



Kenton County School District | It's about ALL kids.

# Issue Paper

**DATE:**

09/12/2022

**AGENDA ITEM (ACTION ITEM):**

Consider/Approve the proposal from GoTo Technologies for a new centralized cloud based telephone/voice mail system for 11 schools including JA Caywood Elementary, Kenton Elementary, River Ridge Elementary, Ryland Heights Elementary, Taylor Mill Elementary, White's Tower Elementary, Summit View Academics, Turkey Foot Middle, Twenhofel Middle, Dixie Heights High, and Simon Kenton High. The handsets shall be purchased, and the telephone service shall be on a fixed rate 60 month service agreement.

**APPLICABLE BOARD POLICY:**

Fiscal Management 04.32 AP.1

**HISTORY/BACKGROUND:**

The locations listed above have Avaya Merlin Magix telephone systems that were either installed new during the 2002 school year, or were purchased used and installed several years later. Quotes were solicited from both Cincinnati Bell Technology Solutions (CBTS) and GoTo Technologies for a replacement system(s) for all buildings listed. The new GoTo system shall be cloud based, connecting telephone service through our district fiber internet connection. Being a cloud based system allows the district to not own or house on premise telephone equipment except for the telephone handsets and an intercom bridge to interconnect the telephones to each building intercom system. The new systems shall also be fully compliant with FCC Regulation 47 C.F.R. Part 9, Subpart F requiring that new systems installed after February 16, 2020 have a direct 911 call connection (no dialing 9 for outside lines required). Under the FCC Regulation 506 the Baum's Act – in addition to the building address being provided to first responders the room number of where the phone that made the 911 call is also provided. All software updates are included, and GoTo utilizes a level of redundancy through an Amazon Web Services (AWS) Data Warehouse. This purchase complies with KRS 45A.300 Cooperative Purchasing utilizing the GoTo Technologies awarded contract # 191003 through the TIPS (The Interlocal Purchasing System) Cooperative.

**FISCAL/BUDGETARY IMPACT:**

The one-time cost for the telephone handsets and eleven paging adapters is \$37,844.28 to be paid out of the Capital Outlay Fund. The monthly recurring telephone service fee is \$6,441.68/month for a 60-month service term to be paid out of the General Fund. The additional cost impact to the General Fund over the term is as follows:

Year 1	Year 2	Year 3	Year 4	Year 5	5-Year Total
\$10,572.48	\$49,222.56	\$49,222.56	\$49,222.56	\$49,222.56	\$207,462.72

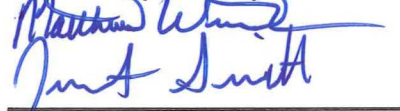
(See Included Spreadsheet for details)

**RECOMMENDATION:**

Approval to accept the proposal from GoTo Technologies for a new centralized cloud based telephone/voice mail system for 11 schools including JA Caywood Elementary, Kenton Elementary, River Ridge Elementary, Ryland Heights Elementary, Taylor Mill Elementary, White's Tower Elementary, Summit View Academies, Turkey Foot Middle, Twenhofel Middle, Dixie Heights High, and Simon Kenton High. The handsets shall be purchased, and the telephone service shall be on a fixed rate 60 month service agreement.

**CONTACT PERSON:**

David Lloyd/Jenny Smith/Matthew Winkler



Principal/Administrator



District Administrator



Superintendent

*Use this form to submit your request to the Superintendent for items to be added to the Board Meeting Agenda.*

*Principal –complete, print, sign and send to your Director. Director –if approved, sign and put in the Superintendent's mailbox.*

**Kenton County Board of Education**

Board Members: Carl Wicklund, Chairperson Karen L. Collins, Vice Chairperson Carla Egan Shannon Herold Jessica Jehn  
"The Kenton County Board of Education provides *Equal Education & Employment Opportunities*."

# THE KENTON COUNTY SCHOOL DISTRICT

## TELEPHONE PURCHASE CASH-FLOW ANALYSIS

### TELEPHONE ACCESS LINE COSTS

Locations / Monthly Expenses	Current Copper Telephone Line Expense	Proposed Copper Telephone Line Expense
JA Caywood Elementary	320.16	112.50
Kenton Elementary	268.68	112.50
River Ridge Elementary	412.27	150.00
Ryland Heights Elementary	241.81	112.50
Taylor Mill Elementary	229.71	112.50
White's Tower Elementary	229.71	75.00
Summit View Campus	478.36	150.00
Turkey Foot Middle	466.69	112.50
Twenhofel Middle	166.42	75.00
Dixie Heights High	437.04	150.00
Simon Kenton High	476.45	225.00
<b>Total Monthly</b>	<b>3,727.30</b>	<b>1,387.50</b>
<b>Total Annual</b>	<b>44,727.60</b>	<b>16,650.00</b>

*Note: Proposed monthly Copper Telephone Line Expense is estimated at \$37.50/line/month est.*

**Proposed Copper Trunk Annual Savings** 28,077.60

Description	Year 1	Year 2	Year 3	Year 4	Year 5	5-Year Total
<b>GoTo - Purchase (Handsets and Intercom Bridge)</b>						
Equipment Purchase (36 Month Warranty)	37,844.28					37,844.28
Monthly Recurring Charges	38,650.08	77,300.16	77,300.16	77,300.16	77,300.16	347,850.72
<b>GoTo Sub-Total</b>	<b>76,494.36</b>	<b>77,300.16</b>	<b>77,300.16</b>	<b>77,300.16</b>	<b>77,300.16</b>	<b>385,695.00</b>
Copper (Savings)	28,077.60	28,077.60	28,077.60	28,077.60	28,077.60	140,388.00
<b>GoTo Total - General Fund Impact</b>	<b>10,572.48</b>	<b>49,222.56</b>	<b>49,222.56</b>	<b>49,222.56</b>	<b>49,222.56</b>	<b>207,462.72</b>
<b>GoTo Total - Capital Outlay Impact</b>	<b>37,844.28</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>37,844.28</b>
<b>GoTo Cash Flow Change</b>	<b>48,416.76</b>	<b>49,222.56</b>	<b>49,222.56</b>	<b>49,222.56</b>	<b>49,222.56</b>	<b>245,307.00</b>

**GoTo Technologies Cash-Flow Change 5-Year NPV (Assume a 2.5% interest rate)**

227,893.43

# THE KENTON COUNTY SCHOOL DISTRICT

## TELEPHONE PURCHASE CASH-FLOW ANALYSIS

Description	Year 1	Year 2	Year 3	Year 4	Year 5	5-Year Total
<b>CBTS - Purchase (On Premise System)</b>						
Equipment Hardware and Software	157,555.53					157,555.53
IPOSS - 3 Year	12,907.84			4,302.61	4,302.61	21,513.07
Install	50,142.16					50,142.16
Maintenance - 3 Year	45,250.90			15,083.63	15,083.63	75,418.17
E911 (Estimate)	21,339.24	14,907.17	14,907.17	14,907.17	14,907.17	80,967.91
SIP Trunk - Additional Estimate	33,600.00	33,600.00	33,600.00	33,600.00	33,600.00	168,000.00
<b>CBTS Equipment w/Maint &amp; Lines Sub-Total</b>	<b>320,795.67</b>	<b>48,507.17</b>	<b>48,507.17</b>	<b>67,893.41</b>	<b>67,893.41</b>	<b>553,596.84</b>
Copper (Savings)	28,077.60	28,077.60	28,077.60	28,077.60	28,077.60	140,388.00
<b>CBTS Total - General Fund Impact</b>	<b>5,522.40</b>	<b>20,429.57</b>	<b>20,429.57</b>	<b>39,815.81</b>	<b>39,815.81</b>	<b>126,013.16</b>
<b>CBTS Total - Capital Outlay Impact</b>	<b>287,195.67</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>287,195.67</b>
<b>CBTS Cash Flow Change</b>	<b>292,718.07</b>	<b>20,429.57</b>	<b>20,429.57</b>	<b>39,815.81</b>	<b>39,815.81</b>	<b>413,208.84</b>
<b>CBTS Cash-Flow Change 5-Year NPV (Assume a 2.5% interest rate)</b>						<b>395,257.19</b>

### CASH-FLOW ANALYSIS

	Year 1	Year 2	Year 3	Year 4	Year 5	5-Year Total
GoTo vs CBTS Gen Fund Cash-Flow Difference	5,050.08	28,792.99	28,792.99	9,406.75	9,406.75	81,449.56
GoTo vs CBTS Capital Outlay Cash-Flow Diff.	-249,351.39	0.00	0.00	0.00	0.00	-249,351.39
GoTo vs CBTS Total Cash-Flow Difference	-244,301.31	28,792.99	28,792.99	9,406.75	9,406.75	-167,901.84

**Explanation:** The Goto Technologies proposal has a higher (\$81,449.56) 5-Year General Fund Expense when compared to the CBTS proposal.  
The Goto Technologies proposal has a lower (249,351.39) 5-Year Capital Outlay Expense when compared to the CBTS proposal.  
Overall the The Goto Technologies proposal has a lower (\$167,901.81) 5-Year Expense when compared to the CBTS proposal.



**ORDER FORM**

GoTo Technologies USA, Inc.  
333 Summer Street  
Boston, MA 02210

**CONTACT INFORMATION.**

<b>Customer:</b> Kenton County School District- GTC <b>Address:</b> 1055 Eaton Dr, Ft Wright, KY US, 41017-9655  <b>Main Contact:</b> Matt Winker <b>Email:</b> matthew.winkler@kenton.kyschools.us <b>Phone:</b> +18593448888 <b>VAT/TVA/ABN Number:</b>	<b>GoTo Representative:</b>  <b>Name:</b> Casey Rogers <b>Email:</b> casey.rogers@goto.com <b>Phone:</b> (781) 733-8076 <b>Fax:</b>  <b>QUOTE OR OID #:</b> Q-614277 <b>UID #:</b> <b>Opp ID #:</b> 2109246022785  <b>Quote Date:</b> 08-26-2022  <b>Quote Expiration Date:</b> 09-30-2022
---	---

**BILLING INFORMATION.**

<b>Payment Method:</b> Invoice
--------------------------------

**AGREEMENT.**

EXCEPT AS EXPRESSLY SET FORTH HEREIN, BY SIGNING AND RETURNING THIS ORDER TO GOTO, YOU CONFIRM THIS IS AN ORDER FOR THE GOTO SERVICE(S) LISTED HEREIN AND AGREE TO THE <a href="https://www.goto.com/company/legal/terms-and-conditions">TERMS OF SERVICE https://www.goto.com/company/legal/terms-and-conditions</a> WHICH APPLY TO YOUR CONTINUED USE OF ALL SERVICES AND SHALL PREVAIL OVER ANY TERMS OTHERWISE REFERENCED IN A PURCHASE ORDER.
--

<b>Supplemental Terms:</b> Notwithstanding anything to the contrary in the Agreement, the following supplemental Terms apply: <ul style="list-style-type: none"><li>The terms and conditions of <i>The Interlocal Purchasing System (TIPS) CONTRACT: 191003 ELECTRONICS AND APPLIANCES, GOODS AND SERVICES January 6, 2020 to January 31, 2023 EDGAR COMPLIANCE:</i> Yes apply to your purchases in this Order and supersede our standard terms referenced above.</li></ul>
---

**Purchase Order Process:**

If the order is in excess of 50K USD, or this order's currency equivalent, GoTo requires a PO with the executed order in the name of the contracting entity noted above. Please complete:

**Require a PO?**

**Requires a PO, see below:**

Customer PO#:

PO Expiration Date (if applicable):

**SIGNATURES.** By signing below, the signatory represents it is legally authorized to enter into the Agreement and agrees to be bound to all terms contained in the Agreement.

<b>CUSTOMER:</b> Kenton County School District- GTC		If Billing Contact is different than above, please provide:  <b>Billing Address:</b>  <b>Billing/Invoicing Contact:</b> <b>Telephone:</b> <b>Email:</b>
Signature:		
Name:		
Title:	Customer Authorized Signatory	
Date:		

The dates shown are based on the date the quote was created by the rep and these dates will adjust based on the date the contract is signed

Service Start Date	08-12-2022	Billing Start Date	02-10-2023
Number of Free Months	6	First Invoice Date	03-01-2023
Contract End Date	08-31-2027		

**SERVICES & FEE SUMMARY.** Estimated taxes and fees are included where indicated below.

<b>TODAY'S TOTAL:</b>					
Name	Quantity	MSRP	Discount	GoTo Price	Total
Voice Number DID Port - Configuration Fee	932	USD 5.00	USD 5.00	USD 0.00	USD 0.00
Yealink T33G SIP phone PoE	869	USD 109.00	USD 80.87	USD 28.13	USD 24,444.97
Yealink T54W IP Phone PoE	23	USD 279.00	USD 140.98	USD 138.02	USD 3,174.46
Yealink W60 Package - Includes W56H Handset and W60B Base Station (W60P)	24	USD 189.00	USD 62.31	USD 126.69	USD 3,040.56
Yealink CP930WP Wireless DECT Conference Phone with Base	10	USD 699.00	USD 289.11	USD 409.89	USD 4,098.90
ALGO 8301 Paging Adapter for IP Enabling Analog Voice Paging Systems (TIPs)	11	USD 349.00	USD 68.51	USD 280.49	USD 3,085.39
Taxes and Fees:					USD 0.00
<b>TOTAL AMOUNT:</b>					<b>USD 37,844.28</b>

**MONTHLY TOTALS:**

[illegible]