

Matthew Nye

From: Scott Ellis [Scott.Ellis@brevardclerk.us]
Sent: Monday, November 16, 2009 2:07 PM
To: matt@spacecoastpolitics.com
Subject: FW: AT&T versus Cisco item last week
Attachments: 11-10-09 verbatim III.B.10.doc

From: Scott Ellis
Sent: Monday, November 16, 2009 1:45 PM
To: 'stockton.whitten@brevardcounty.us'; 'jon.sellers@brevardcounty.us'
Cc: I.S. Supervisors; Michael McDaniel
Subject: AT&T versus Cisco item last week

Commissioners,

There seems to be some misunderstanding of the Cisco VoIP system we put in versus the old BellSouth system we had.

We are quite pleased with the VoIP system and feel the system has not cost more, but less. Reading below I know we do not have over \$5 million in the VoIP system.

Mike is looking for the Cisco costing we sent to the County a few months ago. Under Article V the County would have paid full freight on the BellSouth expenses, as it was we went ahead and paid those costs for the Cisco system for a number of years until this year when it became infeasible.

The VoIP system is better and cheaper. Before we installed it we did check with some major users in Brevard County (BCC, I believe Parrish Hospital, Space Coast Credit Union) and all were pleased.

I really cannot see how the BellSouth system would have been cheaper than the Cisco system over the last years Cisco was installed.

Thanks, Scott

“Mr. Sellers responded the Clerk of Courts Office was the IT Department running the telephone system; they run it for all the Charter Offices as well as the Board; the Clerk felt that it was expensive as far as the yearly payments to them; they were charging him about \$1.1 million a year at the time; they went to a Cisco Voice Over IP System; **he did see an email from the Clerk saying how much he had spent over those years: and he multiplied that \$1.1 million over those years, and the County would have been about \$700,000 less if the Clerk would have stayed with it.** He stated in the Clerks point of

view he was able to use a different funding source to resolve his issue, so his funding sources did not impact the Board of County Commissioners, for the General Fund; he thinks a little bit more in one way and spent a little less in a different way; but overall financially, it was not a great win for him.”

Matthew Nye

From: Scott Ellis [Scott.Ellis@brevardclerk.us]
Sent: Monday, November 16, 2009 2:07 PM
To: matt@spacecoastpolitics.com
Subject: FW: AgendaTemplate 012809 (phones) (annual cost of Nortels pre-Cisco?)
Attachments: 001.pdf

From: Scott Ellis
Sent: Monday, November 16, 2009 2:06 PM
To: 'stockton.whitten@brevardcounty.us'; 'jon.sellers@brevardcounty.us'
Cc: I.S. Supervisors
Subject: FW: AgendaTemplate 012809 (phones) (annual cost of Nortels pre-Cisco?)

Commissioners,

This was in response to the cost of our Cisco upgrade a few months ago. The annual savings over BellSouth billing is about \$150,000. Mike and Mike can dig back for the original capital outlay.

The Time-Warner Network was a switchover as back in 2004 or 2005 BellSouth (or somebody) cut our bandwidth killing the data and voice transfers we had in place. We had been waiting on the BellSouth Ring project and it was a few years behind.

Thanks, Scott

From: Michael McDaniel
Sent: Friday, April 10, 2009 7:24 AM
To: Scott Ellis; 'Abbate, Frank B'
Cc: Michael Salvatore; Mike Bowen
Subject: RE: AgendaTemplate 012809 (phones) (annual cost of Nortels pre-Cisco?)

When the Board received the club bill, a template was filled out which then transferred to an invoice. Once we received the invoice, we then further broke it down to chargeable cost centers. Before Article V started, our annual expense was about \$160,000; with Article V just starting and prior to the Cisco phones, our annual cost was about \$20,000; once Cisco was fully implemented and all unnecessary land lines were deleted, our current annual cost now is about \$5,000.

Here is the history of payments to the Board:

FY 2002	\$162,861.44
FY 2003	\$155,306.44
FY 2004	\$166,975.29
FY 2005	\$20,504.11
FY 2006	\$15,933.12
FY 2007	\$7,294.85
FY 2008	\$4,406.23
FY 2009	\$3,800 (Projected)

I have attached a sample month's invoice and documentation.

Thanks.

From: Scott Ellis
Sent: Thursday, April 09, 2009 6:28 PM
To: 'Abbate, Frank B'