

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

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

15 February 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 General County (all departments except Sheriff's Department/Jail) purchasing cellular/data services and related equipment from C-Spire on the ITS State Contract

Dear Board Members:

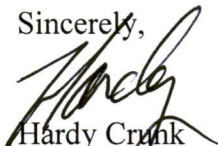
The Mississippi Department of Information Technology Services (ITS) awarded new cellular/data contracts to AT&T and C-Spire. To continue purchasing cellular/data services on the heavily-discounted ITS state contract, the county is required to solicit new quotes and award new contracts.

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

In January, the board approved the Sheriff's Department/Jail using AT&T for cellular/data services at a slightly higher rate than C-spire due to AT&T's ability to provide features not offered by C-spire that the Sheriff's Department needs during certain law enforcement situations.

I have now solicited quotes for cellular/data services for use by the General County. C-Spire is slightly less expensive; therefore, I recommend that the board approve C-Spire's quote of \$47.88 per month for Unlimited Nationwide V/T/D cellular service for smart phones, \$15.99 per month for regular cellular/text service for standard phones, and \$33.99 per unit for Unlimited Nationwide Wi-Fi Hotspot service. A signed contract is not required.

Sincerely,



Hardy Crunk  
Purchase Clerk

## Hardy Crunk

---

**From:** Hardy Crunk  
**Sent:** Thursday, January 19, 2017 2:35 PM  
**To:** 'msgov@CSPIRE.COM'  
**Cc:** cellular@its.ms.gov  
**Subject:** Madison County request for cellular/data quote

Please email me a quote for the following cellular/data services for Madison County (General County). This will be for use by all Madison County departments except the Sherri's Dept/Jail.

Unlimited domestic talk, text (including pictures), and data for smart phones such as I-phone 6S/7 and Samsung Galaxy S7.

250 minutes per month with text and picture messages for regular phones (non smartphones). May be pooled.

Unlimited data for mobile hotspots.

Price of I-phones, Samsung Galaxies, regular phones, and mobile hotspots.

No termination fee for phones and hotspots assigned to employees/elected officials when they leave employment/service to Madison County.

For informational purposes, Madison County (General County) currently has approximately 45 smartphones (all but a few are I-phones), 13 regular phones, and 13 mobile hotspots.

Thank you,  
Hardy

Hardy Crunk  
Purchase Clerk  
Madison County, MS  
Office: 601-855-5503  
Cell: 601-397-0360  
[hardy@madison-co.com](mailto:hardy@madison-co.com)

## Hardy Crunk

---

**From:** Janice Fitzgerald <jfitzgerald@cspire.com>  
**Sent:** Tuesday, January 24, 2017 11:13 PM  
**To:** Hardy Crunk  
**Cc:** cellular@its.ms.gov; msgov; Steven Turner  
**Subject:** RE: Madison County request for cellular/data quote  
**Attachments:** Madison County Board of Supervisors\_Smartphone Quote No. 1- C Spire Quote - January 23, 2016.pdf; Madison County Board of Supervisors\_Feature Phone Users No. 2\_C Spire\_01.24.2017.pdf; Madison County Board of Supervisors\_Data Only Quote No. 3\_C Spire\_01.23.17.pdf; Madison County Board of Supervisors\_Total Users Quote No. 4\_C Spire\_01.24.17.pdf; C SPIRE TETHERING FEATURES - 01.12.17.pdf; MS State Agency and Local Governing Authorities Equipment Pricing\_01.13.2017.pdf; C SPIRE SERVICE PLANS - 08.17.2016.pdf; AFB\_GOV Brochure - 12.01.16.pdf

Hardy;

Attached is C Spire's response to the Madison County Board of Supervisors' Request for Quote (Quotes 1-4). Quotes for each rate plan that describe the price per user (Quotes No. 1 - 4); and Quote No. 5, which includes details and pricing for all current users.

Also, please review C Spire's acknowledgements and responses (*in blue*) to details included in your original quote request.

Additionally, you will find C Spire supporting documents associated with Contract No. 3820.

1. C Spire Tethering Features:

- C Spire offers tethering features that are available to be used with the MS GOV Nationwide Unlimited Rate Plan for Smartphones (\$47.88) and the MS GOV Unlimited Nationwide Data Plan (\$33.99). There are different tiers of tethering available from 2 GB per user at no cost to Unlimited Tethering for \$11.61. ***Please review the C Spire Tethering Features Document (attached).***

2. C Spire Equipment Price List:

- C Spire equipment price list includes free devices as well as other devices. Trade-ins of current devices are available toward the purchase price of smartphones that are not listed at \$0.00 on the equipment price sheet. Additionally, Basic Accessories are eligible for a 30% discount, and the Premium Accessories are eligible for a 10% discount. *The equipment price list is subject to change.*

3. C Spire Service Plans:

- This document provides all current rate plans and features that are available on Contract No. 3820.

4. AFB Brochure:

- This brochure includes Assist for Business contact information and other details about how AFB can assist with managing your C Spire wireless account.

Please feel free to contact me if you have any questions regarding the attached documents. Thanks so very much. JF

Janice Fitzgerald | Manager, Government Accounts | C Spire

1018 Highland Colony Parkway | Suite Number 520 | Ridgeland, MS 39157  
601.664.8880 **wireless** | 601.974.7139 **fax**  
cspire.com

---

**From:** Hardy Crunk [<mailto:hardy@madison-co.com>]  
**Sent:** Thursday, January 19, 2017 2:35 PM  
**To:** msgov <[msgov@cspire.com](mailto:msgov@cspire.com)>  
**Cc:** [cellular@its.ms.gov](mailto:cellular@its.ms.gov)  
**Subject:** Madison County request for cellular/data quote

Please email me a quote for the following cellular/data services for Madison County (General County). This will be for use by all Madison County departments except the Sherri's Dept./Jail. **[Janice Fitzgerald] - Acknowledged**

Unlimited domestic talk, text (including pictures), and data for smart phones such as I-phone 6S/7 and Samsung Galaxy S7. **[Janice Fitzgerald] – Acknowledged – C Spire will offer the iPhone 7 – 32 GB at no cost as well as the Samsung Galaxy 7 at no cost. – Please see Quote #1.**

250 minutes per month with text and picture messages for regular phones (non smartphones). May be pooled. **[Janice Fitzgerald] - Acknowledged – Please see Quote #2.**

Unlimited data for mobile hotspots. **[Janice Fitzgerald] - Acknowledged – Please see Quote #3.**

Price of I-phones, Samsung Galaxies, regular phones, and mobile hotspots. **[Janice Fitzgerald] - See attached C Spire Equipment Price List**

No termination fee for phones and hotspots assigned to employees/elected officials when they leave employment/service to Madison County. **[Janice Fitzgerald] - Acknowledged by C Spire**

For informational purposes, Madison County (General County) currently has approximately 45 smartphones (all but a few are I-phones), 13 regular phones, and 13 mobile hotspots. **[Janice Fitzgerald] - Acknowledged – Please view attached Quote #4 for total cost of monthly recurring charges and equipment pricing.**

Thank you,  
Hardy

Hardy Crunk  
Purchase Clerk  
Madison County, MS  
Office: 601-855-5503  
Cell: 601-397-0360  
[hardy@madison-co.com](mailto:hardy@madison-co.com)



Quote #1 - Smartphone with unlimited voice, data, text, pics

Prices Based Upon Contract No. 3820 - Applicable for all upgrades and new activations

Item	Description	Quantity	Upfront Equipment Charges	Monthly Recurring Charge Per User <i>(*fees not included)</i>	Total Monthly Recurring Charge for all users <i>(*fees not included)</i>
MS Government Nationwide Unlimited (Blended Voice and Data)	<p><b>Rate Plan Includes:</b>                      Unlimited Nationwide Voice Minutes;                      Unlimited Nationwide Text Messaging and Picture Messaging;                      Unlimited Nationwide Data - <b>No Throttling</b>;</p> <p><i>Includes iPhone 7 - 32 GB; or Samsung Galaxy 7 32 GB at no cost; Otter Box Defender Case; wall charger, car charger, and wired ear bud at no cost. Additional device pricing is available on the C Spire Equipment Price List. Basic Accessories receive a 30% discount off retail price and Premium Accessories receive a 10% discount.</i></p>	1	\$0.00	\$47.88	\$47.88
				<b>12 Month Recurring Charges</b> <i>*(excluding fees)</i>	\$ 574.56
One Time Credit	<i>One Time Upgrade or Activation Credit per User for Smartphones</i>	1	\$75.00	<i>Total One Time Upgrade or Activation Credit for Users</i>	\$ 75.00
				<i>First Year Total Recurring Charges w/one time credits *(excluding fees) per user</i>	\$ 499.56
				<i>Second Year Total Recurring Charges *(excluding fees) per user</i>	\$ 574.56
				<i>Total Recurring Charges for 24 Months *(excluding fees) per user</i>	\$ 1,074.12
<p><b>*Fees: (subject to change)</b>  <b>Charge per user/month:</b>                      * Local 911 Fee (Voice Only) - \$1.00                      *MS 911 Training Fee (Voice Only) - \$0.05                      *Regulatory Recovery Charge - \$0.20 (Voice and Data); (Data Only)                      *Administrative Recovery Charge - \$0.92 (Voice and Data)                      *Universal Service Fund Fee (USF) - 1.96%</p>					



Quote #2 - Feature Phone with 250 Pooled Minutes

Prices Based Upon Contract No. 3820 - Applicable for all upgrades and new activations

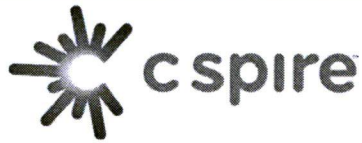
Item	Description	Quantity	Upfront Equipment Charges	Monthly Recurring Charge Per User (*fees not included)	Total Monthly Recurring Charge for all users (*fees not included)
MS GOV 250 Minute Pooled Plan (Voice Only)	<p><u>Rate Plan Includes:</u>                      250 Pooled Minutes; Unlimited Mobile to Mobile with other C Spire Customers; Unlimited Nights and Weekends (7:00 p.m. - 6:59 a.m.); Unlimited Nationwide Text Messaging and Picture Messaging; Overage @ \$0.07 per minute</p> <p>Includes: Choice of Feature Phone, car charger, and wired ear bud.</p>	1	\$0.00	\$ 15.99	\$ 15.99
				12 Month Recurring Charges *(excluding fees)	\$ 191.88
One Time Credit	One Time Upgrade or Activation Credit per User for Feature Phones and Hotspots	1	\$50.00	Total One Time Upgrade or Activation Credit for Users	\$ 50.00
				First Year Total Recurring Charges w/one time credits *(excluding fees)	\$ 141.88
<p><u>*Fees: (subject to change)</u>  <u>Charge per user/month:</u>                      * Local 911 Fee (Voice Only) - \$1.00                      *MS 911 Training Fee (Voice Only) - \$0.05                      *Regulatory Recovery Charge - \$0.20 (Voice and Data); (Data Only)                      *Administrative Recovery Charge - \$0.92 (Voice and Data)                      *Universal Service Fund Fee (USF) - 1.96%</p>				Second Year Total Recurring Charges *(excluding fees)	\$ 191.88
				Total Recurring Charges for 24 Months *(excluding fees)	\$ 333.76



Quote # 3: Hotspots, tablets, and modems with Unlimited Data

Prices Based Upon Contract No. 3820 - Applicable for all upgrades and new activations

Item	Description	Quantity	Upfront Equipment Charges	Monthly Recurring Charge Per User (*fees not included)	Total Monthly Recurring Charge for all users (*fees not included)
MS Government Unlimited Nationwide (Data Only)	<p><u>Rate Plan Includes:</u> Unlimited nationwide data for hotspots, and tablets (<u>no throttling</u>).</p> <p>Includes choice of Hotspot, wall charger and car charger at no cost. iPad and modem pricing is available on the C Spire Equipment Price list.</p>	1	N/A	\$33.99	\$33.99
				Total Monthly Recurring Charges *(excluding fees) per user	\$ 33.99
				12 Month Recurring Charges *(excluding fees) per user	\$ 407.88
One Time Credit	One Time Upgrade or Activation Credit per User for Feature Phones and Hotspots	1	\$50.00	Total One Time Upgrade or Activation Credit for Users	\$ 50.00
				First Year Total Recurring Charges w/one time credits *(excluding fees) per user	\$ 357.88
				Second Year Total Recurring Charges *(excluding fees) per user	\$ 407.88
				Total Recurring Charges for 24 Months *(excluding fees) per user	\$ 765.76
<p><b>*Fees: (subject to change)</b>  <u>Charge per user/month:</u>                      * Local 911 Fee (Voice Only) - \$1.00                      *MS 911 Training Fee (Voice Only) - \$0.05                      *Regulatory Recovery Charge - \$0.20 (Voice and Data); (Data Only)                      *Administrative Recovery Charge - \$0.92 (Voice and Data)                      *Universal Service Fund Fee (USF) - 1.96%</p>					



Quote # 4 - Total Users Quote

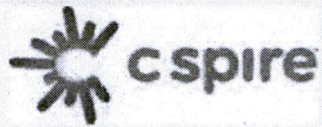
Prices Based Upon Contract No. 3820 - Applicable for all upgrades and new activations

Item	Description	Quantity	Upfront Equipment Charges	Monthly Recurring Charge Per User (*fees not included)	Total Monthly Recurring Charge for all users (*fees not included)
MS Government Nationwide Unlimited (Blended Voice and Data)	<p><u>Rate Plan Includes:</u>                      Unlimited Nationwide Voice Minutes;                      Unlimited Nationwide Text Messaging and Picture Messaging;                      Unlimited Nationwide Data - <u>No Throttling</u>;                      Unlimited Tethering as well as other tethering options available - <u>please see Tethering Features Document for details on prices.</u></p> <p>Additional Basic Accessories receive a 30% discount off retail price and Premium Accessories receive a 10% discount.</p>	45	Includes iPhone 7 - 32 GB or Samsung Galaxy 7, wall charger, car charger, wired ear bud, and Otter Box Defender Case at no cost.	\$47.88	\$2,154.60
MS Government Unlimited Nationwide (Data Only)	<p><u>Rate Plan Includes:</u> Unlimited nationwide data for hot spots/iPads. - <u>No Throttling</u></p> <p>Includes choice of Hotspot, wall charger and car charger at no cost.</p>	13	Includes Hotspot or data card and car charger.	\$33.99	\$441.87
MS GOV 250 Minute Pooled Plan (Voice Only)	<p><u>Rate Plan Includes:</u>                      250 Pooled Minutes; Unlimited Mobile to Mobile with other C Spire Customers;                      Unlimited Nights and Weekends (7:00 p.m. - 6:59 a.m.); Unlimited Nationwide Text Messaging and Picture Messaging; Overage @ \$0.07 per minute</p> <p>Includes: Choice of Feature Phone, car charger, and wired ear bud.</p>	13	Includes feature phone, car charger, and wired earbud at no cost.	\$15.99	\$ 207.87





		<i>Total Number of Users</i>	71	N/A	<i>Total Monthly Recurring Charges *(excluding fees)</i>	\$2,804.34
					<i>12 Month Recurring Charges *(excluding fees)</i>	\$ 33,652.08
One Time Credit	<i>One Time Upgrade or Activation Credit per User for Smartphones</i>	45	\$75.00	<i>Total One Time Upgrade or Activation Credit for Users</i>	\$	3,375.00
One Time Credit	<i>One Time Upgrade or Activation Credit per User for Feature Phones and Hotspots</i>	26	\$50.00	<i>Total One Time Upgrade or Activation Credit for Users</i>	\$	1,300.00
					<i>Total Credits</i>	\$ 4,675.00
					<i>First Year Total Recurring Charges w/one time credits *(excluding fees)</i>	\$ 28,977.08
					<i>Second Year Total Recurring Charges *(excluding fees)</i>	\$ 33,652.08
					<i>Total Recurring Charges for 24 Months *(excluding fees)</i>	\$ 62,629.16
<p><b>*Fees: (subject to change)</b>  <b><u>Charge per user/month:</u></b>                  * Local 911 Fee (Voice Only) - \$1.00                  *MS 911 Training Fee (Voice Only) - \$0.05                  *Regulatory Recovery Charge - \$0.20 (Voice and Data); (Data Only)                  *Administrative Recovery Charge - \$0.92 (Voice and Data)                  *Universal Service Fund Fee (USF) - 1.96%</p>						
Page 2						



## 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

Rob,  
Please see below. Sorry about the wrong email address.  
Hardy

---

**From:** Hardy Crunk  
**Sent:** Thursday, January 19, 2017 2:36 PM  
**To:** 'rob.mcclure@att.net'  
**Cc:** [cellular@its.ms.gov](mailto:cellular@its.ms.gov)  
**Subject:** Madison County request for cellular/data quote

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Thank you,  
Hardy

Hardy Crunk  
Purchase Clerk  
Madison County, MS  
Office: 601-855-5503  
Cell: 601-397-0360  
[hardy@madison-co.com](mailto:hardy@madison-co.com)

## Hardy Crunk

---

**From:** GAUTIER, KRIS <kg0174@att.com>  
**Sent:** Tuesday, February 14, 2017 4:01 PM  
**To:** Hardy Crunk  
**Cc:** Rob.McClure@att.com; cellular@its.ms.gov  
**Subject:** FW: Madison County request for cellular/data quote  
**Attachments:** Madison Co Gov 021417.pdf

Hardy,

Thank you for your email.

Please find the attached quote for wireless services from AT&T.

As a reminder, AT&T does not require a two-year contract commitment and we have no termination fees.

By choosing AT&T, Madison County employees will receive new iPhones.

They can keep their existing numbers and their phones will be upgrade-eligible each year.

I've provided a 12-month rate comparison worksheet (on page 8) within our proposal for your consideration.

If you have any questions, please call me.

Thank you!

Kris Gautier  
AT&T Account Manager  
601-592-6553

**From:** MCCLURE, ROB  
**Sent:** Tuesday, February 14, 2017 1:04 PM  
**To:** Hardy Crunk <[hardy@madison-co.com](mailto:hardy@madison-co.com)>; GAUTIER, KRIS <[kg0174@att.com](mailto:kg0174@att.com)>  
**Cc:** [cellular@its.ms.gov](mailto:cellular@its.ms.gov); SALPIETRA, KIM <[ks8638@att.com](mailto:ks8638@att.com)>; LYON, SANFORD <[rl4671@att.com](mailto:rl4671@att.com)>  
**Subject:** RE: Madison County request for cellular/data quote

Hardy,

Good afternoon. I have now received your request.

Kris Gautier, copied here, will provide you with the requested information.

Thank you for your consideration.

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

---

**From:** Hardy Crunk [<mailto:hardy@madison-co.com>]  
**Sent:** Tuesday, February 14, 2017 12:46 PM  
**To:** [rob.mcclure@att.com](mailto:rob.mcclure@att.com)  
**Cc:** [cellular@its.ms.gov](mailto:cellular@its.ms.gov)  
**Subject:** FW: Madison County request for cellular/data quote



# Proposal for a wireless solution

## Presented to Madison County Government

### By

Hardy Crunk, County Purchasing Clerk

Madison County

hardy@madison-co.com

KRIS GAUTIER  
111 E CAPITOL STREET  
JACKSON, MS 39201  
Office: 6015926553  
KG0174@att.com / Fax: 6783194618

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February 15, 2017

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## Pricing

### Important details on the AT&T Mobility offer under the State of Mississippi wireless agreement:

- AT&T does not require a contractual commitment on Madison County lines of service.
- User lines may be canceled at any time without termination fees assessed.
- Please note there is an AT&T \$100 one-time credit for each new smartphone activation or \$50 per feature phone/Mi-Fi on qualified plans.
  - Credits issued in 2-3 billing cycles
- AT&T supports Voice-over-Wi-Fi calling.
- Enjoy simultaneous Voice and Data over cellular on the AT&T network.
- All users may upgrade at the activation sale price every 12 months of service.
- Monthly User Statements can be electronically set each month for compliance.

#### ***Equipment Pricing:***

Make	Model	Cost per device
Apple	iPhone 6s 32GB	\$0.00
Apple	iPhone 7 32GB	\$199.99
Samsung	S6 32GB	\$0.00
Samsung	S7 32GB	\$59.99
Kyocera feature phone	DuraXE	\$0.00
AT&T	Velocity (Mi-Fi)	\$0.00
Netgear	USB Beam aircard	\$0.00

Other devices and pricing are available upon request.

#### Important Note:

State of Mississippi contract customers are able to purchase new device every 12 months at the activation price. The customer owns the device and it can be reset and sold at their discretion. A minimum one-year warranty period is with each device. A user is upgrade eligible every 12-month period. **Also, each new smartphone subscriber will get up to a \$50 credit towards accessories for their new device. Often a case and car charger are chosen. Each new feature phone get up to \$30 off an accessory. Typically, a car charger is selected.**

### Monthly Recurring



Note: The account team looked at your criteria and came up with these plan option. Plans can be changed at any time at no cost. One strong factor in cost is equipment and upgrades. You may always have a device in warranty with the availability to upgrade every 12 months at the activation price. If there are questions regarding our response, please let up know so we can meet your needs with AT&T services.

**One Time Incentive Credits:**

<b>***Incentive Credits***</b>			
<b>AT&amp;T Smartphone One-Time Activation Credit</b>	One-Time Smartphone Credit for initial switch to AT&T, \$100 per device	45	\$4500.00 credit
<b>AT&amp;T Feature phone One-Time Activation Credit</b>	One-Time Feature phone Credit for initial switch to AT&T, \$50 per device	13	\$650.00 credit
<b>AT&amp;T Mi-Fi phone One-Time Activation Credit</b>	One-Time Mi-Fi or Data card Credit for initial switch to AT&T, \$50 per device	13	\$650.00 credit
	<b>Total Activation Credits</b>		<b>\$5800.00</b>
<b>AT&amp;T Smartphone One-Time Accessory Credit</b>	Up to but not to exceed \$50.00 [typically Otterbox Defender and Car Adapter]	45	Not to exceed \$2250.00
<b>AT&amp;T feature phone One-Time Accessory Credit</b>	Up to but not to exceed \$30.00 [typically Car Adapter]	13	Not to exceed \$390.00

13 - Unlimited Data MiFi or aircard devices (\$33.99 each)  
 Throttled after 22 GB of data per device per month  
 Monthly Total \$441.87

13 - Feature phone minute users (\$17.22 average cost)  
 3400 pooled peak minutes with:  
 Unlimited AT&T Mobile-to-Mobile calling  
 Unlimited Night and Weekend calling  
 Unlimited text/picture messages  
 Monthly Total \$223.87

45 Smartphones  
 Unlimited Talk/Text/Data (\$49.99 each)  
 Monthly Total \$2249.55

**GRAND TOTAL\*\* \$2915.29**

*If customer is not a current AT&T customer, new equipment will be required and one-time activation credits will apply. If customer is currently an AT&T customer, new equipment will not be required and one-time activation credits will not apply.*



- Approximate Government Fees and Surcharges

DESCRIPTION	MONTHLY CHARGE
Regulatory Cost Recovery Charge (Voice and Data)	\$.99
Administrative Fee (Voice and Data)	\$.61
Federal Universal Service(USF) Fee (Domestic Voice only) (Subject to Change)	5.0906%
MS 911 Training Fee (Voice only)	\$.05
Local 911 Fee (Voice only)	\$1.00

- Activation Credits for New Service Only

DESCRIPTION – Activation credits for new AT&T service	PER DEVICE
Smartphone credit	\$100.00
Feature Phone credit	\$50.00
Data-only Device credit	\$50.00

You’ve seen from our proposal that we understand your objectives and have the expertise and resources to support them. We look forward to working with you to implement the wireless solution and help you achieve your business goals.

## Important Information

Coverage is not available in all areas. AT&T wireless coverage maps are available at [www.wireless.att.com/coverageviewer](http://www.wireless.att.com/coverageviewer). Wireless service is subject to transmission limitations and terrain, system, capacity and other limitations. Availability, security, speed, timeliness, accuracy and reliability of service are not guaranteed by AT&T. When outside coverage area, access will be limited to information and applications previously downloaded to or resident on your device.

Coverage not available in all areas.

**Proposal Validity Period**—The information and pricing contained in this proposal is valid for a period of 90 days from the date written on the proposal cover page unless rescinded or extended in writing by AT&T.

**Proposal Pricing**—Pricing proposed herein is based upon the specific product/service mix and locations outlined in this proposal, and is subject to the proposed terms and conditions of AT&T unless otherwise stated herein. Any changes or variations in AT&T proposed terms and conditions and the products, length of term, services, locations, and/or design described herein may result in different pricing.

**Providers of Service**—Subsidiaries and affiliates of AT&T Inc. provide products and services under the AT&T brand.



ITS STATE CONTRACT COMPARISON  
GENERAL COUNTY (NO SHERIFF'S DEPARTMENT AND JAIL)

	CSPIRE	AT&T
SMARTPHONE WITH UNLIMITED VOICE, TEXT, AND DATA	47.88	49.99
MI-FI DEVICES UNLIMITED	33.99	33.99
REGULAR (FLIP) PHONES ON POOLED PLAN	15.99	17.22

AT&T THROTTLES MI-FI DATA AFTER 22 GB. CSPIRE DOES NOT.

The previous Master Agreement through the award from RFP No. 3489 expired June 30, 2016; therefore, it is no longer available for use. State Agencies and Public Universities have until December 31, 2016, to obtain cellular devices and services through the award from RFP No. 3820. Any local governing authority that used RFP No. 3489 should now re-procure those services, following all applicable state purchasing laws. Use of the award from RFP No. 3820 is one option for doing so. Governing authorities with valid Supplements from RFP No. 3489 should re-procure to coincide with the end date of the Supplement.

1.11 *Mississippi's Accountability System for Government Information and Collaboration (MAGIC)*

State agency customers are required to purchase through Mississippi's Accountability System for Government Information and Collaboration (MAGIC). These customers will need the contract number and NIGP codes to complete their purchasing. The NIGP codes are located in item 4 below.

1.12 *Filing of an Acceptable Use Policy with ITS*

Miss. Code Ann. § 25-53-191(5) requires that state agencies and public universities adopt and file with ITS an Acceptable Use Policy that is at least as stringent as the model policy published by ITS. State agencies and public universities may file their Acceptable Use Policy with Paula Conn at [paula.conn@its.ms.gov](mailto:paula.conn@its.ms.gov). For questions concerning the Policy, please contact Paula Conn at (601) 432-8046 or [cellular@its.ms.gov](mailto:cellular@its.ms.gov).

**2. Use of the Agreement**

2.1 Users must request quotes from both awarded vendors, separately, via e-mail, clearly stating requirements. Users must copy the following e-mail address in the request: [cellular@its.ms.gov](mailto:cellular@its.ms.gov). Vendors will use 'Reply to All' so that the [cellular@its.ms.gov](mailto:cellular@its.ms.gov) e-mail box receives a copy of the quote.

2.1.1 Requests for quotes from AT&T Mobility should be sent to: [Rob.McClure@att.com](mailto:Rob.McClure@att.com).

2.1.2 Requests for quotes from C Spire should be sent to: [msgov@cspire.com](mailto:msgov@cspire.com).

2.1.3 Users must not share a vendor's quote with any other vendor until after a selection is made.

2.1.4 While it is permissible to meet with the awarded vendors, the final quotes must be sent to [cellular@its.ms.gov](mailto:cellular@its.ms.gov). ITS will periodically audit quotes to ensure appropriate use of the Agreement and to assist users in obtaining the most appropriate plans, if requested. ITS has delegated the selection of a vendor to users following the instructions for use.

2.1.5 Users must select the lower quote, assuming both quotes meet the requirements outlined in the request for quotes. To calculate the total cost of the quote, the user must fully document assumptions about how the cellular service will be used during the term. This documentation is wholly the

responsibility of the user and must be maintained as part of the purchase file, subject to periodic audit by ITS.

- 2.1.6 Once a selection is made, both vendors may be made aware of the selection.
- 2.2 Users must fully document requirements in the request for quotes, including details related to coverage and functionality, along with the specific business need for such requirements. Should either awarded vendor be unable to provide the required coverage or functionality, that vendor must note such in their quote. The user may eliminate from consideration the quote that does not meet the documented requirement(s).
- 2.3 Vendors may quote rates less than those in the Agreement, and the rates for the plans in that quote must be valid for the life of the contract or until the user re-quotes. Vendors cannot raise the price at a later date for that user. For example, if a user purchases 10 plans at \$5.00/plan, those plans for those devices cannot increase. The selected vendor may honor that price for additional plans/devices ordered by that user, but is not required to do so.
- 2.5 Users must validate quotes against pricing in the Agreement to ensure they are receiving the contract price or less. Pricing is attached to these instructions for use as well as being located on the ITS website at: <http://www.its.ms.gov/Services/Pages/Cellular.aspx>
- 2.6 After the initial quote from both vendors, users should not request a re-quote any sooner than two years following the date the original vendor is chosen by the user. Any requotes, or quotes for new/additional service, must follow the instructions in item 2.1 above.
- 2.7 For additional devices, if a user is adding a device to an existing plan, the user is not required to obtain a new quote. Using the example in 2.3, if the user is adding an additional device to the \$5.00/plan, it is not necessary to get a new quote. If the user is adding a new device that requires a different plan (such as unlimited voice and unlimited data), the user must obtain a quote from both vendors. Users must follow the instructions in item 2.1 above.
- 2.8 ITS recognizes that some governing authorities may wish to contract for a term shorter than 24 months, based on case law and Mississippi Attorney General's Opinions related to 'governing authorities not binding their successors in office.' Governing authorities wishing to contract for a term shorter than 24 months must include in their quote the length of the desired term. The awarded vendors are not obligated to provide quotes for less than a 24-month term in this situation.

### 3. Vendor Ordering Information

#### 3.1 Contact Information

Provided in the tables below is contact information for AT&T Mobility and C Spire, including addresses for placing your order and remitting payment.

<b>Contact Information AT&amp;T Mobility</b>		
<b>Mississippi Account Manager</b> Rob McClure Cell: (601) 497-7691 Fax: (678) 319-4618 e-mail: <a href="mailto:Rob.McClure@att.com">Rob.McClure@att.com</a>		
<b>Place Order To</b>	<b>Remit To</b>	
AT&T 111 East Capitol Street Jackson, MS 39201-2108	AT&T Mobility P. O. Box 6463 Carol Stream, IL 60197-6463	
<b>For MAGIC Customers</b>	<b>Contract Number</b>	<b>Supplier Number</b>
	8500000381	3100022966

<b>Contact Information C Spire</b>		
<b>Mississippi Account Manager</b> Janice Fitzgerald Phone: (601) 974-7744 Cell: (601)664-8880 Fax: (601) 974-7139 e-mail: <a href="mailto:jfitzgerald@cspire.com">jfitzgerald@cspire.com</a>		
<b>Place Order To</b>	<b>Remit To</b>	
C Spire Attention: Janice Fitzgerald 1018 Highland Colony Parkway Suite 520 Ridgeland, MS 39157	C Spire P. O. Box 798 Meadville, MS 39653-0798	
<b>For MAGIC Customers</b>	<b>Contract Number</b>	<b>Supplier Number</b>
	8500000382	3100022428

**4. NIGP Codes for MAGIC**

State agency customers will be required to use NIGP codes when purchasing through Mississippi's Accountability System for Government Information and Collaboration (MAGIC). The following NIGP codes will be used for products purchased using the Master Cellular Voice and Data Services and Equipment Agreement.

<b>NIGP Code:</b>	<b>Use For:</b>
91575	Cellular Service
83935	Cellular Devices

## Hardy Crunk

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**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](http://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