

The background of the slide features a large, faint watermark of the Brevard Community College seal. The seal is circular and contains the text "BREVARD COMMUNITY COLLEGE" around the perimeter. Inside the seal, there is a central figure holding a staff, a ship, and the year "1513".

# **PBX Upgrades & Circuit Price Reductions**

# Goals

- Upgrades will allow the County to ensure the reliability and avoid failure of Mission Critical Functions - Public Safety
- Take advantage of immediate savings
- Allow the Market Place to provide best solution (product and pricing)
- Upgrades set County up for VOIP

# PBX Upgrades

- What is a PBX?
- Areas of Concern
- What are the Upgrades?
- Costs/Savings
- Competitive Process

# What is a PBX?

- PBXs (Private Branch Exchange)
- Allows County to run internal phone systems at large facilities at lower cost.
- Currently used by all County agencies except Clerk of Courts. Includes Sheriff's Office, Fire Rescue, and Emergency Management

# Concerns/Potential Problems

- Current cards within PBXs are no longer manufactured.
- Failure of individual card can mean loss of 60 - 120 phones or outside connections.
- Replacement is best effort, used products, only.
- Mission Critical to County's public safety responsibilities.

# Upgrade Advantages

- Replacement over 2 years of electronic cards and associated hardware.
- New cards are guaranteed available for 5 years.
- New software allows for lower labor costs for management as well as “SIP” .
- SIP is VOIP protocol that allows for use of non-proprietary (less expensive) phones.
- Allows for immediate risk mitigation

# Costs/Savings

- \$234K will upgrade 4 most mission critical systems.
- Covers GC, GCN, EOC, Melb Courthouse
- Only \$91K needed to upgrade the other 5 systems next year.
- Covers approximately 3200 employees & provides VOIP capability.

# Competitive Process

- Requesting to use State Contract pricing.
- State process uses competitive bids from marketplace.



# Conclusion

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# Circuit Cost Reductions

- What are circuits?
- Areas of concern/problems
- Cost/Savings
- Market Place Complexities
- The Request
- Opportunities

# What are Circuits?

- Copper and fiber optic cables and wireless (radio wave) systems.
- Used to interconnect telephones.
- Used to interconnect computers and data networks.
- Variety of different protocols and types used based on function, service level, speed requirements.

# Areas of Concern/Problems

- Currently circuits represent 25% of the ITD budget.
- Internet circuit at capacity.
- Fire Rescue network at capacity.

# Cost/Savings

- Request before Board is to accept \$413,000 in annual savings.
- Begins immediately.
- Requires extension of AT&T Volume & Term Agreement for 3 years.

# Market Place Complexities

- RFP and installation of replacement systems estimated to take 27 months.
- Brevard County currently multi-vendor environment: AT&T, Brighthouse, TwTelecom, Sprint
- Vendors provide different types of circuits. Not apples to apples.
- Network can be reengineered for more competitive environment.

# Timeline

- Acquire Consultant - 3 months
- Gather Data - 5 months
- Write RFP - 1 month
- Advertise and Responses - 3 months
- Analyze Results - 2 months
- Selection & Negotiations - 4 months
- Install circuits, test... - 9 months
- Total: 25 months (No Protests)

# The Request

- Accept the \$413,000 and extend AT&T Agreements.
- Direct staff to acquire consultant to develop RFP.
- RFP through selection expected to take 16 months.
- Protests may extend timeframe.



# Opportunities

- Immediate \$413,000 savings can be applied to other efforts:
  - Consultant costs
  - VOIP RFP
- Mitigate staff/service reductions

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