

OFFICE OF THE TREASURER  
BRANFORD, CONNECTICUT

Item #10

1019 MAIN STREET  
POST OFFICE BOX 150



(203) 315-0663  
FAX (203) 315-3736  
WWW.BRANFORD-CT.GOV

Date: October 18, 2023  
To: Joseph Mooney  
Board of Finance  
From: James Finch  
Finance Director  
Re: ARPA Appropriations

*Handwritten signature*  
BRANFORD TOWN CLERK

2023 OCT 20 A 10:31

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I am writing to supplement a request for funding from the Information Technology Director to purchase and install a phone system for the police department. The request is made in preparation for a possible relocation of police staff to the fire headquarters pending the approval of an appropriation to renovate the current police facility.

It is the administration's recommendation to allocate ARPA dollars for this project. As the board may recall, the ARPA dollars must be obligated by December 2024 and spent by December 2026. To date the town has allocated approximately 80% of the dollars available.

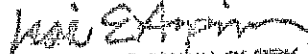
**ARPA Fund**

**Resolved:** The Board of Finance recommends to the RTM an increase in the cumulative ARPA fund appropriations from \$6,572,000 to \$6,602,000. This appropriation will be used to fund the purchase and installation of a new phone system for the police department

|                  |  |          |
|------------------|--|----------|
| Increase         |  |          |
| 260-90000-480296 | Fund Balance Transfer                  | \$30,000 |
|                  |  |          |
| Increase         |  |          |
| 260-41190-579150 | Technology Acquisitions (Phone System) | \$30,000 |

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2023 OCT 19 A 9:11

  
MAI STUPIN  
BRANFORD TOWN CLERK

October 19, 2023

From: Debi Mirto, Director of IT

To: Board of Finance

**Bid Waiver Request:**

The Director of IT is requesting approval to allocate ARPA funds and proceed with the installation of a new voIP phone system at the Branford Police Department with the vendor New England VOIP. In September 2021, the IT department was approved to allow New England VOIP to upgrade Town department phones (with the exception of Fire, Animal Shelter & Counseling Center who are still under contract with an older provider.) New England VOIP had the lowest pricing of three other competitive vendors and was the only vendor immediately available to do the install and upgrades in an incredibly quick time of 5 weeks, which was the time constraint our previous communications provider decided to give us before cutting off our service.

The upgrading of the Police department phones had been discussed as a near future IT project but due to the Police Building Renovation project that might occur in the upcoming months, the phone system should be upgraded before the building renovation occurs or the staff will not be able to move their phones with them into a temporary location.

Upgrading the Police department onto the New England VOIP network allows us to be on the same network which includes sharing resources, internal extension dialing, phone templates and programming compatibility between all Town department phones. Over the past two years we have been extremely satisfied with the service provided by New England VOIP. They have not increased our pricing or monthly recurring charges. The company is locally based, and their technicians are already familiar with our environment and can be available onsite, which greatly assists in a smoother transition.

**Summary of New England VOIP Quote**

- 41 phones
- Yealink MP56 phones (or comparable) with Microsoft Teams integration and touch screens
- Phones are voIP and can be moved to work from remote locations or hand-off to cell phones
- Local onsite install/deployment/engineering assistance
- Total one-time cost for the NE VOIP phone system is: \$25,027
- Monthly recurring charges (hosting, phone service, maintenance, support) is: \$750

**Current Police Department phone system**

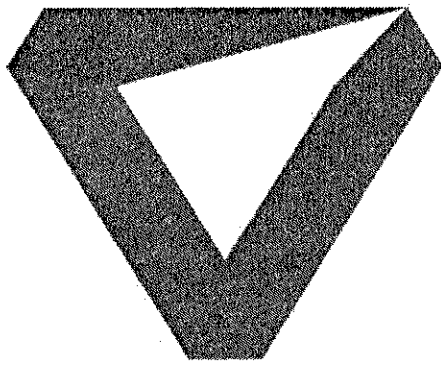
- \$3,500/year for maintenance and customer support.
- Average monthly bill of \$980 from Frontier for centrex and other line costs
- Poor customer service
- Not integrated with other Town department phones
- Software programming outdated and non-flexible, cannot adept to current needs
- No integration with Microsoft Teams or other functionality to add to work flow
- Hardware outdated (can only purchase refurbished phones)
- Phone system and phones cannot move with user

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2023 OCT 19 A 9:11

*Wai E. Arpin*  
BRANFORD TOWN CLERK



NewEngland  
— VOIP —

**Proposal by New England VOIP**

**Created for Debi Mirto, Town Of Branford**

- 1.) About New England VOIP
- 2.) Why Choose Us
- 3.) Statement of Work
- 4.) Pricing
- 5.) Initial Commitment
- 6.) Monthly Recurring Charges
- 7.) Acceptance

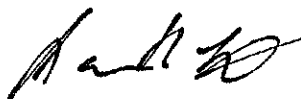
10/7/23

New England VOIP, a telecommunications consulting service provider is pleased to provide this technology project proposal to Debi Mirto, Town of Branford Police Department, with an address at 33 Laurel St, Branford, CT 06405

By the signature of New England VOIP's authorized representative here under, this telecom project proposal constitutes New England VOIP's formal offer to provide the services and/or deliverables described herein on the terms and conditions described herein.

This proposal will be valid for a period of 30 days following the date set forth above.

New England VOIP



James LaFond, President

# 1.) About New England VOIP

It all began with three IT System Engineers that each started a consulting company in the early 90's. After meeting each other through various technology channels over a decade ago, we created a partnership with combined experience hard to find anywhere else, working with about every vertical market imaginable; retail, government, education, healthcare, e-commerce, manufacturing, and automotive.

# 2.) Why Choose Us

With information technology being our main focus for the past few decades we began developing a cost effective voice solution which can be utilized on premise or in the cloud. We set ourselves apart from the competition because of our vast knowledge in technology and not being focused in just one area tech. All said and done, were focused on delivering hosted voice solutions with enterprise class support.

# 3.) Statement of Work

New England VOIP will provide the following services in support of this telecom project:

Install and configure cloud phone system, build out call flow control, configure phones, train end users and port any existing numbers, as needed.

# 4.) Pricing

For the total estimated price for this telecommunications project see Item 5.

Labor Category is set as a "Project Rate" or "Fixed Rate".

Town of Branford will be responsible for any and all other direct costs/expenses incurred in support of this telecom project not included in this proposal.

The pricing provided herein is exclusive of sales or use tax, and if such tax is found to be applicable, New England VOIP will invoice such tax as a separate item.

Payment will be made by Town of Branford in accordance with New England VOIP's invoices.

## 5.) Initial Commitment

The first payment of 50% shall be made 15 days following the date of the signed and agreed upon contract. The second payment of 50% is due upon final project completion.

| Product / Support / Labor           | Qty Devices | Cost Each    | Total           |
|-------------------------------------|-------------|--------------|-----------------|
| Phone Setup & Deployment            | 41          | \$150        | \$6,150         |
| Yealink Teams MP56 Phone**          | 30          | \$300        | \$9,000         |
| Yealink T53W Wall Phones            | 8           | \$159        | \$1,272         |
| Yealink CP-935 Base Conf Room Phone | 2           | \$600        | \$1,200         |
| Yealink CP-965 Conf Room Phone      | 1           | \$500        | \$500           |
| Vega 3000G 24 port FXS              | 1           | \$2,000      | \$2,000         |
| Vega 60 Analog FXO                  | 2           | \$1,000      | \$2,000         |
| Miscellaneous Parts for Install     | 1           | \$300        | \$300           |
| NEVOIP Port                         | 7           | \$15         | \$105           |
| Project Engineering Labor           | 1           | \$2,500      | \$2,500         |
|                                     |             | Subtotal     | \$25,027        |
|                                     |             | <b>Total</b> | <b>\$25,027</b> |

\*\*This quote is dependent on the ability to downgrade the MP56 firmware from currently available Yealink MP56 quantities. In the event, the currently available phones are not able to downgrade to firmware, New England VOIP will recommend another phone at the time.

## 6.) Monthly Recurring Charges

| <b>Product / Service</b>  | <b>Qty</b> | <b>Monthly</b>                         | <b>Net Monthly</b> |
|---|------------|--|--------------------|
| Hosting Monthly<br>*Amazon Data Center Hosting Fee Monthly                        | 1          | \$250                                  | \$250              |
| Phone Service / Consulting Fee monthly<br>Phone Routing minutes & management fees | 1          | \$500                                  | \$500              |
|   |            | Subtotal                               | \$750              |
|   |            | <b>Total<br/>Recurring<br/>Monthly</b> | <b>\$750</b>       |