



TOWNSHIP OF NORTH HURON

REPORT

Item No.

REPORT TO: Reeve Vincent and Members of Council
PREPARED BY: Richard Al, Clerk / Manager of IT
DATE: 07/05/2018
SUBJECT: Municipal Cell Phone Contract Renewal
ATTACHMENTS:

RECOMMENDATION:

THAT the Council of the Township of North Huron hereby receive the June 18, 2018 report of the Clerk/Manager of IT regarding renewal of the Municipal Cell Phone Contract, for information;

AND FURTHER, that Council authorizes an exception to Section 19.1 of the Procedural By-law to allow By-law No. 61-2018 to be passed at the June 18, 2018 Council Meeting.

EXECUTIVE SUMMARY

The purpose of this report is to inform Council regarding North Huron's current cell phone contract which is due for renewal as well as present a renewal agreement with Telus for a 3-year term.

DISCUSSION

In early 2015 after negotiating a cellular device plan with Telus, North Huron's cellular devices were migrated from Rogers Communications to Telus for a 3-year term. The offer from Telus included many extras not included in the Rogers plan, as well as device credits to offset the cost of new devices.

Since 2015, the Public Works department have added equipment tracking devices through the Fleet Complete system which operate under the Telus umbrella and are essentially recognized as cellular devices.

In early 2018, staff initiated contract renewal negotiations with Telus while simultaneously investigating other providers to ensure that North Huron was receiving the most appropriate plan in terms of features and pricing.

Plans with the major carriers were investigated and it was determined that the differences in price and features between carriers was negligible, however Telus included in their offer a slight reduction of the monthly rate associated with the Fleet Complete system for the Public Works department, a factor that tipped the scales in their favour.

Due to tight timelines in terms of placing the order for hardware, activating the lines and signing the agreement, staff are requesting that the by-law to authorize the signing of an agreement with Telus be passed at the June 18, 2018 meeting.

FINANCIAL IMPACT

An overview of the Telus renewal proposal can be found in the table below. Please note that due to some staffing changes the number of phones has been reduced.

Current Plan		New Plan	
17 x Smartphones	\$935.00	10 x Smartphones	\$500.00
9 x Voice only phones	\$225.00	8 x Voice only phones	\$200.00
3 x Smart hubs	\$30.00	3 x Smart hubs	\$30.00
14 x Fleet Trackers	\$540.00	14 x Fleet Trackers	\$490.00
TOTAL	\$1,730.00	TOTAL	\$1,220.00

In addition to a \$510.00 per month reduction in fees, Telus has offered approximately \$3,700.00 in renewal bonus credits.

As many of the current devices are aging and battery life is presenting issues, new devices will be purchased through the renewal. The cost associated with the purchase of new devices equates to approximately \$2,180.00. This cost will be payable to Telus when the new devices are activated however the \$3,700.00 in bonus credits will then be applied to monthly fees, providing for a duration of 'free service'.

FUTURE CONSIDERATIONS

The Telus proposal is for a 3 year term, after which staff will begin the investigation process again to ensure that the municipality is receiving the most appropriate plan and price.

RELATIONSHIP TO STRATEGIC PLAN

Goal #4 Our municipality is fiscally responsible and strives for operational excellence.



Richard Al, Clerk/Manager of IT



Dwayne Evans, CAO