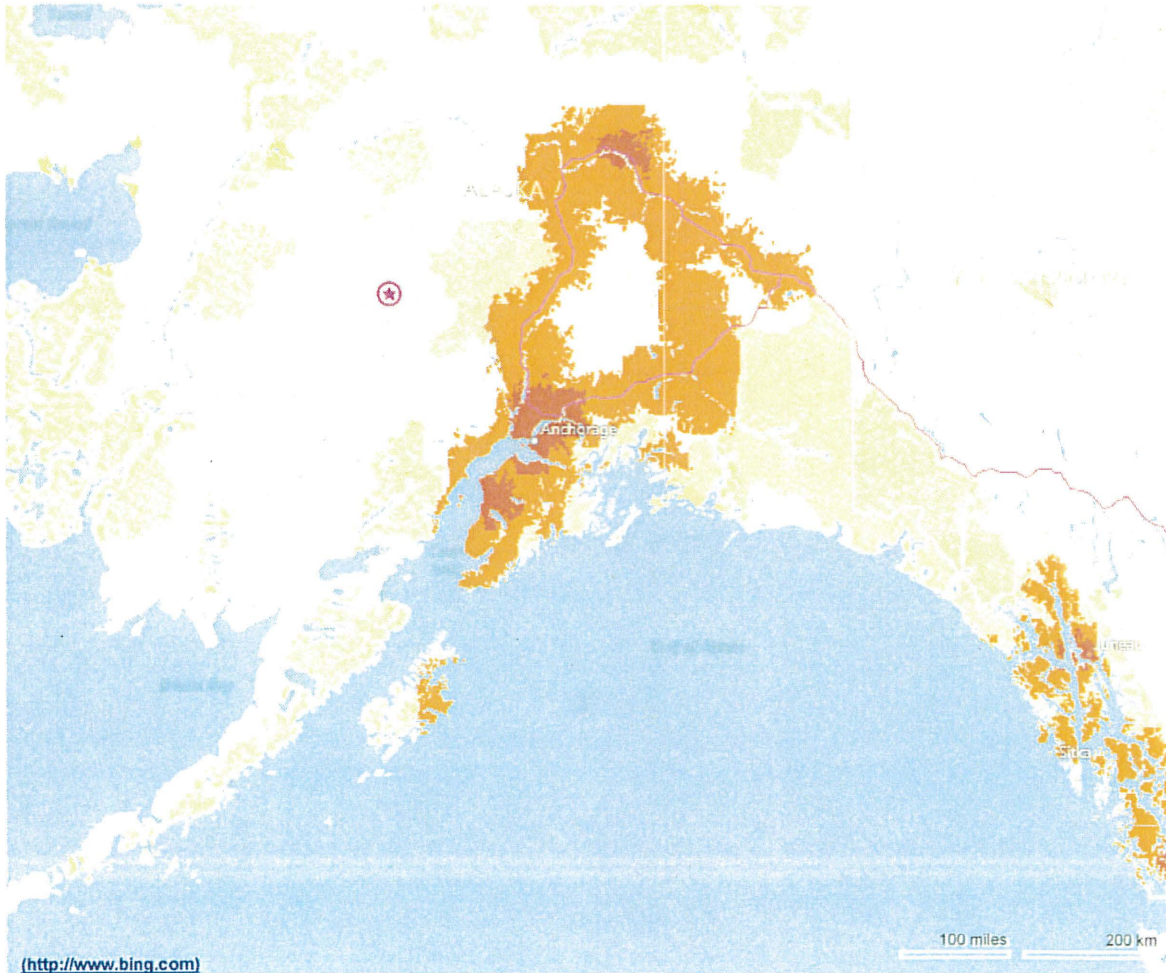
Map of alaska

[< Back to search results](#)

Coverage by Device Type: HD Voice

Domestic Wireless Voice Coverage

This map shows wireless voice coverage in the United States, Puerto Rico and the U.S. Virgin Islands.



- Legend
- Your search
- HD Voice
- Voice
- 3rd Party
- Requires 3G, 4G or 4G LTE Handset

Important information About This Coverage Map

This coverage viewer provides a predicted high-level approximation of wireless coverage. There are gaps in coverage that are not shown by this high-level approximation. Actual coverage may differ from map graphics and may be affected by terrain, weather, network changes, coverage, buildings, construction, signal strength, high usage periods, customer equipment, and other factors. AT&T does not guarantee coverage. Our coverage maps are not intended to show actual customer performance on the network, nor are they intended to show future network needs or build requirements inside or outside of existing AT&T coverage areas. Coverage maps also may include areas served by affiliated carriers. Arrangements with these carriers may change from time to time, and coverage is subject to change without notice. Changes will be posted on the location of the site (receiving and transmitting the call) not the subscriber's location. This phone's display does not indicate the carrier you will be charged.

This map is the subject to the Microsoft Service Agreement and for informational purposes only. The geographic information is provided for informational purposes only. Construction, property, drift, or other events may cause a change in the map data.