



Tony Warkoczewski
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MEMORANDUM

TO: Rebecca Grill
FROM: Tony Warkoczewski
DATE: July 31st, 2019
SUBJECT: Moving from Windstream to Spectrum as the City of West Allis' telephony provider

On March 2nd 2019 our three year contract with Windstream to provide telephony services to the City of West Allis ended. To prevent a service disruption, we continue to use Windstream but some of the discounting we were receiving under contract is no longer available. This, along with concerns about Windstream filing for bankruptcy, drove us to look at other options for the City.

Telecom Fitness is the consulting firm we leverage to help us with telephony cost comparisons, contract negotiations and conversions. They also strongly suggested we look for another provider and helped us with a side by side comparison between the two firms that can handle our requirements; AT&T and Spectrum. The addendum to this memo is a cost breakdown of each option.

It is our recommendation that we move to Spectrum as the going forward telephony provider for the City of West Allis and that we continue to leverage Telecom Fitness to help us through this transition. The move to Spectrum will result in an annual **savings** to the City of nearly \$6,000. Telecom Fitness' charges will be 50% of the first year's savings, or \$3,000.

The City Attorney and the Purchasing department have reviewed this recommendation and are also in full support.

Assuming the Council agrees with this direction, the cut over from Windstream to Spectrum would likely occur in late September. There would be no impact to the end users of our telephone system.

Don't hesitate to call if you have any questions (414) 302-8326.

Tony Warkoczewski



Addendum

City of West Allis Telecom Fitness Review PRI Options

Windstream Accounts # 200245161 and 200245162

ISDN PRI Components and Pricing Options	Two Windstream PRI Circuits 46 Channels/Call Paths Current Pricing			Two New AT&T IP Flex PRI Circuits 46 Call Paths			Two New Spectrum PRI Circuits 46 Call Paths		
	Qty	Rate	Total Cost	Qty	Rate	Total Cost	Qty	Rate	Total Cost
ISDN PRI	2	\$180.00	\$360.00	2	\$219.00	\$438.00	Included in Call Path Charges		
T1 Transport	2	\$120.00	\$240.00	Included in Above Charges			Not Applicable		
Trunk Overflow	Not Required - PRIs in same trunk group			Included in Above Charges			2	\$24.95	\$49.90
Call Paths	Included in Above Charges			46	\$10.50	\$483.00	46	\$15.00	\$690.00
DID Numbers	1040	\$0.30	\$312.00	1040	Included in Call Path Charges		200	Included in Call Path Charges	
Additional DID Numbers	Not Applicable			No Cost for Any DIDs with IP Flex			1000	\$0.05	\$50.00
Additional Directory Listing	52	\$6.00	\$312.00	52	\$6.00	\$312.00	52	\$6.00	\$312.00
Long Distance Minutes (4900 min avg)	5,000	\$0.02	\$100.00	13,800	Includes 6900 per PRI x2		10,000	Includes 5000 per PRI x2	
Additional Long Distance	900	\$0.03	\$22.95	Not Applicable			Not Applicable		
PRI Surcharges	Actual Charges Listed Below			1	13.00%	\$119.73	1	10.00%	\$69.00
Access Recovery Charge	2	\$15.00	\$30.00	Included in Above Surcharges			Included in Above Surcharges		
FSLC Charge	10	\$9.20	\$92.00	Included in Above Surcharges			Included in Above Surcharges		
Administrative Service Fee	2	\$31.52	\$63.04	Included in Above Surcharges			Included in Above Surcharges		
Account Service Charge	2	\$25.00	\$50.00	Included in Above Surcharges			Included in Above Surcharges		
State/County/Local Surcharges	2	\$2.01	\$4.02	Included in Above Surcharges			Included in Above Surcharges		
LNP Surcharge	2	\$1.15	\$2.30	Included in Above Surcharges			Included in Above Surcharges		
WI USF	2	\$16.71	\$33.42	Included in Above Surcharges			Included in Above Surcharges		
Universal Service Fund Surcharge	2	\$27.45	\$54.90	Included in Above Surcharges			Included in Above Surcharges		
911 Emergency Surcharges	2	\$0.18	\$0.36	46	\$0.18	\$8.28	46	\$0.18	\$8.28
Police and Fire Protection	2	\$0.75	\$1.50	20	\$0.75	\$15.00	2	\$0.75	\$1.50
Police and Fire Protection	Not Applicable			26	\$0.075	\$1.95	Not Applicable		
Total Monthly Costs	New Costs		\$1,678.49	New Costs		\$1,377.96	New Costs		\$1,180.68

Monthly Savings (Current Costs minus New Costs)

\$300.53

\$497.81

Total Annual New Costs

\$20,141.88

\$16,535.52

\$14,168.16

First Year Savings

\$3,606.36

\$5,973.72