

Questions the Commissioners should ask...

- Why the big rush to sign off on AT&T today?
- Why are we maintaining 5,214 phone lines when we only have ~3,800 handsets and ~3,200 employees? This is more than 10 times the industry average.
- Shouldn't we identify if we are paying for unneeded services before we sign a three year contract extension?
- How long have the Nortel systems to be upgraded been running since there was a failure and has anything specific changed that would make them more likely to fail now?
- If the ShoreTel gear seamlessly integrates with our current Nortel equipment, why would we continue to dump money into the obsolete Nortel system?
- If we can replace old Nortel gear with new ShoreTel gear for the same price, and the new ShoreTel gear results in tangible benefits for county employees while the Nortel does not, why wouldn't we buy ShoreTel *even if we end up moving to a different system later?*
- If state contract pricing is good enough for AT&T and Nortel, why doesn't the same hold true for ShoreTel?

Questions the Commissioners should ask... Continued

- Why do we need to spend money on a consultant to generate an RFP when we have vendors willing to come in and do the legwork and cost analysis for free?
- Why does it take six months for a paid consultant to gather data? If he doesn't already know what is out there what is the county paying him for?
- A ShoreTel system will save the county, at minimum, in excess of \$1 million per year, which means taking 16 months to decide to buy one will cost the county more than \$1.3 million in lost savings.
- Why would we sign a 36 month contract extension with AT&T when the proposed RFP timeline to full completion is only 25 months?
- If the network can be re-engineered for a more competitive environment, shouldn't that be done BEFORE you make a new three year, \$9 million commitment to AT&T?