

Purchasing Department
Madison County Board of Supervisors
146 West Center Street
Canton, Mississippi 39046

601-855-5503
hardy@madison-co.com

12 January 2017

District 1 Supervisor Sheila Jones
District 2 Supervisor Trey Baxter
District 3 Supervisor Gerald Steen
District 4 Supervisor David Bishop
District 5 Supervisor Paul Griffin

Subject: Approve Sheriff's Department/Jail purchasing cellular/data services and related equipment from AT&T on the ITS State Contract

Dear Board Members:

The Mississippi Department of Information Technology Services (ITS) has awarded new cellular/data contracts to AT&T and C-Spire. To continue purchasing cellular/data services on the IRS state contract, the county is required to solicit new quotes and award new contracts.

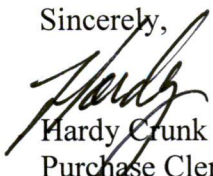
Due to differing needs, the Sheriff's Department/Jail and the remainder of the county (general county) have separate contracts for cellular/data services. That practice is still allowed under the new ITS rules (see attached email).

Following ITS rules, the Sheriff's Department has solicited quotes via email from AT&T and C-Spire, with copies sent to ITS. Due to C-Spire's lack of the ability to provide simultaneous use of voice and data without Wi-Fi, the Sheriff's Department would like to continue to use AT&T for its cellular/data needs.

I recommend that the board approve AT&T's quote of \$49.99 for Unlimited Nationwide V/T/D cellular service, \$33.99 per I-Pad for Unlimited Nationwide I-Pad data service (22 GB throttled), and \$33.99 per unit for Unlimited Nationwide Wi-Fi Hotspot service ((22 GB throttled). A signed contract is not required.

This does not affect the general county cellular/data service. New pricing for the general county will be presented to the board in the near future.

Sincerely,



Hardy Crunk
Purchase Clerk



October 3, 2016

Madison County Sheriff's Department - Plans Quote

State of Mississippi Contract 3820

AT&T is pleased to present you the following quotation for voice and data connection services for your users. All services will be billed by AT&T.

- 1) Unlimited Domestic Voice, Unlimited Text and Unlimited Domestic Data WITH Unlimited Tethering for a minimum of 5 employees, with existing cellular iPhone service. **AT&T complies**

LTE Unlimited Smartphone

Gov. **Unlimited Nationwide v/t/d** 05 @ \$49.99 = \$249.95

OR

Gov. **Unlimited Nationwide v/t/d with unlimited tethering** 05 @ \$59.99 = \$299.95

All voice plans will have simultaneous voice and data capabilities.

- 2) Unlimited Domestic Data for three (3) employees, with existing cellular iPad service. **AT&T complies**

LTE Unlimited Data – iPad Service

Gov. **Unlimited Nationwide Data** 03 @ \$37.99 = \$113.97

OR

Gov. **Unlimited Nationwide Data 22GB throttled** 03 @ \$33.99 = \$101.97

- 3) Unlimited Domestic Data for twenty (20) employees, with existing WiFi hotspot service. **AT&T complies**

LTE Unlimited Data – WiFi Hotspot

Gov. **Unlimited Nationwide Data** 20 @ \$37.99 = \$759.80

OR

Gov. **Unlimited Nationwide Data 22GB throttled** 20 @ \$33.99 = \$679.80

- 4) Must have the ability to use voice and data simultaneously. **AT&T complies**
- 5) Must have the ability to use voice over Wi-Fi. **AT&T complies**

- 6) Must be able to activate and deactivate lines of service without termination penalty.
AT&T complies

TERM: Month to Month (No term requirements and no Early Termination Fees)

AT&T believes the State benefits from options and choices. Therefore, AT&T will not obligate you to a lengthy term contract and will not charge any early termination fees (ETF)'s for both equipment and services at any time throughout the life of this contract. This is important when comparing costs for the two vendors.

Equipment

iPhone 6s 32GB	= FREE
AT& Unite Explore or Unite Mobile Hotspot	= FREE

Warranty

AT&T offers a 30-day buyer's remorse for all equipment.
AT&T offers standard manufactures warranty for one-year on all equipment purchased.
AT&T offers **early upgrades every 12-months**.

Take care,

Kim Salpietra
AT&T Client Solutions Executive 2 Integrated Mobility
E-mail: ks8638@att.com
Mobile #: 601 942-8092
Fax #: 205 402-7603

Hardy Crunk

From: Cellular <cellular@its.ms.gov>
Sent: Monday, January 09, 2017 9:06 AM
To: Hardy Crunk
Subject: RE: Question about ITS Cellular Contract

Hardy,

Yes, it is certainly permissible to get separate quotes based on separate requirements, which could result in you using both vendors. We have told agencies and institutions that they may look at their services as a whole or break it down as required. You make the determination which method works best for you and is the most cost effective for you. You will not need to sign a contract in order to use the State's Master Agreement. Please do not hesitate to contact me if you have any additional questions.

Paula

Cellular

| www.its.ms.gov



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From: Hardy Crunk [<mailto:hardy@madison-co.com>]
Sent: Monday, January 9, 2017 8:52 AM
To: Cellular <cellular@its.ms.gov>
Subject: Question about ITS Cellular Contract

Dear Paula,

I have a question concerning counties using the ITS cell contract that I hope you can answer.

Madison County has for years had two cell phone contracts: one for the Sheriff's Dept./Jail and another separate contract for remainder of the county offices (general county). The reason for this is that the Sheriff's Dept./Jail employees have needs for features and options that normal county employees do not need. For example, deputies, detectives, and jail employees need the ability to use voice and data simultaneously and also have the need to make voice calls over Wi-Fi when in locations with bad cell service (the Sheriff's Dept. office and jail have very poor cell

reception). On the other hand, general county employees in administration, the courts, and the Road Dept., etc. only need basic voice and data. We have found that it saves money to separate the Sheriff's Dept./Jail from the General County. We also do this with some other services besides cellular.

Is it permissible under the ITS contract for a county to solicit separate quotes using different specifications for the Sheriff's Dept./Jail and the General County, and continue having two separate contracts? I see it much the same as different state agencies and departments having different needs and different contracts. Please advise.

Thanks in advance for your help,
Hardy

Hardy Crunk
Purchase Clerk
Madison County, Mississippi
Office: 601-855-5503
Cell: 601-397-0360
hardy@madison-co.com

Hardy Crunk

From: Tommy Jones
Sent: Thursday, January 12, 2017 8:38 AM
To: Hardy Crunk
Subject: FW: Request for Quote - Madison County Sheriff's Department
Attachments: Madison County Sheriff's Department - Plans Quote - State of MS Government Proposal.doc

From: SALPIETRA, KIM [mailto:ks8638@att.com]
Sent: Monday, October 03, 2016 4:51 PM
To: Tommy Jones <tjones101@madison-co.com>
Cc: cellular@its.ms.gov; GAUTIER, KRIS <kg0174@att.com>; MCCLURE, ROB <rx6899@att.com>
Subject: RE: Request for Quote - Madison County Sheriff's Department

Good afternoon Tommy,

Two vendors have been awarded the State of MS wireless contract. The AT&T rates have been competitively bid and all our rates are posted on the ITS website. Please see the attached document for the services you requested.

TERM: Month to Month (No term requirements and no Early Termination Fees)

AT&T believes the State benefits from options and choices. Therefore, AT&T will not obligate you to a lengthy term contract and will not charge any early termination fees (ETF)'s for both equipment and services at any time throughout the life of this contract. This is important when comparing costs for the two vendors.

Everything is on the State of MS contract, we do not require any signatures or contracts to proceed forward with ordering rather just an email instructing us what you have decided.

Please let us know if you have any questions.

Have a wonderful afternoon!!

Take care,

Kim Salpietra
AT&T Client Solutions Executive 2 Integrated Mobility
E-mail: ks8638@att.com
Mobile #: 601 942-8092
Fax #: 205 402-7603

[Click for Immediate Assistance](#)

AT&T is offering a 17% discount to our government customers on their personal AT&T Mobility account, on most new and existing AT&T wireless service plans. Enroll today at www.att.com/governmentemployees or visit your local AT&T Retail

Click here for your one stop online reference guide to manage your wireless needs!

<https://www.wireless.att.com/businesscenter/enterprise-reference-guide/index.jsp>

Mobility Information:

Premier Online Tool: <https://www.wireless.att.com/business/index.jsp>
800-999-5445 Billing / Account maintenance & support needs

888-444-4410 Orders and Activations for existing accounts
800-331-0500 Individual user service and technical questions
800-335-4685 International Wireless Care
888-898-7685 Assistance with porting from another carrier
877-571-0223 Apple / iPhone Support
866-499-8008 Premier Support

Wireline Information:

Evening and Weekend Support: 844-ATT-SERV (844-288-7378) or
Sharedsvcsafthrs@att.com<mailto:Sharedsvcsafthrs@att.com>

AT&T is here to make it easier for you! Have you tried opening up your tickets on-line? Below are some great resources to bring your maintenance concerns into AT&T and help managing you mobility account.

Managed Services: <http://www.corp.att.com/ebcc/>

Local Services: <https://expressticketing.acss.att.com/expressticketing/>



From: MCCLURE, ROB

Sent: Friday, September 30, 2016 11:42 AM

To: Tommy Jones <tjones101@madison-co.com>

Cc: cellular@its.ms.gov; rob.mcclure@att.com; SALPIETRA, KIM <ks8638@att.com>; GAUTIER, KRIS <kg0174@att.com>

Subject: Re: Request for Quote - Madison County Sheriff's Department

Tommy,

Thank you for your request. Kim Salpietra and Kris Gautier will provide the information you requested within 1-2 business days.

Thank you for considering AT&T and please reach out should you have any questions about the information provided.

Rob McClure
AT&T Strategic Account Lead 3
State of Mississippi- Government
601-497-7691

On Sep 30, 2016, at 11:27 AM, Tommy Jones <tjones101@madison-co.com> wrote:

To whom it may concern:

Please send me a quote for the following:

- 5 iPhones with domestic unlimited talk, text and data
- 5 iPhones with domestic unlimited talk, text and data with unlimited tethering
- 3 unlimited domestic data plans for iPads

20 MiFi Data cards with unlimited data

Requirements:

Must have the ability of Simultaneous voice and data

Voice over Wi-Fi calling

Must be able to activate and deactivate lines of service without termination penalty

Preferred Provider: AT&T

Thanks,

Captain Tommy Jones

Narcotics Unit

Madison County Sheriff's Office

Phone: 601-855-0743

Fax: 601-855-0770

Email: tommy.jones@madison-co.com



October 3, 2016

Madison County Sheriff's Department - Plans Quote

State of Mississippi Contract 3820

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AT&T offers a 30-day buyer's remorse for all equipment.
AT&T offers standard manufactures warranty for one-year on all equipment purchased.
AT&T offers **early upgrades every 12-months**.

Take care,

Kim Salpietra
AT&T Client Solutions Executive 2 Integrated Mobility
E-mail: ks8638@att.com
Mobile #: 601 942-8092
Fax #: 205 402-7603

Hardy Crunk

From: Tommy Jones
Sent: Thursday, January 12, 2017 8:39 AM
To: Hardy Crunk
Subject: FW: Request for Quote - Madison County Sheriff's Department
Attachments: Madison Sheriff's Dept. Quote.pdf; MS State Agency and Local Governing Authorities Equipment Pricing 09 29 2016.pdf; C SPIRE SERVICE PLANS - CONTRACT NO 3820 - 08 17 2016.pdf

Importance: High

From: Steven Turner [mailto:sturner@cspire.com]
Sent: Monday, October 03, 2016 9:56 AM
To: Tommy Jones <tjones101@madison-co.com>
Cc: Terrell Knight <tknight@cspire.com>; msgov <msgov@cspire.com>; Janice Fitzgerald <jfitzgerald@cspire.com>; cellular@its.ms.gov; Magnolia Robinson <mrobinson@cspire.com>
Subject: RE: Request for Quote - Madison County Sheriff's Department
Importance: High

Mr. Jones,

Per your request. Here is the quote for services. Feel free to call with any questions or concerns.

Thanks,
Steven

Steven Turner | Government and Education Account Executive I | C Spire
1018 Highland Colony Parkway | Suite 510 | Ridgeland, MS 39157
(601)938-9459 wireless
cspire.com

Open for Inspiration – 24x7x365 www.cspire.com/feedback

Begin forwarded message:

From: "Cellular" <cellular@its.ms.gov>
To: "Tommy Jones" <tjones101@madison-co.com>
Cc: "msgov" <msgov@cspire.com>
Subject: RE: Request for Quote - Madison County Sheriff's Department

Please do not include a preferred vendor. That is inappropriate and smacks of favoritism. An award was made by the State to two vendors and both vendors must have an equal opportunity to obtain business.

Cellular



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From: Tommy Jones [<mailto:tjones101@madison-co.com>]
Sent: Friday, September 30, 2016 11:28 AM
To: Cellular <cellular@its.ms.gov>
Cc: msgov@cspire.com
Subject: Request for Quote - Madison County Sheriff's Department

To whom it may concern:

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Thanks,

Captain Tommy Jones
Narcotics Unit
Madison County Sheriff's Office
Phone: 601-855-0743
Fax: 601-855-0770
Email: tommy.jones@madison-co.com



Proposal and Sales Terms for: Madison County Sheriff Dept

By: Steven Turner

October 3, 2016

Site: Address(es)
A MS

Wireless

Item	Description	Quantity	Upfront	Monthly Per Unit	Mo'ly Total
MS Government Nationwide Unlim	Unlimited nationwide voice, data, text	10	\$ (500.00)	\$ 47.88	\$ 478.80
MS Government Unlimited Data	Unlimited nationwide data	23	\$ (1,150.00)	\$ 33.99	\$ 781.77
iPhone 6s - 32GB	Wireless device	10	\$ -	\$ -	\$ -
Franklin Hotspot	Wireless device	23	\$ -	\$ -	\$ -
			\$ -	\$ -	\$ -
			\$ -	\$ -	\$ -
			\$ -	\$ -	\$ -

Total Upfront Credit: \$ (1,650.00) **Total Monthly:** \$ 1,260.57
24 Month Total \$ 28,590.00

*Early Termination fees will not be applicable based on local procurement laws. Please contact MSGOV@cspire.com for such occurrences.
 Simultaneous Voice and Data available when engaged in a WIFI environment.
 Voice over WIFI available Dec. 2016*

Pricing valid for 30 days from date of proposal. Taxes and fees not included.

Customer Initial

C Spire™ and C Spire Business Solutions™ are trademarks owned by Cellular South, Inc. Cellular South, Inc. and its affiliates provide products and services under the C Spire™ and C Spire Business Solutions™ brands.

Voice over wifi
 voice & data simultaneous over WIFI
 can't voice & data w/o wifi
 per Steven Turner 11 JAN 2017
 MC



State of MS Government Equipment Price List (09/29/16)

The equipment prices listed below include devices which are offered at "no cost" or have a "special cost" for State of MS Agencies and Local Governing Authorities. The prices are subject to change but will be better than or equal to pricing listed on this document.

Indicates Devices at \$0.00

Device Type	Manufacturer	Model	Government Pricing	Replacement Cost
Smart Phone	Apple	iPhone 6s – 32 GB	\$0.00	\$549.99
Smart Phone	Apple	iPhone 6s – 128 GB	\$99.99	\$649.99
Smart Phone	Apple	iPhone 6s Plus – 16 GB	\$79.99	\$629.99
Smart Phone	Apple	iPhone 6s Plus – 32 GB	\$99.99	\$649.99
Smart Phone	Apple	iPhone 6s Plus = 64 GB	\$149.99	\$699.99
Smart Phone	Apple	iPhone 6s Plus – 128 GB	\$199.99	\$749.99
Smart Phone	Apple	iPhone 7 – 32 GB	\$99.99	\$649.99
Smart Phone	Apple	iPhone 7 – 128 GB	\$199.99	\$749.99
Smart Phone	Apple	iPhone 7 – 256 GB	\$299.99	\$849.99
Smart Phone	Apple	iPhone 7 Plus – 32 GB	\$219.99	\$769.99
Smart Phone	Apple	iPhone 7 Plus – 128 GB	\$319.99	\$869.99
Smart Phone	Apple	iPhone 7 Plus – 256 GB	\$419.99	\$969.99
Smart phone	Apple	iPhone 5SE - 64 GB	\$0.00	\$459.99
Smart Phone	Samsung	Samsung Galaxy S7 - 32 GB	\$0.00	\$649.99
Smart Phone	Samsung	Samsung Galaxy S7 Edge - 32 GB	\$199.99	\$749.99
Data Card	Franklin	R774 - GPS Data Card	\$0.00	\$179.99
Data Card	BandRich	P530 - 4 G LTE Data Card	\$0.00	\$179.99
Feature Phone	Kyocera	DuraXA Kyocera E4510	\$0.00	\$209.99
Feature Phone	Samsung	Chrono II R270	\$0.00	\$79.99
Modem	Cradle Point	COR IBR600/650	\$490.00	\$690.00
Modem	Cradle Point	COR IBR 1100	\$685.00	\$885.00
Tablet	Apple	iPad Air Retina 2 - 16 GB	\$389.00	\$629.00
Tablet	Apple	iPad Air Retina 2 - 64 GB	\$469.00	\$729.00
Tablet	Apple	iPad Air Retina 2 - 128 GB	\$569.00	\$829.00
Tablet	Apple	IPAD PRO 9.7in 32GB	\$479.99	\$679.99
Tablet	Apple	IPAD PRO 9.7in 128GB	\$619.99	\$819.99
Tablet	Apple	IPAD PRO 9.7in 256GB	\$759.99	\$959.99
Tablet	Apple	IPAD PRO 12.9in 256GB	\$949.99	\$1,149.99
Tablet	LG	LG G Pad	\$29.99	\$240.00