

| Service Package | Time Warner Fiber Dedicated Access - PRI | | | TDS Metrocom ISDN PRI 23B+D | | | One Communications T-1 Voice channels - PRI | | |
|--|--|-----------------|-------------------|-----------------------------|---------------|-------------------|---|---------------|-------------------|
| | QTY | 3 Year | Total | QTY | 3 Year | Total | QTY | 3 Year | Total |
| Business Class PRI (23 B Channels, 1 D Channel) - Unlimited Local Calling | 2 | \$460.00 | \$920.00 | 2 | \$390.00 | \$780.00 | 46 | \$13.00 | \$598.00 |
| Block of 20 DID | | | | | | | | | |
| per block of 20 DIDs | 17 | \$3.00 | \$51.00 | 17 | \$3.00 | \$51.00 | 17 | included | \$0.00 |
| per block of 100 DIDs | 0 | \$15.00 | \$0.00 | 0 | \$15.00 | \$0.00 | 0 | \$15.00 | \$0.00 |
| Long Distance Rates | | | | | | | | | |
| Out of State Calls \$.03/min | 0 | \$0.03 | \$0.00 | 0 | \$0.036 | \$0.00 | 0 | \$0.03 | \$0.00 |
| In State Calls \$.04/min | 2251 | \$0.04 | \$90.04 | 2251 | \$0.036 | \$81.04 | 2251 | \$0.03 | \$67.53 |
| Extended Community Calling | 1000 | \$0.04 | \$40.00 | 1000 | \$0.036 | \$36.00 | 1000 | included | \$0.00 |
| Surcharges & Federal Taxes: | Not disclosed in the proposal | | | | | \$110.86 | | | |
| EUCL (End User Common Line - Federal Access) | | | | | | | 2 | \$ 40.40 | \$ 80.80 |
| Local Number Portability | | | | | | | 2 | \$ 1.40 | \$ 2.80 |
| WI USF | | | | | | | 46 | \$ 0.49 | \$ 22.54 |
| PILD (Long Distance Pick) | | | | | | | 2 | \$ 21.55 | \$ 43.10 |
| Analog lines: | 35 | not offered | | 35 | \$12.92 | \$452.20 | | | |
| Telephone Lines | | | | | | | 35 | \$ 7.56 | \$ 264.60 |
| Local Calls Per Call | | | | | | | 591 | \$ 0.04 | \$ 23.64 |
| Caller ID | | | | | | | 3 | \$ 2.10 | \$ 6.30 |
| Call FWD Remote Access | | | | | | | 8 | \$ 2.00 | \$ 16.00 |
| EUCL (End User Common Line - Federal Access) | | | | | | | 35 | \$ 8.08 | \$ 282.80 |
| Local Number Portability | | | | | | | 35 | \$ 0.28 | \$ 9.80 |
| WI USF | | | | | | | 35 | \$ 0.49 | \$ 17.15 |
| PILD (Long Distance Pick) | | | | | | | 35 | \$ 4.31 | \$ 150.85 |
| Discount | | | -\$61.00 | | | | | | |
| Monthly Service Total | | | \$1,040.04 | | | \$1,511.10 | | | \$1,585.91 |
| Installation Investment | | | | | | | | | |
| Installation Investment based on Agreement Term | | 3 year | | | 3 year | | | 3 year | |
| Dedicated Access Installation | | \$150.00 | | | \$0.00 | | | \$0.00 | |
| One Time Charges Total | | \$150.00 | | | \$0.00 | | | \$0.00 | |

PRO and CONS

TDS did not break down their Surcharges or local line charges so I can not verify that all the same fees are accounted for in the Surcharges area.

Time Warner has no redundancy or back up capabilities only one point of entry and we could and would be DOWN without phone service during any repair. How often does your cable go out?... once or twice a year; this could hurt the City.

Additional changes would have to be made to the City and Utilities Phone systems upfront with an unknown cost at this time to accommodate their infrastructure with one PRI (Time Warner) and one primary PRI and one back up (TDS)

The TDS and One Communication differences are less than \$100.00 a month and the upfront Labor Costs and possible hardware changes to switch would more than take up that savings. The larges difference in costs is in the analog lines and both the City and the Utilities are planning to eliminate additional analog lines.

The following City lines will be eliminated:

| | Current Cost | New Majic Jack Cost / YR | New Cell Phone Cost |
|----------------|-------------------------|--------------------------|--------------------------|
| Hart & Clovis | \$59.04 X 12 = \$708.48 | | 2 X 12 X \$0.40 = \$9.60 |
| Barker Farm | \$23.95 X 12 = \$287.40 | | 1 X 12 X \$0.40 = \$4.80 |
| Pool | \$51.91 X 12 = \$622.92 | \$40.00 | |
| Garage Fax | \$20.22 X 12 = \$242.64 | \$20.00 | |
| Senior Fax | \$24.86 X 12 = \$298.32 | \$40.00 | |
| TOTALS: | \$2,159.76 | \$100.00 | \$14.40 |

PRO and CONS

Con - Increased administration

Pro - Cost Savings and flexibility of sharing lines during off peak usages with other departments.

Parks and Pool lines do not have any usage so it is apples to apples on base line cost and the per minute and per call charge between the current land line and the cell calls that would be made on the cell. 7-cents per land line call vs 6-cents per cell minute. The calls will be short at the parks from history. Little volume of usage.

Pool lines do not have usage in the cost above either however all local and longdistance calls are included in the Majic Jack price

TOTAL COST SAVINGS to adopt this recommendation and phone changes listed above.

Land line eliminations: **\$2,045.36**

\$2,159.76 - \$114.40 = ~~\$2045.36~~

PRI renegotiated contract: **\$5,957.52**

(\$2,082.37 X 12 = \$24,988.44) - (\$15,859.91 X 12 = \$19,030.92) = \$5,957.52

TOTAL Annual Savings: \$8,002.88



Menasha Electric & Water Utilities
 321 Milwaukee St, Menesah, WI 54952
 John Teale

Tony Smullen
 Time Warner Cable Business
 Solutions
 Office: 920-496-1827
 Mobile: 920-378-1287

Time Warner Fiber Dedicated Access - PRI

| | | | | | |
|--|--|--|-----------------|--|--|
| Service Package | | | 3 Year | | |
| Business Class PRI (23 B Channels, 1 D Channel) | | | \$460.00 | | |
| - Unlimited Local Calling | | | | | |
| Block of 20 DID | | | | | |
| \$3.00/month per block of 20 DIDs | | | | | |
| \$15.00/month per block of 100 DIDs | | | | | |
| Long Distance Rates | | | | | |
| Out of State Calls \$.03/min | | | | | |
| In State Calls \$.04/min | | | | | |
| Toll Free Rates: | | | | | |
| Out of State Calls \$.03/min | | | | | |
| In State Calls \$.04/min | | | | | |
| Discount | | | -\$61.00 | | |
| Monthly Service Total | | | \$399.00 | | |

Installation Investment

| | | | | | |
|--|--|--|-----------------|--|--|
| Installation Investment based on Agreement Term | | | 3 year | | |
| Dedicated Access Installation | | | \$150.00 | | |
| One Time Charges Total | | | \$150.00 | | |

Additional Information

Technical Support: 24 hours/day -- 7 days/week



Clearly different.

Proposal for Voice Services
City of Menasha/Menasha Utilities

| | | TDS Metrocom | |
|--|--|---------------------------|--------------------|
| Qty | Voice and Data Services | Unit | Monthly |
| 25 | Measured Business Lines | \$ 12.92 | \$ 323.00 |
| 2 | ISDN PRI 23B+D Unlimited Local | \$ 390.00 | \$ 780.00 |
| Voice Mail & Calling Features | | | |
| 1 | PRI Caller ID Name & Number | included | included |
| 15 | DID Blocks of 20 Numbers | \$ 3.00 | \$ 45.00 |
| Local - Long Distance - International | | | |
| 1 | Local Calls - 7 cents per call | \$ - | \$ - |
| Calls Placed on Analog Lines | | | |
| 2 | Unlimited Local & ECC Calls on PRIs | included | included |
| 2191 | Long Distance Minutes | \$ 0.036 | \$ 78.88 |
| 1000 | Long Distance minutes to Green Bay Area (estimate from supplied call detail) | \$ 0.036 | \$ 36.00 |
| Surcharges & Miscellaneous Fees | | | |
| 71 | TDS 911 Charges Winnebago County | \$ 0.16 | \$ 11.36 |
| 2 | TDS ISDN PRI USF Charges | \$ 3.11 | \$ 6.22 |
| 1 | TDS ISDN PRI Administrative Fee | \$ 1.40 | \$ 1.40 |
| 25 | WI State Police & Fire Protection Fee | \$ 0.75 | \$ 18.75 |
| 1 | PRI WI State Police & Fire Protection Fee | \$ 10.20 | \$ 10.20 |
| 2 | TDS TI/PRI FCC Charges | \$ 25.30 | \$ 50.60 |
| 1 | LD Federal USF Charge (12.3%)** | \$ 12.33 | \$ 12.33 |
| Subtotal & Taxes | | | |
| Month Price Including ALL Government Fees | | | \$ 1,373.74 |
| ALL GOVERNMENT FEES AND SURCHARGES ARE INCLUDED | | | |
| ALL INSTALLATION FEES ARE WAIVED | | | |
| April 7, 2010 | | 60 month Agreement | |

**Long Distance Federal USF charge applies to Interstate and International toll charges, including Toll Free. The amount shown here is an estimate only.

The above quote provided is a good faith estimate of the actual total monthly cost of the services provided.



Proposal For:
Patrick James
 City of Menasha / Menasha
 Utilities
 140 Main Street
 Menasha, WI 54952

Prepared By:
 Tom Prosser
 One Communications
 3100 N Ballard Rd
 Appleton, WI 54911
 Direct 800-267-3002

| | | | | Current | | Renewal | |
|----------------------------------|--|------------------|------|--------------------|--------------------|--------------------|--------------------|
| | | | | One Communications | | One Communications | |
| Re-rate existing service | | | | | | | |
| | | Current Provider | Qty | Each | Total | Each | Total |
| 36 Month | T-1 Voice Channel w/Unlimited Local Calling* | One | 46 | \$ 19.00 | \$ 874.00 | \$ 13.00 | \$ 598.00 |
| | PRI T-1 Option | One | 2 | \$ 75.00 | \$ 150.00 | \$ - | inc |
| | DID 20-Number Blocks | One | 17 | \$ 1.40 | \$ 23.80 | \$ - | inc |
| | 1+ Long Distance Inter/Intra Lata | One | 2251 | \$ 0.04 | \$ 90.04 | \$ 0.03 | \$ 67.53 |
| | EUCL (End User Common Line - Federal Access) | One | 2 | \$ 40.40 | \$ 80.80 | \$ 40.40 | \$ 80.80 |
| | Local Number Portability | One | 2 | \$ 1.40 | \$ 2.80 | \$ 1.40 | \$ 2.80 |
| | WI USF | One | 46 | \$ 0.49 | \$ 22.54 | \$ 0.49 | \$ 22.54 |
| | PILD (Long Distance Pick) | One | 2 | \$ 21.55 | \$ 43.10 | \$ 21.55 | \$ 43.10 |
| Total | | | | | \$ 1,287.08 | | \$ 814.77 |
| Analog Line Loyalty Bonus | | | | | | | |
| 36 Month | Telephone Lines | One | 35 | \$ 8.25 | \$ 288.75 | \$ 7.56 | \$ 264.60 |
| | Local Calls Per Call | One | 591 | \$ 0.04 | \$ 23.64 | \$ 0.04 | \$ 23.64 |
| | Caller ID | One | 3 | \$ 2.10 | \$ 6.30 | \$ 2.10 | \$ 6.30 |
| | Call FWD Remote Access | One | 8 | \$ 2.00 | \$ 16.00 | \$ 2.00 | \$ 16.00 |
| | EUCL (End User Common Line - Federal Access) | One | 35 | \$ 8.08 | \$ 282.80 | \$ 8.08 | \$ 282.80 |
| | Local Number Portability | One | 35 | \$ 0.28 | \$ 9.80 | \$ 0.28 | \$ 9.80 |
| | WI USF | One | 35 | \$ 0.49 | \$ 17.15 | \$ 0.49 | \$ 17.15 |
| | PILD (Long Distance Pick) | One | 35 | \$ 4.31 | \$ 150.85 | \$ 4.31 | \$ 150.85 |
| Total | | | | | \$ 795.29 | | \$ 771.14 |
| Grand Total | | | | | \$ 2,082.37 | | \$ 1,585.91 |

Terms and 36 month term and rate guarantee

*Local Calling is Expanded outside the Fox River Valley to Green Bay and Oshkosh. Maps are attached

Conditions Loyalty bonus is applied to per line in service at time of credit. Credit is paid out in the 3rd, 25th and 37th month of renewal term.

Bonus calculates out to \$.069 per line each month. Using the City- Line rate $8.25 \times 14(\text{qnt}) / 12(\text{months}) / 14(\text{qnt}) = \0.69 (per line discount over the term)

No physical line work is required - billing changes only

Current Tax is additional, approximately \$120 per month at current rate and will decrease slightly with revised rates