

April 20, 1999

The Board of Commissioners of Lorain County, Ohio, met this day in a special meeting in the J. Grant Keys Administration Building,

226 Middle Avenue, Elyria, Ohio, with the following members present: Commissioner Betty Blair, President and Commissioner Mary Jo Vasi,

Vice-President and Theresa L. Upton, Assistant Clerk. Commissioner Michael A. Ross, absent.

The following business was transacted: _____

B.1

RESOLUTION NO. 99-282

APPROVING HUMAN SERVICES CHILD CARE PROVIDERS FEES FOR PAYMENT

BE IT RESOLVED, by the Board of Commissioners of Lorain County, Ohio that we hereby approve the following Human Services Child Care Providers Fees for payment of February 1999 which two or more Commissioners have signed:

SCHEDULE	VOUCHER #	DESCRIPTION	AMOUNT
525		Day Care - In home 3/99	\$187,345.12

Motion by Blair, seconded by Vasi to adopt resolution. Ayes: all.
Motion carried.

JOURNAL ENTRY

Commissioner Blair moved, seconded by Commissioner Vasi to recess into Executive Session to discuss personnel/new hires and drivers eligibility issues with CORSA. Upon roll call: Ayes: All.
Motion carried.

JOURNAL ENTRY

Commissioners reconvened from the Executive Session and no action is to be taken.

JOURNAL ENTRY

Commissioners had a public meeting at 10:15 a.m., with Communications Research Analysis, Inc. (CRA) to discuss the new telephone system for Lorain County and the following people were present and introduced themselves:

Virgil J. Muntean, County Administrator, Renee Bradford, Data Systems Compliance Manager, Nancy Bryant, Telecommunications Supervisor, John Bailey, CRA, Alison Zitko, Williams Communications Solutions, Inc., Denny Arrans and Craig W. Connor, Sprint, Herbert A. Cuevas, Dan Gammie & James Rhodes MITEL Telecommunications, Jerry Innes, Lorain County Assistant Prosecutor and TJ Morraco, Chronicle Telegram.

Mr. John Bailey from Communications Research Associates, Inc., (CRA) stated that Lorain County contracted to have an analysis done on the telephone system for Lorain County and several vendors which are present today, submitted RFP's. All vendors who responded, total of 6 were all in compliance with Lorain County specifications.

Mr. Bailey recapped the Vendor Bid Analysis and Vendor Recommendations on the new telephone system(s) and facilities for the Administrative Office building, Courthouse, Sheriff/Jail Facility, Cooks Building, Detention Group Homes, Elyria Board of Elections and the County Garage.

This information had been compiled by using vendor information and pricing 'as submitted' on December 28, 1998 and contains CRA's findings and recommendations regarding which vendor and products best meet Lorain County's

telecommunication systems requirements and long term telecommunications objectives.

Mr. Bailey stated that when all objectives were met to provided Lorain County with most efficient, cost effective, state of the art digital telephone systems and single source vendor solutions available, they recommend to proceed into contract negotiations with Mitel Telephone Systems, Inc., and the Mitel SX-2000/SX-200 fiber Distributed Lightware PBX solutions and options are to have voice mail and some new cable.

Mr. Bailey stated that in this packet there is a breakdown of all vendors and options they are to be provided at each building and the costs, and this analysis came down to the price difference between vendors. What pricing components consist of base bid and some of the buildings may or may need new cabling, based on conversations with the departments. Recommended options having to do with voice mail, new cabling, potential components for future upgrades are comprised in the recommended options. In addition, additional costs were outlined for installation of telephone circuits, possible construction costs and any contingencies that might exist if remodeling occurs and employees hired.

Based recommendation on our discussion with Lorain County and the desire to increase some of the efficiencies for telecommunications services to provide connectivity, replace connectivity with new er technology, and implement new features such as automatic call distribution.

However, there were many options available but many depa rtments did not need them.

Commissioner Vasi questioned the maintenance of the system. Mr. Bailey stated that the County has a telecommunications staff and with the cost effectiveness, we are recommending against maintenance at this point. This staff can be trained to be certified technicians with the new equipment is cost effective over the long term with the people who are certified to purchase critical spare components, digital and analog cards and if something happens the staff can install and gives control over the system. Cost of purchasing spare package will be less than maintenance program. Commissioner Vasi asked if this was included in the RFP. Mr. Bailey said no it was not included because it is on a per person basis but the RFP responses did include and could range from \$5-6,000 for a week class depending on employees trained.

Dan Gammie, Mitel said that there is user training and technical training. Technical training is for the employees to be certified on the system, they will receive identification number to enter the system, and user training is available until the county is satisfied with the systems.

Mr. Bailey said all Mitel platform as well as the responding vendors, all hardware is modern day technology and has a long-term life span.

Commissioner Vasi asked about Y2K. Mr. Bailey said all vendors have provided with their RFP responses they are currently compliant with Y2K or have outlined when this procedure will be completed.

Mr. Bailey said there were 15 vendors who originally picked up the specifications and dozen that attended the bidders conference in November. Only 6 responses were received; Mitel, Alltel, GTE, Sprint, Telecommunications and Williams and all were compliant with specificatio ns, all platforms were state of the art technology and there is a cost comparison of each vendor to show on building price schedule and total bottom line whole project.

Journal Entry

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Vendors who were not selected, all are viable and can do this project, all platforms are capable but it came down to a price difference between vendors and in this case Mitel was the least expensive vendor.

Nancy Bryant requested that two people be certified on training.

Mrs. Bradford, asked if there is anything additional to be done for internet accessible. Mr. Bailey said the internet is a separate issue from the telephone system. If the county needs the internet, this will have to go through the computer network.

Commissioner Blair want to make it clarified that this report issued by CRA states it is confidential but because this is a public meeting, these documents can be released. Mr. Bailey had no problem and the notation is always put on reports until such time it becomes public.

Mr. Connor, questioned if some options were eliminated like 10-year maintenance program and majority of the options how much less is Mitel, because on the base bid Sprint is \$100,000 less. Mr. Bailey said based on what was

recommended and overall price difference, Mitel was \$44,000 less than Sprint. GTE was \$147,000 less based on base bid and recommended options.

Mr. Bailey said the total costs for the telephone system would be \$1,543,000.00 from Mitel, which includes all recommended options and base bid.

Mr. Connor said if the county does not elect options the lower bid base will change. Mr. Bailey said it will not change and Mitel remains the least expensive bidder if you take buildings or options out.

Ms. Zitko asked if another meeting will be set up or if this recommendation from CRA has been finalized.

Commissioner Vasi said we will review this information and make a decision.

Commissioner Blair said we have contracted with CRA to decipher these bids and she will rely on them to make this decision.

Virgil J. Muntean, stated that the Board of Commissioners would have to make the final decision at one of their board meetings.

Ken Taylor, Alltel Communications stated that there are differences between vendor prices and how they were quoted with the options and this would make a difference in the costs. He also stated the internet is a separate issue and Alltel has supplied a quote to the County for these services and is waiting for a reply.

Commissioner Blair told the vendors to get a copy of this information from the Clerk and maybe some of these questions could be answered.

With no further discussions;

Motion by Blair, seconded by Vasi to adjourn. Ayes: All.

Motion carried.

The meeting then adjourned:

Commissioners _____)
 _____)
 _____)
 _____) of
 _____)
 _____)
 Michael A. Ross, Absent _____) Lorain County
 _____) Ohio

Attest: _____, Clerk