



Port St. Lucie Police Department

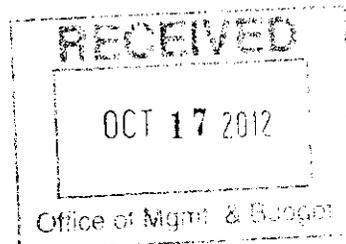
memorandum

TO : David Pollard
Office of Management and Budget

FROM : John A. Bolduc *JAB*
Chief of Police

DATE : October 15, 2012

SUBJECT : Aircard Services & Smart Phones savings



Air Cards:

Currently, we are paying \$42.99 for unlimited government data per aircard with the WSCA 2 pricing. With WSCA 3 pricing, we could either move to the new unlimited data pricing of \$39.99 (saving \$3.00 per device) or I believe, based on current usage patterns, move to the new 5GB pooled data plan for \$36.00 per device (saving \$6.99 per device). Based on a final aircard count of approximately 220, this would total a monthly savings of \$1,537.80 or \$18,453.60 per year.

I recommend that we switch to the WSCA 3 pricing as soon as possible. By taking advantage of the options I have listed above, we have to potential to save \$25,740 annually (not including the standard discount increase & the accessory discount increase). The standard balance of line discount of 22% moves to 25% and the accessory discount also improves from 25% to 30%. The equipment is already in place. We would need the appropriate departments to review the attached contract for approval.

We do not have the option to accessory discounts available under the current WSCA 2 plan. In addition, should we need to change the plan, we can do so at anytime. After analyzing our current usage, the 5GB pooled plan should be more than sufficient for our needs.

Smart phones:

Currently, we utilize 13 iPhones users with 600 pooled anytime minutes each, 4GB data and unlimited text messaging. Cost is running about \$1,405.82 per month for those users. By moving to WSCA 3 we can keep the users on the same 600 minute plan, unlimited data and unlimited

WSCA 3 pricing
October 15, 2012
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text messaging for about \$798.59 for a savings of \$607.23 per month or about \$7,286.76 per year.

Upon acceptance of this information, please forward to City Manager Gregory Oravec for his approval to be placed on Council's agenda for October 22, 2012.

JAB/jk

c: Assistant Chief William Vega
Assistant Chief Richard Del Toro

**PARTICIPATING ADDENDUM
UNDER THE
WESTERN STATES CONTRACTING ALLIANCE
WIRELESS COMMUNICATION SERVICES AND EQUIPMENT
BID NUMBER RFP: #1907**

PARTICIPANT: CITY OF PORT ST LUCIE

This Participating Addendum (the "PA") is made this _____ day of _____, 2012 (the "PA Effective Date"), between City of Port St Lucie ("Participant"), and AT&T Mobility National Accounts LLC ("Contractor") (Participant and Contractor are, at times, referred to individually as a "Party" or together as the "Parties").

Section 1. Recitals.

1.1 Contractor and the State of Nevada, acting through its Department of Administration, Purchasing Division, and the participating members of the Western States Contracting Alliance ("WSCA"), and the NASPO Cooperative, are parties to that certain WSCA contract #1907, dated March 15, 2012 (the "Contract" or "Master Service Agreement").

1.2 Participant wants to participate in the Contract pursuant to the terms and conditions of the PA.

Section 2. Agreement. In consideration of the recitals set forth in §1 above, which are hereby restated and agreed to by the Parties, and for valuable consideration, the receipt and sufficiency of which is hereby acknowledged by the Parties, Participant and Contractor hereby agree to the terms and conditions of the PA (the Contract and the PA, together with all valid purchase orders submitted to Contractor by Participating Entity, collectively, the "Agreement"). Unless otherwise defined, capitalized terms in the PA have the meanings ascribed to them in the Contract.

Section 3. Authorized Participating Entities. Participant hereby designates City of Port St Lucie as the only authorized Participating Entity(ies) under the Agreement.

Section 4. Purchase Orders. Participating Entity(ies) must issue purchase orders hereunder that reference both Master Service Agreement #1907 and the PA. Upon issuance of any such valid purchase order, Participating Entity will be bound by the terms and conditions of the Agreement including, without limitation, the obligation to pay Contractor for Service, Equipment, and related products provided. Notwithstanding the foregoing, any purchase order submitted that does not properly reference the Contract number and/or the PA may be accepted, at Contractor's sole discretion, if Contractor can reasonably ascertain that such purchase order was properly authorized and intended for use with the PA. In such instances, the corresponding purchase order will be similarly valid and binding. Except as expressly provided in the Agreement, terms and conditions inconsistent with, contrary or in addition to the terms and conditions of the Agreement will not be added to or incorporated into the Agreement by any purchase order; and any such attempts to add or incorporate such terms and conditions are hereby rejected. The terms and conditions of the Agreement will prevail and govern in the case of any such inconsistent or additional terms.

Section 5. Primary Contacts.

Participant:

Name: Cheryl Shanaberger
Title: Deputy Director
Address: 121 SW Port St. Lucie Blvd
Port St. Lucie, FL 34984
Telephone: 772-871-5223
Fax Number: 772-871-7337
E-Mail: cheryls@cityofpsl.com

Lead State:

Name: Teri Smith
Title: Purchasing Officer
Address: 515 E. Musser St., Suite 300
Carson City, NV 89701
Telephone: 775-684-0178
Fax Number: 775-684-0188
E-Mail: tlsmith@admin.nv.gov

Contractor Account Team:

Name: Michael Harbaugh
Title: Account Manager
Address: 5201 Congress Ave
Boca Raton, FL 33487
Telephone: 561 866 3996
Fax Number: 866 679 0316
E-Mail: michael.harbaugh@att.com

Contractor Main:

Name: Twila Lively
Title: Manager, Sales Operations
Address: 2600 Camino Road
San Ramon, CA 94583
Telephone: (925) 487-9945
Fax Number: (510) 261-2155
E-Mail: twilalively@att.com

Section 6. Authority. By signing below, the corresponding Party's representative represents that he or she is duly authorized by Contractor or Participant, as applicable, to execute the PA on behalf of the respective Party, and that the Contractor and Participant agree to be bound by the provisions hereof. In addition, Participant represents that it has received the requisite approvals from the applicable Chief Procurement Official and WSCA to participate in the Agreement.

Section 7. Miscellaneous.

7.1 American Recovery and Reinvestment Act of 2009 ("ARRA"). Each Participating Entity is responsible for informing Contractor in writing prior to ARRA funds being used for a purchase or purchases under the Contract. If and when Contractor is so notified, Contractor will comply with the data element and reporting obligations (as currently defined in Federal Register Vol 74 #61, Pages 14824-14829, or subsequent changes or modifications to these requirements as published by the Federal OMB) that are legally required of vendors as providers of goods and services to recipients or sub-recipients of ARRA funds. Contractor will provide the required report, if any, to the Participating Entity with an invoice presented for payment. With respect to ARRA and the Agreement, Contractor is not a sub-contractor, recipient, sub-recipient or sub-grantee, but simply a vendor, as defined in the OMB guidelines. Contractor assumes no responsibilities under ARRA beyond those required of a vendor.

7.2 Employee Benefit Program. Participating Entity(ies) may participate with Contractor in efforts to obtain eligible Employees' participation in the Employee Benefit Program.

Section 8. Notice of Administration Fees. All Participating Entities are hereby on notice of the following charges being paid by Contractor under the Contract.

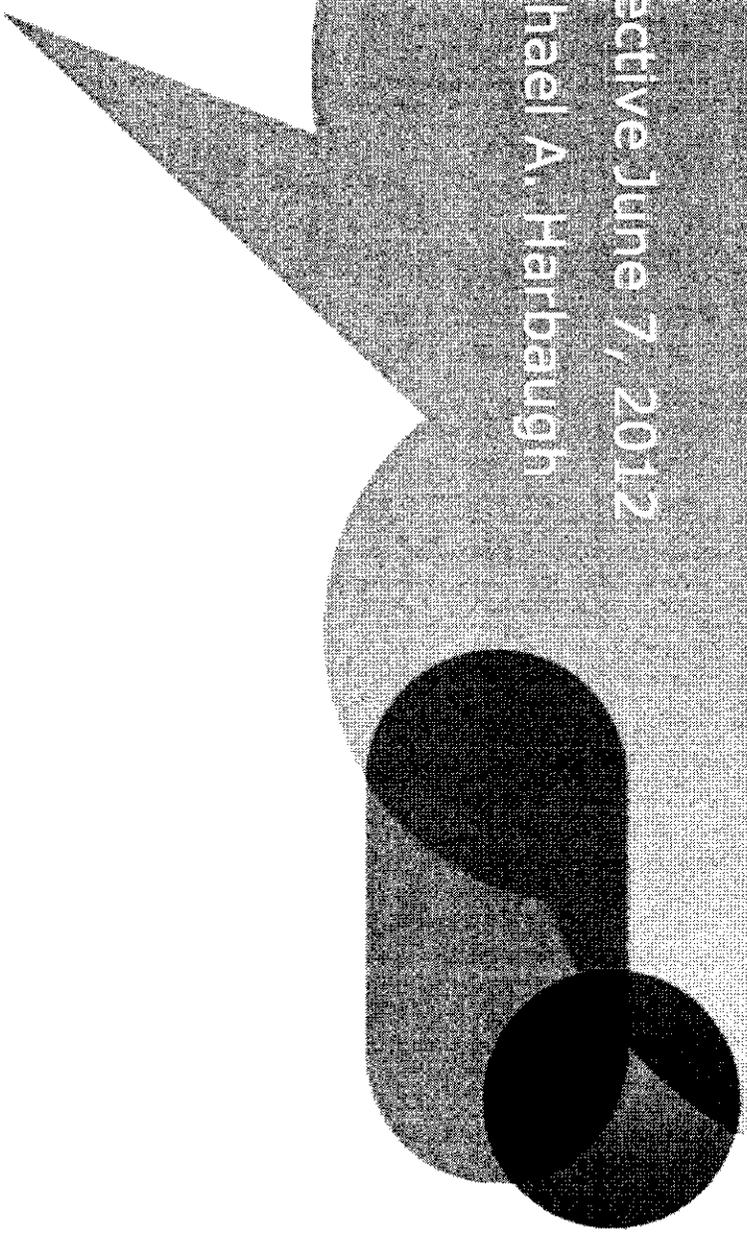
- **WSCA Fees.** Contractor is being charged a WSCA Administration Fee of 1/10th of 1% (one-tenth of one percent) of the Total Wireless Spend, pursuant to the schedule of payments set forth in the Contract.



AT&T Mobility 1907 WSCA Contract Highlights

Effective June 7, 2012

Michael A. Harbaugh



Contract Comparisons

Master Contract Expires 11/1/2016 plus 2 one-year extensions

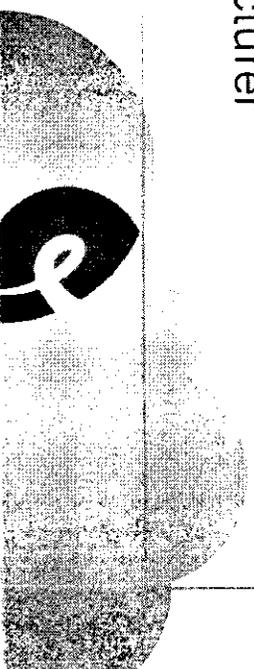
WSCA 2 (CRU)

WSCA 3 (CRU)



- 22% CRU Discount
- 50% Equipment Discount for eligible equipment
- 25% Accessory Discount for eligible accessories
- Upgrade Fee \$18 (waived in FL)
- Activation Fee Waived
- Cancellation Fee Waived
- Standard Shipping Fee Waived
- 30-day Return – Full Credit
- Restocking Fee if Charged by Manufacturer

- **25% CRU Discount**
- 50% Equipment Discount for eligible equipment
- **30% Accessory Discount** on eligible accessories
- **Upgrade Fee Waived**
- Activation Fee Waived
- Cancellation Fee Waived
- Standard Shipping Fee Waived
- 30-day Return – Full Credit
- Restocking Fee if Charged by Manufacturer



MSCA Offer Details + FL Offer Info



Smartphone Bundles: (voice/unlimited text/unlimited data)

- 300 Government Pooling Bundle Plan \$48.75
- 400 Government Pooling Bundle Plan \$50.97
- 600 Government Pooling Bundle Plan \$61.43
- 1000 Government Pooling Bundle Plan \$73.13
- Unlimited Voice/data/text Bundle Plan \$84.00

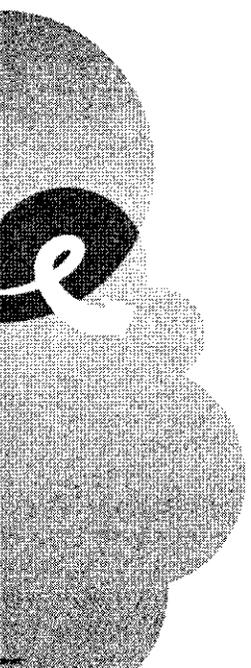
Florida Specific Offers:

- National Flat Rate: \$0.00 Service Charge; \$0.06 per minute
- Unlimited Nation Voice: \$54.00
- Smartphone Data Add-On: \$25.00 (with \$39.99 voice plan)
- Discount Text Messaging: \$2 for 200/\$5 for Unlimited
- DataConnect-Aircards: \$39.99 Unlimited/\$36.00 5GB Pooled

Florida Specific Offers:

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Contract Comparisons



WSCA 2 (IRU)

- 15% IRU Discount
- Equipment Discount for eligible equipment with two-year commitment
- Upgrade Fee
- 30 day return –full credit
- Restocking fee if required by manufacturer
- Activation Fee
- Standard Shipping Fee Waived
- Early Termination Fee - applicable

WSCA 3 (IRU)

- 17% IRU Discount
- Equipment Discount for eligible equipment with two-year commitment
- Upgrade Fee waived
- 30 day return –full credit
- Restocking fee if required by manufacturer
- **Specific Devices Free – thru 3/15/2013**
- **Activation Credits – thru 3/15/2013**
- Activation Fee waived
- Standard Shipping Fee waived
- Early Termination Fee - **applicable**



Offer Details

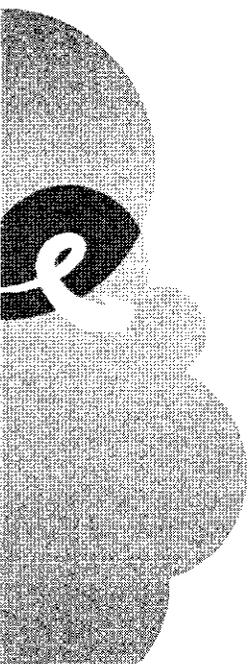


IRU Activation Credit up to \$75.00 until 03/15/2013

- \$25 - Voice Plan \$39.99 or greater with Data Plan \$25.00 or greater
- \$50 - Voice Plan with Data Plan \$25.00 or greater and \$9.99 Family Add-a-Line Plan

IRU Free Phone Models until 03/15/2013

- Blackberry Curve/Bravo/9700, or equivalent replacement
- Nokia 6350/Breeze II/A777 Red, or equivalent replacement

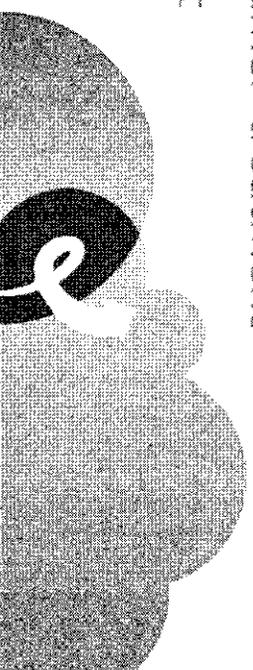


Offer Details



Upgrade Tenure

- CRU upgrade > 12 months
 - Upgrade fee waived
 - BMG 2-year pricing less \$50
- CRU upgrade < 12 months
 - Upgrade fee waived
 - BMG 1-year pricing
- IRU upgrade > 20 months
 - Upgrade fee waived
 - Equipment price based on contract commitment
- IRU upgrade < 20 months
 - Upgrade fee waived; Otherwise, standard consumer treatment
 - Equipment price based on contract commitment



List of WSCA Approved AMA



- AT&T Mobile Enterprise Applications Platform
- AT&T Remote Mobility Zone (Plans Only)
- Actsoft from AT&T
- AT&T Campus Guide
- AT&T Global Smart Messaging Suite
- Good for Enterprise from AT&T
- AT&T Encrypted Mobile Voice
- AT&T Location Information Service
- AT&T Messaging Toolkit
- MobileIron VSP from AT&T
- NetMotion Wireless from AT&T
- AT&T Office@/hand
- ProntoForms from AT&T
- Professional Services from AT&T Mobility Solutions Services

- Pyxis Mobile from AT&T
- Office Reach
- Quadrant from AT&T
- Rave Campus Messenger from AT&T
- Rave Guardian from AT&T
- TeleNav Asset Tracker from AT&T T700
- TeleNav Vehicle Tracker from AT&T T700
- TeleNav Vehicle Tracker from AT&T AT4200
- TeleNav Vehicle Tracker from AT&T AT5000
- TotalMobile from AT&T
- AT&T Video Capture
- XORA GPS Locator from AT&T
- XORA GPS TimeTrack from AT&T



Next Steps



Individual Entity Participation Agreement Process

- Review and sign copy of WSCA Participation Agreement, return to Account Team
- Signed agreement will be countersigned and sent to customer or Account Team
- Agreement will be built in ROME (AT&T CRM Tool)
- Account team notified that the agreement has been built
- Account Manager submits FAN move or created-new FAN request to GEM Mailbox
- Profiles completes FAN requests and notifies requestors

ALL FANS MUST HAVE AN ACTIVE PREMIER SITE

- Once FAN's have been updated new discounts & offers will be in effect
- Customer review existing users for new offer optimization

