



## COLUMBIA COUNTY BOARD OF COUNTY COMMISSIONERS AGENDA ITEM REQUEST FORM

The Board of County Commissioners meets the 1st and 3rd Thursday of each month at 5:30 p.m. in the Columbia County School Board Administrative Complex Auditorium, 372 West Duval Street, Lake City, Florida 32055. All agenda items are due in the Board's office one week prior to the meeting date.

Today's Date: 9/26/2018 Meeting Date: 10/4/2018

Name: Todd Manning Department: Information Technology

Division Manager's Signature:

A handwritten signature in blue ink, appearing to read "Todd Manning", is written over a light blue horizontal line.

### 1. Nature and purpose of agenda item:

AT&T Internet Bandwidth Upgrade - \$1475 monthly

### 2. Recommended Motion/Action:

Approve agreement with AT&T for increased bandwidth in the amount of \$1475 monthly

### 3. Fiscal impact on current budget.

This item has no effect on the current budget.

District No. 1 - Ronald Williams  
District No. 2 - Rusty DePratter  
District No. 3 - Bucky Nash  
District No. 4 - Everett Phillips  
District No. 5 - Tim Murphy



**BOARD OF COUNTY COMMISSIONERS • COLUMBIA COUNTY**

**MEMO**

September 26, 2018

TO: Ben Scott, County Manager

FR: Todd Manning, IT Director

RE: AT&T Internet Bandwidth Upgrade

I would like to request the Board of County Commissioners consider upgrading the speed of its current internet of 50MBps to 100MBps. Our current bandwidth speed is not sufficient to keep up with increasing demands of its users.

Upgrading from 50MBps to 100MBps would increase our service by \$23.30 monthly or \$279.60 annually. I have attached a copy of a new AT&T contract for increased internet bandwidth. As well as current pricing and proposed pricing.

Current Cost for 50M:	\$	1,451.50
New Port Cost for 100M:	\$	870.80
New Access Cost for 100M:	\$	604.00
Total Circuit cost for 100M:	\$	1,474.80

I am requesting the Board approve the attached agreement.

BOARD MEETS FIRST AND THIRD THURSDAY AT 5:30 P.M.


**AT&T DEDICATED INTERNET  
PRICING SCHEDULE**

Customer	AT&T
Columbia County Board of Commissioners Street Address: 135 NE HERNANDO AVE STE 203 City: LAKE CITY State/Province: FL Zip Code: 32055-4004 Country: US	AT&T Corp.
Customer Contact (for Notices)	AT&T Contact (for Notices)
Name: Todd D. Manning Title: IT Director Street Address: 135 NE HERNANDO AVE City: LAKE CITY State/Province: FL Zip Code: 32055-4003 Country: US Telephone: 386-719-7442  Email: todd_manning@columbiacountyfla.com	Name: Street Address: City: State/Province: Zip Code: Country: Telephone: Fax: Email: Sales/Branch Manager: SCVP Name: Sales Strata: Sales Region: <b><u>With a copy (for Notices) to:</u></b> AT&T Corp. One AT&T Way Bedminster, NJ 07921-0752 ATTN: Master Agreement Support Team Email: <a href="mailto:mast@att.com">mast@att.com</a>
AT&T Solution Provider or Representative Information (if applicable) <input type="checkbox"/>	
Name: Brittani Stewart Company Name: NetSpark IP & Telecom Inc. Agent Street Address: 2705 Swiss Ave. City: Dallas State: TX Zip Code: 75204 Country: US Telephone: 817-565-3025 Fax: Email: brittani.stewart@teamnetspark.net Agent Code: 42393	

This Pricing Schedule is part of the Agreement between AT&T and Customer referenced above.

Customer (by its authorized representative)	AT&T (by its authorized representative)
By:	By:
Name:	Name:
Title:	Title:
Date:	Date:

**AT&T and Customer Confidential Information**

Page 1 of 6

 ROME ID 1-98N7UX2  
 (MA XI or Higher)  
 no\_pcs\_processing

 PS ADI\_Express\_PS\_00R\_HS\_7162018  
 Rate ID: ADIx-102317-44%



## AT&T DEDICATED INTERNET PRICING SCHEDULE

### 1. SERVICES

Service	Service Publication Location
AT&T Dedicated Internet (ADI)	<a href="http://serviceguidenew.att.com/sg_flashPlayerPage/MIS">http://serviceguidenew.att.com/sg_flashPlayerPage/MIS</a> (see ADI Express)
AT&T Bandwidth Services	<a href="http://serviceguidenew.att.com/sg_flashPlayerPage/BWS">http://serviceguidenew.att.com/sg_flashPlayerPage/BWS</a>
AT&T Cloud Web Security Service	<a href="http://serviceguidenew.att.com/sg_flashPlayerPage/cwss">http://serviceguidenew.att.com/sg_flashPlayerPage/cwss</a>
AT&T Business Wi-Fi (fka AT&T Wi-Fi – Enterprise)	<a href="http://serviceguidenew.att.com/sg_flashPlayerPage/AWS">http://serviceguidenew.att.com/sg_flashPlayerPage/AWS</a>
AT&T Distributed Denial of Service	<a href="http://serviceguidenew.att.com/sg_flashPlayerPage/SNG">http://serviceguidenew.att.com/sg_flashPlayerPage/SNG</a>
AT&T Premises Based Firewall Service	<a href="http://serviceguidenew.att.com/sg_flashPlayerPage/MSS">http://serviceguidenew.att.com/sg_flashPlayerPage/MSS</a>
AT&T Collaborate™	<a href="http://serviceguidenew.att.com/sg_flashPlayerPage/COLLAB">http://serviceguidenew.att.com/sg_flashPlayerPage/COLLAB</a>

### 2. PRICING SCHEDULE TERM AND EFFECTIVE DATES

<b>Pricing Schedule Term</b>	<b>36 months</b>
<b>Pricing Schedule Term Start Date</b>	Effective Date of this Pricing Schedule
<b>Effective Date of Rates and Discounts</b>	Effective Date of this Pricing Schedule

### 3. MINIMUM PAYMENT PERIOD

Service Components	Percent of Monthly Service Fees Due Upon Termination Prior to Completion of Minimum Payment Period	Minimum Payment Period per Service Component
All Service Components	50%	Longer of 12 months or until the end of the Pricing Schedule Term
Per site†	\$250*	Longer of 12 Months or until the end of Pricing Schedule Term

†Applies to AT&T Collaborate only.

\*This charge applies in lieu of the applicable percentage set forth for termination charges in the Master Agreement.

### 4. GRANDFATHERING AND WITHDRAWAL

Availability of Service Components is subject to grandfathering and withdrawal per the Service Guide.

### 5. RATES

#### Section I: AT&T Dedicated Internet

Table 1: ADI Self – Installation

Discount: 100%

ADI Speed	Undiscounted ADI	Undiscounted ADI w/ Managed Router	Undiscounted ADI w/ Virtual Router
Ethernet	\$1,500	\$1,500.00**	\$0.00

\*\*Pricing available for ADI speeds of 100 Mbps and below and with electrical interfaces only.

#### AT&T and Customer Confidential Information

Page 2 of 6

ROME ID 1-98N7UX2  
(MA XI or Higher)  
no\_pcs\_processing

PS ADI\_Express\_PS\_00R\_HS\_7162018  
Rate ID: ADIx-102317-44%

### AT&T DEDICATED INTERNET PRICING SCHEDULE

**Table 2: On-Site Installation**

Discount: 100%

ADI Speed	Undiscounted ADI w/ Managed Router Only
Ethernet	\$1,500.00

**Table 3: Flat Rate and Flexible Bandwidth Billing Option – Ethernet (2 Mbps to 1 Gbps) - Group 1, 2, and 3**

Available bandwidth levels are subject to qualification at time of each order and may vary for ADI ports/access ordered with or without the ADI on Demand option

Bandwidth	Discounted Ethernet Access Monthly Fee Group 1	Discounted Ethernet Access Monthly Fee Group 2	Discounted Ethernet Access Monthly Fee Group 3	Minimum Bandwidth Commitment		Undiscounted Incremental Usage Fee Per Mbps
				Undiscounted ADI w/ Customer Router Monthly Fee	Undiscounted ADI w/ AT&T Managed Router Monthly Fee	
2 Mbps	\$400.00	\$421.00	\$635.00	\$260.00	\$388.00	\$355.00
4 Mbps	\$400.00	\$421.00	\$635.00	\$262.00	\$390.00	\$325.00
5 Mbps	\$400.00	\$421.00	\$635.00	\$263.00	\$391.00	\$270.00
8 Mbps	\$400.00	\$421.00	\$635.00	\$266.00	\$394.00	\$235.00
10 Mbps	\$400.00	\$421.00	\$635.00	\$268.00	\$396.00	\$198.00
20 Mbps	\$420.00	\$449.00	\$758.00	\$449.00	\$577.00	\$144.25
50 Mbps	\$524.00	\$572.00	\$968.00	\$813.00	\$955.00	\$95.50
100 Mbps	\$604.00	\$651.00	\$1280.00	\$1,400.00	\$1,555.00	\$77.75
150 Mbps	\$610.00	\$677.00	\$1,412.00	\$1,800.00	\$1,965.00	\$65.50
250 Mbps	\$900.00	\$900.00	\$1,667.00	\$2,150.00	\$2,240.00	\$44.80
400 Mbps	\$1,100.00	\$1,100.00	\$2,201.00	\$2,700.00	\$3,380.00	\$42.25
500 Mbps	\$1,100.00	\$1,100.00	\$2,239.00	\$3,500.00	\$4,325.00	\$43.25
600 Mbps	\$1,100.00	\$1,100.00	\$2,807.00	\$4,096.00	\$4,840.00	\$40.33
1000 Mbps	\$1,300.00	\$1,300.00	\$3,184.00	\$4,505.00	\$5,620.00	\$28.10
<b>Discount:</b>				<b>44%</b>	<b>44%</b>	<b>44%</b>

**Table 4: Flexible Bandwidth Billing Option – Ethernet (2 Gbps to 10 Gbps) – Group 1, 2, 3, and 4**

Available bandwidth levels are subject to qualification at time of each order and may vary for ADI ports/access ordered with or without the ADI on Demand option.

Bandwidth	10 Gbps Discounted Ethernet Access Monthly Fee Group 1	10 Gbps Discounted Ethernet Access Monthly Fee Group 2	10 Gbps Discounted Ethernet Access Monthly Fee Group 3	10 Gbps Discounted Ethernet Access Monthly Fee Group 4	Minimum Bandwidth Commitment		Undiscounted Incremental Usage Fee Per Mbps
					Undiscounted ADI w/ Customer Router Monthly Fee	Undiscounted ADI w/ AT&T Managed Router Monthly Fee	
2 Gbps	\$4,000.00	\$6,397.00	\$10,151.44	NA	\$9,091.00	\$12,276.00	\$30.69
3 Gbps	\$4,000.00	\$6,397.00	\$10,151.44	NA	\$13,309.00	\$17,981.00	\$29.97
4 Gbps	\$4,000.00	\$6,397.00	\$10,151.44	NA	\$16,015.00	\$21,591.00	\$26.99
5 Gbps	\$4,000.00	\$6,397.00	\$10,151.44	NA	\$18,196.00	\$24,553.00	\$24.55
6 Gbps	\$4,000.00	\$6,397.00	\$10,151.44	NA	\$21,309.00	\$28,768.00	\$23.97
7 Gbps	\$4,000.00	\$6,397.00	\$10,151.44	NA	\$24,218.00	\$32,727.00	\$23.38
8 Gbps	\$4,000.00	\$6,397.00	\$10,151.44	NA	\$26,953.00	\$36,387.00	\$22.74
9 Gbps	\$4,000.00	\$6,397.00	\$10,151.44	NA	\$28,931.00	\$39,069.00	\$21.71
10 Gbps	\$4,000.00	\$6,397.00	\$10,151.44	NA	\$30,909.00	\$41,716.00	\$20.86

AT&T and Customer Confidential Information

Page 3 of 6

**AT&T DEDICATED INTERNET  
PRICING SCHEDULE**

Bandwidth	10 Gbps Discounted Ethernet Access Monthly Fee Group 1	10 Gbps Discounted Ethernet Access Monthly Fee Group 2	10 Gbps Discounted Ethernet Access Monthly Fee Group 3	10 Gbps Discounted Ethernet Access Monthly Fee Group 4	Minimum Bandwidth Commitment		Undiscounted Incremental Usage Fee Per Mbps
					Undiscounted ADI w/ Customer Router Monthly Fee	Undiscounted ADI w/ AT&T Managed Router Monthly Fee	
<b>Discount:</b>					<b>44%</b>	<b>44%</b>	<b>44%</b>

**Table 5: Flat Rate and Usage Based Billing Option – Ethernet (20 Gbps to 100 Gbps) – Group 1 and 4**

Available bandwidth levels are subject to qualification at time of each order and may vary for ADI ports/access ordered with or without the ADI on Demand option.

Bandwidth	Ethernet Access Speed	Discounted Ethernet Access Monthly Fee Group 1	Discounted Ethernet Access Monthly Fee Group 4	Minimum Bandwidth Commitment		Undiscounted Incremental Usage Fee Per Mbps
				Undiscounted ADI w/ Customer Router Monthly Fee	Undiscounted ADI w/ AT&T Managed Router Monthly Fee	
20 Gbps	40 Gbps	\$20,103.65	NA	\$39,766.00	\$49,999.00	\$2.00
30 Gbps	40 Gbps	\$20,103.65	NA	\$49,237.00	\$67,242.00	\$2.00
40 Gbps	40 Gbps	\$20,103.65	NA	\$62,871.00	\$84,485.00	\$2.00
70 Gbps	100 Gbps	\$31,043.55	NA	\$84,800.00	\$112,799.00	\$1.35
100 Gbps	100 Gbps	\$31,043.55	NA	\$104,174.00	\$136,595.00	\$1.35
<b>Discount:</b>				<b>44%</b>	<b>44%</b>	<b>44%</b>

**Table 6: Class Of Service Option - Flexible Bandwidth Billing Option - Monthly Fees**

The Class of Service option is not available for ADI ports/access ordered with the ADI on Demand option.

**Discount: 100%**

Speed	Undiscounted ADI w/ or w/o Managed Router Monthly Service Fee*
9.01 to 10.0 Mbps	\$825.00
15.01 - 20.0 Mbps	\$1,325.00
45.01 – 155 Mbps	\$5,000.00
200 - 250 Mbps	\$5,400.00

\*Applies to ADI Express Only and Charges waived for Sites with AT&T BVoIP Service

**Table 7: Class Of Service Option - Installation Fees**

**Discount: 100%**

<b>Class of Service Undiscounted Installation Fee*</b>	\$1,000.00
--	------------

\*Charges waived for Sites with AT&T BVoIP Service

**Section III: Additional Service Fees**

<b>Moving Fee (during hours)</b>	\$1,000 per location
<b>Additional Moving Fee (outside standard operating hours – 8:00 a.m. to 5:00 p.m. Monday through Friday)</b>	Additional \$500.00 per location

**Section IV: AT&T Business in a Box®**

AT&T Business in a Box® is not available for ADI ports/access ordered with the ADI on Demand option.

**Discount: 100.00%**

**AT&T and Customer Confidential Information**

Page 4 of 6

### AT&T DEDICATED INTERNET PRICING SCHEDULE

Option	Undiscounted Monthly Fee*
Base Unit NextGen	\$75.00
Base Unit 12 Port	\$75.00
8 Port Analog Module Add-On	\$40.00

\* Pricing also applies to Service locations in Alaska

**Discount: 0%**

Per Site / Per Occurrence during Standard Business Hours (Monday- Friday, 8:00 am- 5:00 pm, local time)	Undiscounted Service Charge List Price*
Move, Addition, Change to Service	\$260.00
Delete Service	\$500.00

\* Pricing also applies to Service locations in Alaska

#### Class Of Service Option - when ordered with AT&T BVoIP Services only

**Discount: 100%**

<b>Class of Service Undiscounted Monthly Service Fee</b>	<b>\$225*</b>
--	---------------

\*Pricing also applies to Service locations in Alaska

#### Section V: AT&T Cloud Web Security

No discounts apply

<b>AT&amp;T Cloud Web Security Service per port (10 users) Rate</b>	<b>\$30.00</b>
---	----------------

#### Section VI: AT&T Business Wi-Fi (ABW)

No discounts apply

<b>AT&amp;T Business Wi-Fi (ABW) per AP per month Rate</b>	<b>\$30.00</b>
--	----------------

#### Section VII: AT&T Distributed Denial of Service – Reactive Service

No discounts apply

Service Component (Service Level)	Monthly Recurring Charge Per Circuit
Reactive service supporting from 10Mbps up to but not including 100Mbps circuit	\$98.00
Reactive service supporting from 100Mbps up to 1Gbps circuit	\$301.00

#### Section VIII: AT&T Distributed Denial of Service – Mitigation Usage Charges

No discounts apply

Service Component	Usage Charge per Occurrence
Mitigation	\$497.00

#### Section IX: AT&T Premises Based Firewall Service – Small Business – Fortinet

No discounts apply

Service Component	Monthly Recurring Charge Per Seat
AT&T Premises-Based Firewall - Small Business - Essential	\$198.00
AT&T Premises-Based Firewall - Small Business - Standard	\$330.00

#### Section X: AT&T Collaborate

##### Table 1: AT&T Collaborate System License Fee

No Discounts apply

AT&T Collaborate Feature Name	Monthly Recurring Charge
-------------------------------	--------------------------

AT&T and Customer Confidential Information

Page 5 of 6

**AT&T DEDICATED INTERNET  
PRICING SCHEDULE**

	<b>Per Seat</b>
Basic Voice Seat	\$22.00
Enhanced Voice Feature Bundle	\$5.00
Unified Communication Bundle	\$8.00
Shared Workspace Bundle	\$8.00
	<b>Per Unit</b>
Contact Center Bundle (2 Supervisors and 10 Agents)	\$518.00
Auto Attendant	\$19.00
Receptionist Web Console	\$26.00
Pre-alerting Announcement	\$8.00
Contact Center Agent with Web Clients*	\$49.00
Contact Center Supervisor with Web Clients*	\$64.00
*Contact Center Agent with Web Clients and Contact Center Supervisor with Web Clients are add-on features. Customer must purchase Contact Center Bundle to purchase these features.	

**Table 2: AT&T Collaborate Equipment Fee**

No discounts apply

<b>Type of Equipment</b>	<b>Non-Recurring Charges Per Device</b>
EdgeMarc 3700 Intelligent Edge	\$195.00
Adtran NetVanta 1234 24-port	\$345.00
Adtran NetVanta 1238P 48-port	\$943.00
Polycom SoundStation IP 6000	\$669.00
Polycom SoundStation IP 7000	\$942.00
Polycom VVX 300	\$136.00
Polycom VVX 301	\$136.00
Polycom VVX 310	\$143.00
Polycom VVX 311	\$143.00
Polycom VVX 400	\$188.00
Polycom VVX 401	\$188.00
Polycom VVX 410	\$195.00
Polycom VVX 411	\$195.00
Polycom VVX 500	\$266.00
Polycom VVX 501	\$266.00
Polycom VVX 600	\$331.00
Polycom VVX 601	\$331.00
Polycom VVX Camera. For use with the VVX 500 and VVX 600	\$143.00
Polycom VVX Color Exp Module for VVX 300, 310, 400, 410, 500 and 600	\$253.50
Polycom RealPresence Trio 8800 IP conf. phone w built-in Wi-Fi	\$1,040.00
Yealink-W56P (Cordless)	\$130.00
Yealink-W56H (Cordless)	\$84.00
Yealink-T40P (Entry level)	\$97.00
Yealink-T46G (Mid-level)	\$182.00
Yealink EXP40 (Expansion accessory)	\$110.00

**Table 3: AT&T Collaborate Installation Fee**

No discounts apply

<b>Non-Recurring Billing Element</b>	<b>Non-Recurring Charge Per Device</b>
Equipment Installation and Shipping	\$151.00

**AT&T and Customer Confidential Information**

Page 6 of 6

ROME ID 1-98N7UX2  
(MA XI or Higher)  
no\_pcs\_processing

PS ADI\_Express\_PS\_00R\_HS\_7162018  
Rate ID: ADIx-102317-44%