



COUNTY OF ERIE

MARK C. POLONCARZ

COUNTY EXECUTIVE

July 11, 2017

The Honorable
Erie County Legislature
92 Franklin Street - Fourth Floor
Buffalo, NY 14202

RE: Verizon Business Services Contract

Dear Honorable Members:

The attached resolution seeks the Erie County Legislature's approval for the County to enter into a Verizon Business Services Agreement contract. The contract will provide Erie County with data Ethernet network services, private IP services, and dedicated Internet services, in conjunction with standard voice and wireless services as provided by the New York State OGS contract.

Should your honorable body require further information, I encourage you to contact CIO, Michael Breeden, Division of Information and Support Services. Thank you for your consideration on this matter.

Sincerely yours,

A handwritten signature in black ink, reading "Mark C. Poloncarz", with a stylized flourish at the end.

Mark C. Poloncarz, Esq.
Erie County Executive

MCP
Enclosure

MEMORANDUM

To: Honorable Members of the Erie County Legislature
From: Office of the County Executive
Re: Verizon Business Services Contract
Date: July 11, 2017

SUMMARY

The attached resolution seeks the Erie County Legislature's approval for the County to enter into a Verizon Business Services Agreement contract. The contract will provide Erie County with data Ethernet network services, private IP services, system maintenance, E911 network and dedicated Internet services (SIP), in conjunction with standard voice and wireless services as provided by the New York State OGS contract. The term of the contract is for sixty (60) months commencing September 1st, 2017 with the County's option of two, one year renewals.

FISCAL IMPLICATIONS

Funds are available for utility expenditures (voice and data networks) in the annual DISS Budget. No additional costs are expected to be incurred by the County during the term of the Verizon Business Services contract. The contract represents savings to Erie County of approximately \$ 181,000 annually as compared to the current Voice and Data services provided to the County.

REASONS FOR RECOMMENDATION

This agreement will provide Erie County with a single point of contact for all voice, data and wireless communication needs using a state-of-the-art, scalable architecture that can provide increasing bandwidth on demand. This utility will be provided at mutually agreed upon service levels and at a lower cost than current services.

BACKGROUND INFORMATION

On May, 2017 the Division of Purchase issued a Request for Proposal (RFP) # 1710VF to provide voice and data telecommunications for County of Erie, New York.

The County of Erie Division of Information and Support Services (DISS) is challenged more than ever to operate efficiently, to deliver cost-effective, robust solutions, to protect Information Technology (IT) assets and to position the County's IT infrastructure for the future. In response to these challenges the DISS is taking an enterprise view and approach with regard to the deployment of IT solutions that meet business goals.

As such, our Voice and Data Telecommunications infrastructure is critical to our success in achieving the DISS vision. Since it is a core service, a core building block of DISS, and a substantial cost component of the DISS budget, we submitted this request for proposal (RFP) to our voice and data telecommunications business partners. Ultimately, we needed our telecommunications providers to provide us with a voice and data solution that can make us achieves successes in all three strategic initiatives. We need solutions that not only comply with

the existing configurations of today, but are scalable and flexible to support the ever increasing broadband demands. We are certain that business applications and operating requirements will continue to demand more bandwidth, not less!

CONSEQUENCES OF NEGATIVE ACTION

Erie County will not be able to meet our strategic initiatives of driving operational efficiencies, being more customer-focused, and protecting and enhancing our technology assets. In addition, the County will continue to pay higher costs without service levels for an inadequate telecommunications infrastructure.

STEPS FOLLOWING APPROVAL

The Division of Information and Support Services will execute a contract with Verizon Business Services for data network services. These services will be procured and paid in accordance with County policies and procedures.

A RESOLUTION SUBMITTED BY
DIVISION OF INFORMATION AND SUPPORT SERVICES

RE: Verizon Business Services Contract

WHEREAS, in May 2017 Erie County sponsored an initiative to explore the possibility of selecting new providers for the following services: Local, Long Distance telephone services, Equipment Maintenance on Existing Nortel Systems (MACS), Point to Point Networks, Frame Relay Networks, POTS services, Special access services, Wireless Services, ISDN BRI services, ISDN PRI services, DID services, Dedicated Internet services and Toll Free Services, and

WHEREAS, the County is open to new technology that would help it gain efficiencies or streamline overall communications and billing processes, and

WHEREAS, Erie County conducted a three-month evaluation with several nationally recognized telecommunications providers, and based on the criteria prescribed by the RFP process, selected Verizon Business Service to be the single point of contact for all voice, data and wireless communication needs using a state-of-the-art, scalable architecture that can provide increasing bandwidth on demand, and

WHEREAS, this utility will be provided at mutually agreed upon service levels and at a lower cost than current services, for a contractual term of services of sixty (60) months with the County's option of two, one year renewals, with an annual projected savings of \$ 181,000.

NOW, THEREFORE, BE IT

RESOLVED, that the County is hereby authorized to enter into the Verizon Business Services contract dated September 1, 2017; and be it further

RESOLVED, that funding for this Contract is available in the annual operating Budget, cost center 105 Division of Information and Support Services, Commitment Item 515000, Utility Charges; and be it further

RESOLVED, that certified copies of this resolution shall be forwarded to the County Executive, County Comptroller, Director of Budget and Management, Director of Information and Support Services, Director of Purchase, and the County Attorney.