



To: Dr. Kent Mutchler  
From: Michael Wilkes  
Date: May 23, 2022  
Re: Voice Services Recommendation

This recommendation seeks approval to acquire voice services to replace the district's current phone service. This new service replaces the underlying technology (Primary Rate Interface - PRI to Session Initiation Protocol - SIP) used for sending and receiving phone calls at all district locations. The change to a full SIP solution allows for greater efficiencies and reliability for phone services.

To understand the SIP market, the district sought information and pricing proposals from four major providers, including the district's current provider. Annual recurring costs for services ranged from a low of \$8,401.20 to a high of \$31,586.16. After considering a range of factors and scoring criteria, price being the highest weight, Comcast Business' voice services emerged as the lead solution, pending Board approval, legal review, and finalized agreements.

The following table breaks down this purchase recommendation:

Vendor: Comcast Business  
Term: 36 months

Item	Cost
Non-Recurring Costs (Installation):	\$ 1,000.00
Annual Recurring Costs:	\$ 9,302.40
Total Cost 1 <sup>st</sup> Year:	\$10,302.40
<b>Total Cost (3-Year Agreement)</b>	<b>\$28,907.20</b>

On average, the district currently pays approximately \$15,600 per year for related phone services. To that end, after the initial year, the district should realize an annual cost savings of roughly \$6,000 for phone services with this recommendation. Current and planned budget levels are planned to support the ongoing expenses.

There will likely be some additional expenses related professional services that are required to fully integrate this service with the district's existing phone system. These expenses would be applicable to any SIP service and would require the district's current phone system maintenance provider and internal staff to complete the installation.

Thank you for your consideration.