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Michael Wilkes
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Geneva School District 304

To: Dr. Kent Mutchler
From: Michael Wilkes
Date: May 23, 2022
Re: POTS Line Service Replacement Recommendation

This recommendation seeks approval to the district's existing analog phone lines (Plain Old Telephone Service – POTS) with a digital solution. Today, the district has 29 POTS lines that provide critical life-safety communications for alarm systems, elevators, emergency calling when the primary system fails. While POTS is simple and reliable, the providers willing and able to provide the service at a reasonable cost seems to be declining. Earlier this school year, the district was given two weeks' notice that several of the district's 29 POTS lines were being decommissioned. New service was secured with a different provider in time to avoid a service disruption, however, the monthly cost doubled. It is our understanding that there will likely be more decommissioned lines in the future and/or significant price increases that could begin as soon as this summer.

To avoid this uncertainty and to ensure service remains reliable for the critical communications that POTS lines support, a shift from POTS to an all-digital solution was sought. Under typical conditions, the new solution would send communications over an Internet connection. To support reliability and emergency needs in the event of a network or power loss, a cellular service and battery backup capability will be included for each location. Over a three-year period, projected pricing for the replacement solution ranged from a low of \$63,819 to a high of \$97,935. AT&T's proposal emerged as the recommended solution, pending Board approval, legal review, and finalized agreements.

The following table lists the anticipated costs associated with this recommendation:

Vendor: AT&T

Term: 36 months

Total Service Lines: 28 (reducing total lines by 1 for new service)

Item	Cost
Non-Recurring Costs (Installation, Configuration, Hardware):	\$ 9,495
Annual Recurring Costs:	\$18,108
Total Cost 1 st Year:	\$27,603
Total Cost (3-Year Agreement)	\$63,819

On average, the district currently pays approximately \$13,380 per year for POTS service, not including additional taxes, fees, or surcharges. Likewise, the figures above may be subject to additional taxes, fees, and surcharges. This is a projected annual increase of approximately \$5,000.

Thank you for your consideration.