

Report to Council

Report Title: Mobile Telecommunication Agreement

Prepared By: Trish Serratore, Chief Financial Officer

Department: Finance

Date: August 9, 2022

Report Number: FIN2022-27 **File Number:** C11FIN

Attachments: N/A

Recommendation:

That the Council of the Municipality of Brockton hereby receives Report Number FIN2022-27 – Mobile Telecommunications Agreement, prepared by Trish Serratore, Chief Financial Officer and in doing so approves bringing forward a by-law to enter into the Vendor of Record, Province of Ontario Agreement available to the Broader Public Sector (BPS) for Mobile Devices and Service (VOR OSS-00415819) with Rogers Communications Canada.

Report:

Background:

The Municipality of Brockton has been in an agreement with Telus Mobility for their mobile/telecommunication services. As of May 13th 2022, the Municipal agreement with Telus has expired and no longer eligible for the discounted devices and contractual credits for new activations or devices.

Through the MIC – IT Strategic Sourcing and Procurement review, staff learned that there was a cost saving opportunity within the telecommunication area. Rogers Communication Canada was rewarded the Provincial Vendor of Record contract in 2014 with a current expiry of 2024.

Analysis:

The Municipality of Brockton currently has 42 smartphone devices, including mobile phones and wireless tables. The total billing is approximately \$1,750 per month with an annual expense of approximately \$21,000. Staff researched opportunities for cost savings, while maintaining service levels within the mobile portfolio. Though the MIC Joint IT Steering Committee, staff were able to obtain the local Rogers Rep contact information to obtain additional information on the pricing and services offered.

Due to the competitive pricing available through the Provincial Vendor of Record (VOR), the Municipality is able to continue to maintain their service levels at a discounted rate. This includes Voice Only plans, Voice and

Data plans and Data only plans for the wireless tablets. Staff have completed a cost analysis between our current rates and the set rates through the VOR. The chart below outlines the currently monthly fee compared to Rogers rates:

Plan	Telus	Rogers	Saving per Device	Comment
Voice Only Plan	\$31.08	\$4.75	\$26.33	N/A
Voice and Data Plan	\$45.20	\$19.05 - \$49.75	\$26.15	Most mobile devices would fall under the \$19.05 fee.
Data Only Flex Plan	\$11.30	\$14.30	(\$3.00)	Currently the tablets do not have data but require a sim cards, Rogers offers up to 6GB of data for the \$14.30 fee per tablet.

Based on the current rates we are paying and the rates available through Rogers, staff have estimated a monthly savings of approximately \$990.00. However, the municipality has several lines that are in a 2-year contract for the financing of mobile devices, with a financial impact to break of approximately \$10,694.01 in cancellation fee. Therefore, staff recommend only transferring over to Rogers once the contract obligation with Telus has expired.

Currently there are thirteen (13) lines that have an end of contract date in 2022, six (6) lines in 2023, eight (8) lines in 2024 and eight (8) lines in 2025. Staff recommend a gradual transition to Rogers to avoid cancellation fees and increased costs. Devices will be transferred once they are no longer in a contract, replacement or upgrades needed and approved by the CFO. All cellular devices are managed through the CFO and new devices are reviewed and approved by the CAO.

Strategic Action Plan Checklist:

What aspect of the Brockton Strategic Action Plan does the content/recommendations in this report help advance?

- Recommendations help move the Municipality closer to its Vision Yes
- Recommendations contribute to achieving Heritage, Culture, and Community N/A
- Recommendations contribute to achieving Quality of Life N/A
- Recommendations contribute to achieving Land Use Planning and the Natural Environment N/A
- Recommendations contribute to achieving Economic Development N/A
- Recommendations contribute to achieving Municipal Governance Yes

Financial Impacts/Source of Funding:

- Do the recommendations represent a sound financial investment from a sustainability perspective? Yes

Entering into an agreement with Rogers will have a significant cost savings to the Municipality which will assist with reducing the operating costs and maintain service levels to the residents. As a result of the Municipal Innovation Council's IT Review and Joint IT working group these options have been identified and we will continue to pursue others.

Respectfully Submitted by:

A handwritten signature in black ink, appearing to read 'Trish Serratore', with a stylized, looping flourish at the end.

Trish Serratore, Chief Financial Officer

Reviewed By:

A handwritten signature in black ink, appearing to read 'Sonya Watson', with a long, sweeping horizontal flourish extending to the right.

Sonya Watson, Chief Administrative Officer