



## AT&T's Proposal for IP Flex Reach on AT&T Dedicated Internet (ADI)

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# Proposal for IP Flexible Reach on AT&T Dedicated Internet (ADI)

Presented to Augusta-Richmond County

By AT&T on May 10, 2024

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## Overview

Your AT&T team understands the following about your business: Your business requires voice and data services, but managing separate networks is costly and time consuming.

We've assessed your information and developed an IP Flex Reach on AT&T Dedicated Internet (ADI) solution that addresses your business needs. IP Flexible Reach allows you to add VoIP to your Internet access service. By converting voice to IP format, your voice and data services travel on the same Internet access facility.

Consolidating your voice and data traffic onto a single IP network service provides true network integration. You save money and reduce the complexity of managing your network.

In the following pages, we provide details about the IP Flex Reach on AT&T Dedicated Internet (ADI) solution—and its features and benefits—that we recommend for Augusta-Richmond County.

## IP Flexible Reach

IP Flexible Reach is a managed Voice over IP (VoIP) solution that provides inbound and outbound calling on your data network, giving you long distance and international calling for all your sites globally and also local calling for your U.S. sites. IP Flexible Reach provides VoIP calling service to your data network.

IP Flexible Reach uses two networks. The first is a U.S.-only network that provides AT&T Dedicated Internet (ADI), Ethernet ADI, MPLS Private Network Transport (PNT), and Ethernet PNT access services.

The second network that we use with IP Flexible Reach is the AT&T Virtual Private Network (AT&T VPN). This global network provides increased security over the ADI and PNT network and supports the same speeds.

With both networks, IP Flexible Reach adds VoIP to your IP VPN services. IP services travel over AT&T's global MPLS backbone, which provides efficient communication across your business, extensive reach, reliability, and enhanced network security. With both networks, AT&T supports MLPPP speeds (up to 8XT1 for 12 Mbps bandwidth) and OCX up to OC-48 and Ethernet up to 1 GigE.

With the ADI and PNT network, we deploy gateway routers at your sites to transport voice and data traffic. Your PBX or IP PBX connects to this router. To enhance voice quality, we configure



the router to prioritize traffic for immediate transport. The router assigns all voice calls to Class of Service 1. Our engineers configure the router for advanced bandwidth management and traffic queuing priorities as part of your service installation.

With the AT&T VPN network, we support your owned and managed gateway routers. These routers have the same capabilities as the AT&T managed router for ADI and PNT service.

IP Flexible Reach includes three package options: IP Long Distance (Calling Plan A—global), Local and Long Distance (Calling Plan B—U.S. only), and Local and Long Distance Package (Calling Plan C—U.S. only). All package options include free unlimited on-net calling between all locations that use IP Flexible Reach.

The concurrent calls capacity depends on your transport access facility's bandwidth. For example, T1 access supports 6 to 50 concurrent calls; T3 or fractional T3 access, 6 to 350 such calls and up to 1,000 when you use a Session Border Controller. With Ethernet and OCX, the service can support more than 30,000 concurrent calls. You choose the number of concurrent calls to meet your business needs.

IP Flexible Reach interoperates with traditional digital TDM PBXs and IP PBXs and integrates with AT&T Voice DNA services.

On your local area network (LAN), your IP phone converts your voice or facsimile transmissions into Internet Protocol (IP) format. Your LAN equipment routes those transmissions (calls) via your transport access facility to our network. On-net calls (VoIP to VoIP) route only within the IP network. Off-net calls (VoIP to analog phones) route through a gateway device that converts them from IP to analog format and routes them on the public switched telephone network (PSTN) to their destination.



This feature set is available for TDM handoff (PRI/CAS), Analog handoff with BIB and select IP-PBXs\*

End User and Admin Portal for feature management



### Line Features

Telephone Number (TN) level features:

- Call Forwarding, CF Not Reachable, Always, Busy, No Answer, Selective
- Blind Transfer (SIP Refer)
- Locate Me (up to 5 TNs)
- Simultaneous Ringing (up to 10 TNs)
- Direct Inward Dialing (DID) call limits per number (Max DID Policing)
- Outgoing call restrictions
- Account/Authorization codes
- Scheduling

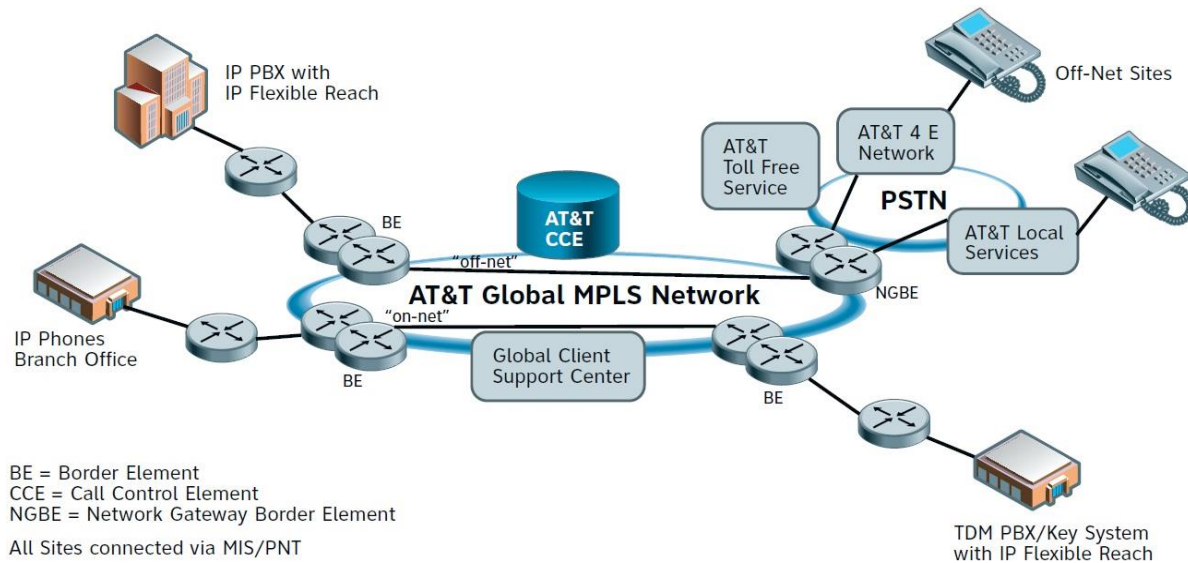
### Trunk Features

Inbound Call Distribution and Trunk to Trunk Failover:

- Trunk Call Routing Capabilities:
  - Linear Routing
  - Round Robin Routing
  - % Allocation Routing
  - Most Idle

\*Not all features are available with each handoff or IP-PBX type

**IP Flexible Reach Enhanced Features Package** — The Enhanced Features Package option can help you boost employee productivity, enhance disaster recovery, optimize your network, and maximize the experience of your customers.



IP Flexible Reach for TDM and IP PBXs — This diagram shows a typical IP Flexible Reach configuration for TDM and IP PBXs.

## Features

IP Flexible Reach gives you these features and benefits:

- Performance—Communicate over a converged IP network that has dynamically allocated bandwidth and high-quality, reliable, business-class voice service that is backed by Service Level Agreements.
- Agility—Choose flexible options that interoperate with digital time division multiplexed (TDM) or IP PBX solutions.
- Control—Implement a communications system with web-based performance and call reporting, service reporting, and network management.
- Security—Enhance the confidentiality and integrity of your IP voice traffic by using our highly secure IP backbone network. The AT&T VPN access option provides additional security for your voice and data services.
- Compatibility—VoIP interoperates with a wide range of PBX systems, including traditional digital TDM PBXs and IP PBXs, and integrates with AT&T Voice DNA<sup>®</sup> services. Because AT&T's VoIP service is compatible with your current telephone equipment, you can take advantage of IP Flexible Reach without investing in a costly replacement of your PBX systems.



- Voice over IP (VoIP)—With VoIP, you connect all of your desktop equipment to your LAN, and you route your voice calls over our global IP network instead of the public switched telephone network (PSTN). You have lower costs for network wiring. And, by using our VoIP network, you can manage your communication costs more effectively.
- Integrated Network Access—You can transport voice calls on the same Internet access facility that you use for data service. By integrating your voice and data services on the same line, you reduce access costs and simplify your network management. And, the service supports ADI, PNT, and AVPN access.

## Options

The following options are available with IP Flexible Reach:


- Network Access—You can choose between ADI/PNT access (with a router that AT&T manages) and AVPN access (with a router that you manage). These access methods enable you to tailor your solution to meet your requirements.
- IP long distance (plan A, available globally)—supports long distance VoIP calling. You get unlimited on-net calls, and you get outbound long distance and international calling at competitive per-minute rates. Because this plan supports only long distance calling, all local calls—including 911—are unavailable with this service. With this plan, you must maintain an inbound and outbound public switched telephone network (PSTN) line in order to make and receive local calls, including 911. (This plan is not available with AVPN access.)
- Local and long distance (Plan B, available in the U.S.)—offers free local and discounted long distance VoIP calling. You get unlimited on-net calls, and you get unlimited inbound and outbound local calling. Outbound off-net local toll, long distance, and international calling bill at competitive per-minute rates. You must dial 1 plus the 10-digit number to complete local calls. This option allows you to use PBX private dialing plans.
- Local and long distance package (Plan C, available in the U.S.)—provides free local and partially flat-rate long distance VoIP calling. You get unlimited on-net calls, and you get unlimited inbound and outbound local calling. This option includes 300 minutes of off-net U.S. local toll and long distance calling per concurrent call. Additional minutes of off-net local toll, long distance, and international calling are not included but bill at competitive per-minute rates. You must dial 1 plus the 10-digit number to complete local calls. This option allows you to use PBX private dialing plans.
- Local feature options—provide additional features for plans B and C. Local features include Direct Inward Dialing (DID); Direct Outward Dialing (DOD); Toll-free terminations; Local Number Portability; N11, 411, and NPA 555-1212; Directory



Assistance; Caller ID with Name; Operator Services; Directory Listing; 911/E911 service; and Call Blocking options.

- Class of Service (CoS) option—gives you the flexibility to prioritize your applications. The CoS option, available on your access circuit, supports four classes of service. CoS 1 includes applications such as Voice over IP and videoconferencing; CoS 2 includes critical data applications such as credit transactions and packages for enterprise resource planning like PeopleSoft and SAP (Systems, Application in Data Processing); CoS 3 includes standard business data requirements for applications such as human resource web sites and company email; and CoS 4 includes general data applications such as file transfer protocol (FTP), and Internet browsing. To assist you with your service classifications, we offer 17 different voice/data CoS "profiles," which have pre-determined bandwidth allocations for each CoS. A CoS profile is a template that you use within your network to allocate bandwidth across your Committed Data Rate (CDR). You can select a CoS profile for ingress classification or egress queuing. With the CoS option, you'll have a cost-effective network where your critical applications receive the highest priority.
- Station to station—enables you to place calls that stay inside your PBX instead of traversing our network.
- Originating 8YY—routes your 8YY numbers to your local network switch.
- Default call blocking—blocks certain outbound numbers by default. These numbers include 611; 811; 500; 700; NPA-555-xxxx (except NPA-555-1212); 900/ NPA-976-xxxx; 0-8YY-xxx-xxxx; 0N11; 0-NPA-555-1212; 0-976-Nxx-xxxx; 0-500-XXX-XXXX; 0-700-XXX-XXXX; and 0-900-XXX-XXXX.
- Site specific outbound call blocking—enables you to request us to block certain types of calls based on sites. These numbers include international operator (01); direct dialed international (011); local distance directory assistance (411); long distance directory assistance (NPA-555-1212); and operator (0-, 0+, 00-, 00+).
- Calling Name Delivery Service (CNAM)—retrieves and displays the name associated with a telephone number. The service includes Allow Default CNAM, which gives you the first 15 characters of the business name; Allow Customer Specified CNAM, which enables you to choose a CNAM; and Restrict CNAM, which displays no name.
- IP Flexible Reach Enhanced Features Package (included in our pricing)—adds telephone number-level features to your SIP trunking service like Call Forwarding, Find Me/Follow Me, and Account codes, as well as advanced routing and resiliency features to keep your business running. This package comes with a web-based management portal so you can quickly and simply assign and manage your users and features. The Enhanced Features





Proposal for an IP Flex Reach on AT&T Dedicated Internet (ADI)  
solution for Augusta-Richmond County



Package can help you boost employee productivity, enhance disaster recovery, optimize your network, and maximize the experience of your customers.



## Pricing Scenario 1

AT&T proposes IP Flex/SIP Trunks with **20M** AT&T Dedicated Internet (ADI) at the following 2 addresses:

- 535 Telfair St., Bldg 2000, Augusta, GA
- 1501 Aviation Way, Augusta, GA

This scenario includes the following components with pricing based on a 36 month contract term.

Bandwidth	Unit Price	Qty	Installation	Monthly Total
20M AT&T Dedicated Internet	\$349.29	2	\$0	\$698.58
*Total Concurrent Call Paths with Calling Plan C and Enhanced Features. Each site 100 call paths	\$12.00	200	\$0	\$2,400.00
DID fee, per number	\$.15	2,375	\$0	\$356.25
Domestic Long Distance Included	\$0	75,900	\$0	\$0
Monthly Total				\$3,454.83

Current PRI spend (including Pinpoint 911 and excluding regulatory fees, FCC charges, etc.) is **\$4,593.40** per month.

706 849 2065 002 \$3,965.35

706 796 4001 001 \$628.05

Current average domestic monthly long distance usage is 6,000 minutes and spend with AT&T is **\$2500.00**. Long Distance Included with IP Flex = 300 minutes of domestic long distance included with each call path. \$.05 cpm for overage. (200 call paths x 300 minutes = 60,000 minutes included each month). International minutes not included.

**Scenario 1 Estimated Monthly Savings = (\$4593.40 + \$2500) = \$7,093.40 - \$3,454.83 = \$3,638.57**



*\*Augusta-Richmond County can choose the number of desired concurrent call paths and corresponding bandwidth per address. For diversity purposes, if one site were to go down, the other site can take over and manage the calls up to the number of total concurrent call paths provisioned for that site.*

## Pricing Scenario 2

AT&T proposes IP Flex/SIP Trunks with **50M** AT&T Dedicated Internet (ADI) at the following addresses.

- 535 Telfair St., Bldg 2000, Augusta, GA
- 1501 Aviation Way, Augusta, GA

This scenario includes the following components with pricing based on a 36 month contract term.

Bandwidth	Unit Price	Qty	Installation	Monthly Total
50M AT&T Dedicated Internet	\$462.56	2	\$0	\$925.12
*Total Concurrent Call Paths with Calling Plan C and Enhanced Features. Each site 100 call paths	\$12.00	200	\$0	\$2,400.00
DID fee, per number	\$.15	2,375	\$0	\$356.25
<b>Monthly Total</b>				<b>\$3,681.37</b>

Current PRI spend (including Pinpoint 911 and excluding regulatory fees, FCC charges, etc.) is **\$4,593.40** per month.

706 849 2065 002 \$3,965.35

706 796 4001 001 \$628.05

Current average monthly long distance usage is 50,000 minutes and spend with AT&T is **\$2500.00**. Long Distance Included with IP Flex = 300 minutes of domestic long distance



included with each call path. \$.05 cpm for overage. (200 call paths x 300 minutes = 60,000 minutes included each month). International minutes not included.

**Scenario 1 Estimated Monthly Savings = (\$4593.40 + \$2500) = \$7,093.40 - \$3,681.37 = \$3,412.03**

*\*Augusta-Richmond County can choose the number of desired concurrent call paths and corresponding bandwidth per address. For diversity purposes, if one site were to go down, the other site can take over and manage the calls up to the number of total concurrent call paths provisioned for that site.*

## Implementation

There are several steps required to implement the IP Flex Reach on AT&T Dedicated Internet (ADI) solution. Timelines are dependent on contract signatures, fiber facilities availability, site readiness, timeliness of hand off information (to include IP PBX information as well as a complete telephone number and address list). Standard installation interval is 60-90 days.

## Advantages of AT&T

Working with AT&T gives you the following advantages:

- **Agility**—With our integrated, agile networking platform, you can quickly add or change applications as your business needs dictate.
- **Complete Solutions**—AT&T offers a wide range of solutions. We can work with a variety of communication products and can assess your needs to identify potential solutions.
- **Data Network Strength**—AT&T understands data transport—we own and operate wireline, wireless, and IP data networks, including one of the world's most advanced and powerful IP backbones. Our networks offer local, national, and global coverage.
- **Experience and Expertise**—With more than 100 years of experience, AT&T draws on its expertise to champion innovation and develop comprehensive, reliable solutions.
- **Financial Stability**—You can rely on us to be your service provider—now and in the future. AT&T has a strong balance sheet and a history of prudent financial management.



- Performance—You expect communication services that work, and we can deliver. We've made substantial investments each year to improve our technology infrastructure so that we can provide superior performance.
- Reliability—AT&T is one of the strongest, most dependable communication providers in the industry. We monitor our network to identify and correct service issues quickly.
- Service—We offer you easy access to service and assistance, whether through online tools or a single phone number. As a result, you may spend less time on communication issues and have more time to focus on your business.
- Support—Getting straight answers to your questions is important. That's why we give you an experienced, professional account team that knows your business and can recommend the best solutions.

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 IP Flex Reach on AT&T Dedicated Internet (ADI) solution and help you achieve your business goals.