

Date of Board Meeting: October 20, 2026

Recommendation: Approve the proposal submitted by RockIT Consulting, LLC for a cloud-based telephone system, including a 15% project contingency.

Background and Rationale:

Wharton County Junior College issued RFP 26_00002 for the migration of the College's existing on-premises telephone system to a cloud-based solution. The College received eleven (11) proposals which were reviewed and evaluated by an evaluation committee using the published criteria of Technical Solution & Functionality, Vendor Experience & Qualifications, Implementation & Support Approach, Cybersecurity & Compliance, References & Past Performance, and Price.

Following the evaluation of proposals, the committee recommends RockIT Consulting, LLC as the vendor offering the best overall value to the College. While RockIT did not receive the highest overall numerical score, the committee determined that their proposal demonstrated stronger alignment with the College's operational and technical needs, particularly in the areas of Technical Solution & Functionality and Implementation & Support Approach. Based on the proposal as a whole, and the published evaluation criteria, the committee determined that RockIT presented the solution best suited to support the College's transition to a cloud-based phone system and its ongoing operational needs.

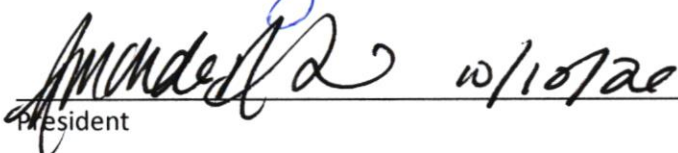
The College also recommends inclusion of a 15% project contingency to account for unforeseen expenses associated with the implementation and migration. Additionally, certain fees and surcharges associated with the proposed Webex telephone services cannot be fully determined until billing begins. Including a contingency in the project budget will provide flexibility to address these potential expenses without exceeding the approved project budget.

Budgetary Implications: \$190,620 one-time hardware and implementation costs (MIS Plant Funds)
\$67,111 per year for the term of the three-year agreement (Unrestricted Operating Funds)

Resource Personnel: Robby Mathews, Director of Network & Server Services
Shane Benich, Assistant Director of Technical Services
Clarissa Bueno, Director of Purchasing

Approval:



Cabinet-Level Member

President

Pricing Proposal:

The following is a breakdown of costs by billing cycle and type. These costs are based on a three-year contract with annual subscription billing. As WCJC already maintains a support contract with RockIT, that support contract may be called upon for addition support up to the limits and terms of that existing contract. With any project this size, we suggest that our customers consider a 15% contingency fund to respond to change orders or expenses related to unforeseen project complications.

Annual Reoccurring Costs:

Flat Rate Recurring Annual Costs (3 Year Term)				
Qty	Description	Rate (\$/User/Year)	Annual Cost	Type
550	Webex Calling Subscription	\$84.82	\$46,651.00	Subscription (User License)
600	Outbound Calling Plan	\$34.10	\$20,460.00	Subscription (PSTN Services)

Assuming that the number of licensed phone users and PSTN users does not change, this is the annual reoccurring rate for user licenses and domestic phone service.

Implementation Costs:

One-Time Implementation Costs - Installation and Configuration				
Qty	Description	Rate(\$/Qty)	Total	Type
100	Executive Phone	\$319.33	\$31,933.00	Hardware
450	Desk Phone	\$138.36	\$62,262.00	Hardware
10	Analog Line Adapters	\$117.73	\$1,177.30	Hardware
100	Warranty - Executive Phone	\$130.94	\$13,094.00	Warranty
450	Warranty - Desk Phone	\$59.13	\$26,608.50	Warranty
10	Warranty - Analog Line Adapters	\$38.46	\$384.60	Warranty
1	Implementation Services	\$44,192.50	\$44,192.50	Professional Service
1	Phone Placements	\$10,965.00	\$10,965.00	Professional Service
4	Off-Hours Phone Port	\$170.00	\$680.00	One-time, event-based fee

This is a collection of all expected one-time costs associated with the implementation and migration of your current phone system to this phone system including hardware, requested 3-year warranty, phone porting fees, and professional services. The following are some uncommon fees that can be incurred if porting requests fail or are rescheduled. As these are not expected fees, they are included for informational purposes only.

Additional Implementation-Port Fees				
Included Qty.	Description	Rate(\$/Qty)	Total	Type
0	Port Order Cancellation Fee	\$5.00	\$0.00	One-time, event-based fee
0	Port Order Change / Cancel Fee (Expedited)	\$100.00	\$0.00	One-time, event-based fee
0	Port Order Snapback Fee	\$500.00	\$0.00	One-time, event-based fee

Monthly Flat-Rate Reoccurring Costs:

There are no expected monthly reoccurring costs to be billed at a flat rate/month.

Monthly Usage-Based Costs:

Monthly Costs Based on Usage				
Included Qty.	PID	Description	Unit List Price	How It's Billed
0	A-AUD-PSTN-INT	International Metered Calling (Local)	PSTN Calling Rates	Per minute by destination
0	A-AUD-OCPI-U	Outbound Calling Plan – Uncommitted Usage Overage	\$0.13	Per minute for calls from phones registered without a calling service plan
0	A-AUD-U-TN	Telephone Number (Local) – Uncommitted	\$0.03	Per day a phone is registered and assigned a DID without a dedicated calling plan.
0	A-FLEX-ERC	Emergency Response Center Fee – Call fee per location search (US)	\$43.00	Per call that is routed to the national PSAP instead of the local PSAP.

This is a collection of common usage-based costs or fees that you may see in certain circumstances. Additional fees not likely to be relevant to WCJC, such as toll-free number services, have been omitted. Generally, if E911 is properly set, calling plans are assigned, and outbound calls are made domestically, these additional charges will not be seen. Please see the “How It’s Billed” column of the sheet for additional detail per line item. For a complete breakdown of international rates, please see Cisco’s us international rates document at the URL below.

[“https://www.webex.com/content/dam/wbx/us/documents/pdf/us-international-rates-updated.pdf”](https://www.webex.com/content/dam/wbx/us/documents/pdf/us-international-rates-updated.pdf)

Additional Taxes and Fees:

As a higher education organization, WCJC may be exempt from some but not all taxes. Telephone service taxes will be charged as incurred by Federal, State, County, and City requirements. All service taxes are often based on service usage and can vary drastically by locality and usage but should be similar to your usage-based taxes and fees for your current phone system.