



LAKELAND JOINT SCHOOL DISTRICT #272
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MEMO

FROM: Tom Taggart, Director of Business and Operations
TO: Board of Trustees
SUBJECT: Phone System Bids
DATE: March 8, 2013

On February 6th we received proposals for implementation of a voice over internet (VoIP) phone system for the entire district. We currently operate with a variety of older analog phone systems. By moving to a district wide solution we will replace very old systems that have begun to fail.

The new system will move us into a uniform system that has many advantages over our current piecemeal system. The new system will allow us to place phones in every classroom, improving security and efficiency. It will allow customization to meet individual situations and needs.

After reviewing the initial eight proposals we selected the three we felt had the best proposals and met with each of them before deciding on whom to recommend to the board.

In addition to cost we evaluated the proposals based on experience, references, Erate experience, support capabilities, and responsiveness to our RFP.

It is the recommendation of both me and our Technology department that we award a five year contract to Ednetics. Ednetics is a Kootenai County firm that has extensive experience in providing voice services to public schools and other governments. They are experts at Erate funding, and, in addition to providing voice services, have other services and products that can be integrated with the new VoIP system in the future.

Ednetics provides services to Coeur d'Alene, Lake Pend Oreille, Moscow, and many other Idaho school districts. All districts have positive feedback regarding working with Ednetics.

We would plan on purchasing the required hardware during the current year with the planned switch over occurring during July. The onetime equipment cost would be approximately \$120,000 for network switches and the phones. The on going cost would be approximately \$2,600 per month after our Erate discount.