



The Corporation of the Town of Tecumseh

Information & Communication Services

To: Mayor and Members of Council

From: Shaun Fuerth, Director Information & Communication Services

Date to Council: November 10, 2020

Report Number: ICS-2020-03

Subject: Telus Corporate Purchasing Group Agreement

Recommendations

It is recommended:

That ICS-2020-03 entitled “Telus Corporate Purchasing Group Agreement” **be received;**

And that By-law No. 2020-69, being a by-law to authorize the Mayor and Director Information & Communication Services to execute the Telus Corporate Purchasing Group Agreement between The Corporation of the Town of Tecumseh and Telus Communication Company, **be approved.**

Background

In 2005, the Town of Tecumseh (Town) entered into an agreement with Telus Communication Company (Telus) as negotiated by WEDnet (Windsor Essex Development Network), for the provision of Telus cellular phones and corresponding rate plans. The Connecting Windsor-Essex (CWE formerly WEDnet) consortium has exercised the contract extension clause on behalf of local public sector agencies.

In 2008, 2011, 2014 and 2017 this agreement was amended so that the Town could benefit from additional volume rate plan pricing.

This agreement benefits many public and private organizations in Windsor and Essex County by allowing for discounted pricing on cellular phone and smart phone data/voice plans, software, and hardware.

Comments

The new agreement (Appendix I) outlines corporate pricing from which the Town will benefit.

Such benefits include:

- Maintain smart phone rates of \$45/month for base plan
- An increase from 3GB(gigabyte)/user/month of data to 5GB/user/month (pooled)
- Unlimited local calling
- Unlimited Canadian and U.S. texting
- 60 U.S. Shared Roam Minutes/user/month (pooled)
- An increase from 125MB/user/month for U.S. data to 200MB/user/month (pooled)
- Account pooling for voice minutes
- Limited annual early renewals (hardware upgrades)
- Employee Purchase Plan (EPP)
- 24 month upgrade eligibility on new three year term contract
- Bring Your Own Device (BYOD) rate plans allow for purchase of hardware elsewhere
- 911 fee included

Since entering into the original agreement (2005) and subsequent amending agreements, the Town has saved thousands of dollars in airtime discounts, hardware replacement discounts, and software acquisition.

Telus rate plans are not limited to smart phones but are also utilized in many departments for mobile internet for service vehicles, tablets for road/sidewalk patrols, and GPS units.

Consultations

Corporate Services & Clerk
Financial Services

Financial Implications

Upon analysis of the new rate plans being offered and the increase in account pooling based on the current usage patterns, the Town can expect to continue to save several thousand dollars per year over current consumer rate plans. In the new plans, additional financial benefits will be derived from:

1. Increase in monthly data allowance per user and pool (from 3GB to 5GB).
2. Continuation of U.S. rate plans that include discounts for voice, texting and data.
3. The use of BYOD plans results in substantially lower monthly costs.

The above noted savings will continue to be complemented by monthly airtime credits as per the Telus antenna lease agreement for equipment located on the Town's water tower.

As a member of Connecting Windsor-Essex, the Town will continue to benefit financially from these agreements and benefit from reduction in airtime costs and hardware costs.

Link to Strategic Priorities

Applicable	2019-22 Strategic Priorities
<input type="checkbox"/>	Make the Town of Tecumseh an even better place to live, work and invest through a shared vision for our residents and newcomers.
<input type="checkbox"/>	Ensure that Tecumseh's current and future growth is built upon the principles of sustainability and strategic decision-making.
<input type="checkbox"/>	Integrate the principles of health and wellness into all of Tecumseh's plans and priorities.
<input checked="" type="checkbox"/>	Steward the Town's "continuous improvement" approach to municipal service delivery to residents and businesses.
<input type="checkbox"/>	Demonstrate the Town's leadership role in the community by promoting good governance and community engagement, by bringing together organizations serving the Town and the region to pursue common goals.

Communications

Not applicable ☒

Website ☐

Social Media ☐

News Release ☐

Local Newspaper ☐

This report has been reviewed by Senior Administration as indicated below and recommended for submission by the Chief Administrative Officer.

Prepared by:

Shaun Fuerth, BCS
Director Information & Communication Services

Reviewed by:

Tom Kitsos, CPA, CMA, BComm
Director Financial Services & Chief Financial Officer

Reviewed by:

Laura Moy, Dipl. M.M., CMMIII HR Professional
Director Corporate Services & Clerk

Recommended by:

Margaret Misek-Evans, MCIP, RPP
Chief Administrative Officer

Attachment Number	Attachment Name
1	Telus Enrollment Agreement for Corporate Purchasing Group