

CASCO BAY ISLAND TRANSIT DISTRICT

P.O. BOX 4656 • PORTLAND, MAINE 04112 (207) 774-7871 FAX 774-7875

Telephone System Replacement Memo

To: Catherine Debo, General Manager
From: Roki Horr, Assistant Operations Manager
Cc: Finance Committee
Re: Telephone System Replacement Project

Hi Catherine;

As requested, following are the summarized details regarding the District's telephone system:

- In May 2003, an analysis was performed on the existing telephone system by the District's TPA- TelLan Network Technologies-to determine functional condition and potential future problems/issues. The resulting report listed potential issues and included a standard telephone system solution priced at \$14,303.88.
- At that time, the District was contracted with Verizon for Centrex telephone line connections until 2008, and it was determined it would not be cost effective to break this contract due to buy out clause costs. TelLan continued to monitor system performance and provide repairs as necessary.
- During the period from 2003 to present, system degradation has been apparent, with the last service call requiring a "work around" by shifting circuit boards to maintain functionality. Many parts are no longer available for the Panasonic DBS systems, and it has become increasingly difficult for TelLan to guarantee system performance.
- Due to recent technological improvements, phone system pricing has become competitive, as well as new developments in alternatives to "fixed line" telephone communication. During 2008, I have researched various products and providers to determine a replacement system that meets the requirements of the District, as well as available costs savings.
- I have determined that TelLan's sister company, VOIPNet Technologies provides the necessary services, features and competitive pricing detailed in the attached analysis, and recommend we select this product and Vendor to provide a system replacement.

Best Regards,

Roki

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**Casco Bay Lines
Cost Comparison**

Current Service Providers

VoIPnet

FairPoint	\$ 452.21	Monthly charges	\$ 425.50	Hosted System monthly charges \$.039/min
TelRite LD	\$ 40.17	LD 529 min	\$ 20.63	
		Fax Line	\$ 40.00	1 Copper POTs for fax/alarm
		E-911 \$1.50 x 3	\$ 4.50	
		Fed USF	\$ 9.66	
		Serv Provider tax	\$ 1.03	*Gov taxes & fees subject to change
Time Warner	\$ 35.00	Web Hosting	\$ 24.75	Gold Package Incl. 30 e-mail accts
	\$ 309.95	Internet Access	\$ 119.95	Dedicated High Speed Access
	\$ 837.33	Total Monthly Costs	\$ 646.02	

Monthly Savings with VoIPnet \$ 191.31

One Time Charges

Hosted System Set Up Charges	\$ 630.00
Broadband Set UP	\$ 165.00
	<u>\$ 795.00</u>

Equipment & Install \$4,975.37* Can be leased for \$157.67 Mo.
 * Subject to change.
 Final quote to include findings from site survey

Benefits

Monthly Savings

New State of the Art Telephone System

Managed Service - No Maintenance or Support Costs (\$1,911.50 since 2002)

One Company for: Phones, Lines & Internet

Improved Disaster Recovery

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