



Utility Committee Meeting

AGENDA

August 5, 2008

I. CALL TO ORDER

II. MATTERS BEFORE COMMITTEE

1. [Discussion - IBBS Agreement](#)
2. [Discussion / Approval - Proposed Telephone Rates](#)
3. [Discussion / Approval - Communication Agreement with BroadRiver Communications Corporation](#)
4. [Discussion / Approval - Addition of CSS to Cable System](#)

III. ADJOURN



Utility Committee Meeting

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August 5, 2008

Item:

Discussion - IBBS Agreement

Department:

Electric and Telecommunications

Additional Information:

IBBS Representative will be on hand on Tuesday of meeting to make a presentation on their cable modem management software

Financial Impact:

Budgeted Item:

Recommendation / Request:

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Attachments / [click to download](#)



Utility Committee Meeting

AGENDA

August 5, 2008

Item:

Discussion / Approval - Proposed Telephone Rates

Department:

Electric and Telecommunications

Additional Information:

Financial Impact:

Budgeted Item:

Recommendation / Request:

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 [Proposed Telephone Rates](#)

**Recommended Pricing on Digital Voice & Bundles
For:**

**Monroe Utilities
Cable TV Division**

RESIDENTIAL

Digital Phone	\$34.95
Digital Phone & Std. Internet*	\$69.95
Digital Phone & Cable TV**	\$69.95
Phone/Internet*/Cable TV**	\$99.95

* Standard Internet (3 Mbps)

** Basic & Exp. Basic Cable TV

BUSINESS

Digital Phone	\$39.95
Digital Phone & Internet***	\$79.95
Digital Phone/Internet/Cable TV**	\$110.95
800# plus LD	\$ 15.95 plus 5¢ per minute

*** Max Internet (6Mbps)

OPTIONS

Add'l line (residential)	\$29.95
Add'l line (business)	\$34.95
Distinctive ring	\$ 7.50

FEES, TAXES & CHARGES

Windstream # porting charge	\$ 24.00 (one time charge)
AT&T Porting charge:	\$ 3.00 (one time charge)
NO CHARGE for new numbers	

FEES & Taxes (all pass through)

- i. FCC Local Access @ \$3.25 per month per line
- ii. Federal Universal Service Charge @ \$0.88 per month per line
- iii. FCC LNP @ \$0.35 per month per line
- iv. Telco Relay Service Fund @ \$0.10 per line
- v. 911 fee @ \$1.50 per month per line
- vi. Federal Excise Tax – 3% of local phone service (no LD)
- vii. Sales tax as applicable per county

Item # 2

Charges for additional directory and/or foreign directory fees generally run between 1.00 and 4.50 / mo. Charges for Unlisted numbers generally run approx. \$4.50 / mo.



Utility Committee Meeting

AGENDA

August 5, 2008

Item:

Discussion / Approval - Communication Agreement with BroadRiver Communications Corporation

Department:

Electric and Telecommunications

Additional Information:

BroadRiver is the Wholesale provider for our phone service.

Financial Impact:

Budgeted Item:

Recommendation / Request:

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[BroadRiver Agreement](#)

BroadRiver Company Overview

BroadRiver provides reliable voice, Internet and data center solutions to small and medium-sized businesses. We help our customers grow their business by utilizing state-of-the-art technology, lowering their cost of operations, maximizing their return on investment, and by providing exceptional customer service and support. We have the expertise and the infrastructure required to deliver an end-to-end Internet enabled solution at an affordable cost. With Competitive Local Exchange Carrier certifications in 9 US states, BroadRiver has the ability to provide extremely reliable and competitively priced voice, data, and integrated access connectivity to its' clients.

The company has a 15-year history providing technology and communications solutions in the Atlanta marketplace. The company-owned facility is located in downtown Atlanta in the heart of the Georgia Institute of Technology campus with additional facilities in the Athens area. We have the stability of being a debt free company that is funding its' growth through profitable cash flow. We have a staff of over 20 full time employees on site to cater to any support need.

BroadRiver provides a complete line of quality, reliable voice and data services designed for growing businesses. Our in-house consultants leverage the innovation of trusted partners such as Cisco to deliver a full range of customizable services -- helping you get the most value from your business communications. A personal approach and dedication to customer service ensure that when you need customer support, your account manager is accessible and responsive and knows your business needs, not just your customer number.

There are plenty of companies that can offer your business voice, data and hosting services. So, why choose BroadRiver? It's simple.

Convenient, reliable full line of products and service-BroadRiver is the actual service provider, not a reseller, so our customers can get a full range of voice, data and hosting needs from one source at a price that is more competitive than most telecommunications service providers. Our ever-changing line of services ensures that whatever your needs, months or years from now, BroadRiver is always looking ahead to provide the services and technologies that will keep your business moving forward.

Packages that are customized for you, without the premium price tag-BroadRiver combines the best of both worlds-a full selection of products and services that can be customized to your needs with prices for our bundled services that are typically less than our competitors. Your package contains just the services you need and you don't pay a premium for not fitting into one of our "bundles."

A personal approach-BroadRiver is committed to a personal approach with our customers. This means when you pick up the phone and call your account manager, they know your business, not just your account number. Our level of service has translated into happy customers-BroadRiver has a 99 percent customer retention rate.

Reputable partners-We leverage the innovation of our partners such as Cisco, Compaq and Nortel to offer the highest quality products to deliver our host of services to our customers.

Peace of mind-BroadRiver takes measures to ensure that its collocation, storage and hosting customers are provided with services that are protected from interruptions of service and security breaches by designing a state-of-the-art data center.

Data Center Description

The BroadRiver Data Center includes all of the fundamental elements for an Internet based operation in a secure, reliable, redundant hosting environment.

Features Include:

- Network Operations Center with 24 x 365 Technical Support
- Hurricane Rated Building Structure
- Raised Floor Environment with Fully-Enclosed 44U Racks
- Secure Access – Key Readers, Biometric Hand Scan, Motion Detectors, Video Surveillance
- N+2 Redundant Climate Control Environmental Systems
- Redundant UPS Battery Backup systems and Power Distribution Units
- AC and DC power plants with Diesel and Natural Gas Power Generators
- Waterless FM200 Fire Suppression System
- Redundant Transport Connectivity via OC-48 Sonet Ring and dark fiber
- Multiple Upstream Internet Carriers (Savvis, Global Crossing, XO, Level3, WorldCom)
- Fully-Redundant Cisco Core Network utilizing BGP4 Multi-Home Routing Technology

Solution Offerings

BroadRiver is constantly striving to provide our customers with the latest and most reliable technology solutions available. Our focus is to tailor solutions to our customers business needs and design them to be scalable in every dimension.

Our Offerings Include:

- Customized Web, Application, and Database Hosting on both shared and dedicated server environments
- Per rack unit, ¼ cabinet, ½ cabinet, and full cabinet Co-location
- High-Speed Internet Access (DSL, T1, Metro Ethernet)
- Local and Long Distance Voice Services over T1 and PRI
- Integrated Access T1s with Dynamic Bandwidth Allocation
- Managed Voice Over IP Solutions – Hosted Cisco Call Manager and SIP Platforms
- Fax over IP Desktop Fax Service
- Hosted Microsoft Exchange Email Services
- Virtual Private Networks (Hardware and software client VPN services)
- Firewall and Intrusion Detection Services
- Enterprise Tape/Data Backup Services
- Disaster Recovery and Business Continuity Solutions
- Storage Area Network and Network Attached Storage Solutions
- POP3 Virus and Spam protected email
- Advanced Systems Monitoring
- Strategy and Design Consulting

We would welcome the opportunity to become your communications and hosting partner. Please contact us to schedule a tour of our facility and to discuss further our ability to meet your business needs.

Sincerely,

BroadRiver Communication Corporation



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August 5, 2008

Item:

Discussion / Approval - Addition of CSS to Cable System

Department:

Electric and Telecommunications

Additional Information:

Financial Impact:

Budgeted Item:

Recommendation / Request:

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 [CSS - Distrubution Proposal](#)



**City of Monroe, GA
CSS Distribution Proposal
June 17, 2008**

****Non-Binding—For Discussion Purposes Only****

Term

- Effective Date through 6/30/2012

Territory

- The United States
- Some programming is restricted to the States of Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, South Carolina, Tennessee, Virginia, and West Virginia

Carriage Requirement

- First or second most widely distributed package of services which meets a 90% penetration minimum

Local Avails

- Two (2) minutes per programming hour between 8am and Midnight

Surcharge

- MSO has option to accept or reject surcharge for additional professional or Division 1 collegiate men's sporting events programming

Cross Channel Promotion Discount

- Affiliate shall make at least 200 cross channel promotion spots per month available to Network, on a system-by-system basis.

Channel Position Discount

- Channel placement must be consistent throughout all systems, must be in the sports channel neighborhood and remain on the same channel throughout the Term

Creditworthiness Discount

- Affiliate must pay all amounts due within 30 days of past due notification from Network.

Term Length Discount

- A discount is given if Affiliate agrees to carry network through 6/30/2012.

Rate Card

	2008	2009	2010	2011	Thru 6/30/2012
Base Rate Per Service Subscriber per month	\$0.52	\$0.53	\$0.54	\$0.55	\$0.56
Cross Channel Promotion Discount	-\$0.03	-\$0.03	-\$0.03	-\$0.03	-\$0.03
Channel Position Discount	-\$0.03	-\$0.03	-\$0.03	-\$0.03	-\$0.03
Term Length Discount (2008 thru 6/30/12)	-\$0.02	-\$0.02	-\$0.02	-\$0.02	-\$0.02
Creditworthiness Discount	-\$0.01	-\$0.01	-\$0.01	-\$0.01	-\$0.01
Total Discounts	-\$0.09	-\$0.09	-\$0.09	-\$0.09	-\$0.09
Rate Per Service Subscriber per month net of Total Discounts	\$0.43	\$0.44	\$0.45	\$0.46	\$0.47



Dear Cable Provider:

In a competitive environment, providing distinctive content which appeals to both customers and potential customers is vital. CSS can help. CSS is a regional sports network providing sports content specifically designed for viewers in the Southeast just like your subscribers.

Throughout the year, CSS carries a full slate of college sports programming featuring teams throughout the Southeast. Our programming includes over 45 live football games, 110 college football replay games, more than 160 men's and women's live college basketball games and 60 live baseball games, as well as a comprehensive mix of sports news and in-depth sports analysis.

Enclosed is a packet outlining many more details of the network. Once you review, you will see CSS could be a unique and valuable part of your channel line-up.

As you review the materials, if you have any questions, please let us know. Should you have any questions regarding CSS or are interested in carrying the network, please contact Phyllis Elliott by phone at 770-559-2991 or via e-mail at phyllis_elliott@cable.comcast.com.

We look forward to welcoming you as a CSS affiliate and appreciate your consideration.

Thank you.