

OFFICE OF THE MAYOR
Telephone: (716) 286-4310

September 24, 2021

The City Council
Niagara Falls, New York

RE: Agreement to Provide Network and Telecommunications Services (Spectrotel, Inc.)

Council Members:

As we are all aware, the City's network and telecommunications services are insufficient to meet the demands being placed upon them and are in need of serious improvement. In seeking a solution to the City's telecommunication issues, the primary goal is not only to ensure that the new service will support the existing telephony and network infrastructure, but also to provide added resiliency to avoid major outages that can lead to public safety issues. Since we do not possess the technical capacity to implement such a program, it will be necessary to enter into an agreement with a company that can provide such services. Accordingly, it is hereby proposed that the City enter into an agreement with Spectrotel, Inc. for the desired network and telecommunication services.

Spectrotel is a next-generation, enterprise-level network aggregator and managed solutions provider with over 23 years of experience coordinating and managing disparate carriers and networks. Spectrotel's proposed service will include: replacement of the existing Windstream services; providing fully diverse Internet circuits serving both City Hall and the Public Safety Building; 24x7x365 monitoring and support; replacement of outdated phone system services; utilizing compatible technologies that employ multiple Internet circuits to support inbound/outbound calling; replacement of vulnerable radio technology, and; installation of new QTM/UTP firewalls. Implementation of Spectrotel's services will create a more efficient, scalable and cost-effective telecommunications environment.

The proposed agreement with Spectrotel will have a three (3) year term. Spectrotel will provide their service at a cost of \$58,355.16 per year along with a one-time set-up fee of \$5,306.00. Funds are available and will be budgeted annually in each Department's telephone budget line 0421.001.

Will the Council so approve and authorize the Mayor to execute an agreement satisfactory to the Corporation Counsel in both form and content?

Respectfully submitted,

ROBERT M. RESTAINO
Mayor

Funding Approval:

Daniel Morello, City Controller
City Council Meeting, September 29, 2021

Kennedy _____ Soda _____ Spanbauer _____ Voccio _____ Tompkins _____