

Board of Trustees
Washtenaw Community College

DISCUSSION

4800 E. Huron River Drive
Ann Arbor, Michigan 48105-4800

Subject
Telephone and Fiber Services Contract

Date
January 26, 2021

BACKGROUND

The rapidly evolving Higher Ed Landscape requires reliable internet connectivity and phone services that are stable, robust, and nimble. The “Complete online campus experience” strategic priority further illuminates the need to ensure WCC’s phone connectivity is reliable as students are unable to drop by to speak with someone in person.

With the expiration of our telephone connectivity and student fiber internet connectivity contracts, we went out to bid for the following services listed below with the goal of replacing expired contracts as well to get better pricing for both services:

- Student fiber internet service – 1 Gigabit.
- 4 Primary Rate Interface (PRI) phone service

In addition, we need more reliable phone service and flexibility on the bandwidth should the need for additional bandwidth be required.

After review of the bids, 123.NET was selected as the best qualified vendor – they also offered the best price. Based on a 3-year contract, costs, savings, and benefits are as follows:

- Student fiber internet service
 - 1 Gigabit total = \$43,200. This equates to 65% (\$26,400 annual) savings compared to our current 1 Gigabit connection.
 - 2 Gigabit total = \$79,200. This equates to 35% (\$14,400 annual) savings compared to our current 1 Gigabit connection.
- Phone service = \$48,227.04. This equates to 45% (\$12,732 annual) savings compared to our current phone service contract. The phone service will utilize technology that will provide greater reliability.

Based on current usage, we recommend 1 Gigabit initially with the ability to increase the bandwidth to 2 Gigabit or beyond during the life of the contract if required based on usage. The college recommends that a three-year contract for Telephone and Fiber Services be awarded to 123.NET for an amount not to exceed \$130,000. This contract will be covered by ITS budgeted resources.

RECOMMENDATION

That the Board of Trustees approve a contract to purchase Telephone and Fiber Services from 123.NET for an amount not to exceed \$130,000.

A ROLL CALL VOTE WILL BE TAKEN

Prepared by: Todd Kreuger
Title: CIO

Recommended by: Rose B. Bellanca, Esq.
Rose B. Bellanca, President
