

City of Ballwin

Memo

To: Robert Kuntz, City Administrator

From: Thomas H. Aiken, AICP, Assistant City Administrator / City Planner

Date: 9/17/14

Re: Extension of telephone land line service

Ballwin is presently under contract with Windstream to provide local land line and long distance telephone service, internet connectivity and directory listings. The 3 year contract is about to end. In investigating possible service providers in preparation of a rebid it was discovered that there are far fewer potential providers than there were 3 years ago. Many of the former providers of this service have merged or gone away, so the number of potential bidders is significantly reduced. As outlined in Paula Reed's attached memorandum, Windstream has proposed a 3 year extension of the same contract for \$248/month less than the current rate. Paula did a review of the rates that AT&T and XO would charge for this same service. The Windstream rate is less. Given the cost and staff time associated with bidding and the many difficulties that inevitably occur with a change to a new provider, as outlined in the last paragraph of Paula's memorandum, she is suggesting that Ballwin consider foregoing the bidding process and accept the 3 year extension to assure continuation of quality service. Given the fact that the cost is actually going down, and there are very few alternative providers of police quality services of the kind that Ballwin presently uses, I agree with Paula's recommendation.

