



**City of Sweeny-
Business Class Fiber Internet / Voice
Services Proposal**



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Executive Summary

Thank you for allowing Btel the opportunity to provide the City of Sweeny with a quote for Business Class Fiber Internet and Voice Services. Btel is a small, local, family-owned telecommunications company located at 314 W. Texas St, Brazoria, TX employing 50 local residents who live, work, and shop nearby. Btel has been the local service provider in southern Brazoria county for over 77 years providing Voice, Data & Video services to both large and small businesses, and residential customers. In recent years, because of demand, Btel has begun to expand extremely high, fiber optic-based bandwidth service outside normal boundaries in response to customer needs for reliable and sustainable Internet service.

Btel is a proud supporter of many community events, people, organizations and programs to include; SISD, CBISD, Brazoria Library, Local Police and Fire Departments, Brazoria Chamber of Commerce, West Columbia Chamber of Commerce, Youth Athletics, Boy Scouts of America, BACH, Scholarships and much more. Moreover, Btel also gave back more than \$100,000 to area residents affected by Hurricane Harvey between cash donations and credits for those who were unable to retrieve Btel assets.

In 2018, Btel constructed a world class Fiber-to-the-Home network delivering state of the art fiber optics and Central Office equipment to approximately 6000 Brazoria, Sweeny, West Columbia, and Lake Jackson businesses and residents. Btel utilizes the industries best practices for network deployments and only deploys the best back-office equipment. The fiber network is made up of Calix Layer 2/3 access equipment and Cisco/ Juniper Layer 2/3 routing and switching equipment to ensure consistency, reliability, and compatibility.

Locations

102 W. Ashley Wilson Rd., Sweeny TX: City Hall

210 N. Oak St., Sweeny TX: Police Department

204 Pecan St., Sweeny TX: Fire Department

205 W, Ashley Wilson Rd., Sweeny TX: Library/Community Center

205 Oak St., Sweeny TX: Senior Building

201 W. 2nd St., Sweeny TX: City Barn/Public Works

201 Peach St., Sweeny TX: Water Treatment Plant/Water Tower

2607 Ave. A, Sweeny TX: Waste Water Treatment Plant

NOTE: ALL ASSOCIATED NRC's Construction Costs are waived with a 60 month (5 year) contract

Quality of service

Btel prides itself on being a small, independent company whose founders pioneered the provision of telephone service to Btel and the surrounding communities. The Company remains committed to providing exceptional service to the communities served. As a small company, Btel is easily accessible. Many of Btel's personnel have been employed with the company for many years, and personally get to know Btel's customers. Btel delivers personal and consistent quality customer service to its customers.

For large customers such as the City of Sweeny, Btel will designate a direct point-of-contact so that the city and its affiliates are able to directly contact their account representative at any time. Btel also extends to customers a contact number for reporting service problems 24 hours a day, 7 days a week with access to all the same account and troubleshooting functions and capabilities as employees. Btel also maintains an interactive website to allow customers to view statements, report trouble, pay bills online, as well as receive important information regarding directory listings, regulatory information, important links and company contact information. Additionally, as a regulated telephone company, Btel complies with all Public Utility Commission's customer service rules and consumer protection standards. These standards ensure that Btel is taking strict measures to provide its customers with the highest quality of service available in the communications industry.

Btel understands the importance of reliable service. Btel's fiber optic and transport network achieves 99.999% uptime to ensure quality and reliable service for its customers. The backhaul network is fully redundant with failover routing and switching equipment to give optimal uptime and peace of mind to essential service customers such as the City of Sweeny.

Business Fiber Internet Services

The following monthly recurring quote includes Btel Business Class Fiber Internet services and all associated equipment. Each location has its own dedicated internet access with download and Upload Speeds all symmetrical at 100M each. Each site has the capability to be upgraded to 1Gig if necessary.

Btel Business Class Fiber Internet Services all locations at 100M/100M

City Hall
Police Department
Fire Department
Public Works
Waste Water Treatment Plant
Library / Community Center
Senior Building
Water Treatment Plant

Term:

60 Months

Btel Fiber Internet (DIA) Bandwidth Pricing: \$2400.00 per month

Voice Services / Leased Phones

City of Sweeny Business UC / Voice Services / Leased Phone Proposal

Project Objective:

To provide the City of Sweeny with Btel's state-of-the-art Business Unified Communication System. Specifics pertaining to the installation are contained in the scope of work. Btel will install the hardware, configure features, and train users on functionality.

Business UC Phone Benefits:

- Upgrades and maintenance are taken care of by Btel.
- Unlimited Scalability - flexible infrastructure can grow as the customer grows.
- Btel delivers a high-quality, reliable solution over its managed network.
- Btel's network will automatically handle calls and messages during power outages. In case of a disaster, employees can forward calls to their home or mobile phones.

Investment Breakdown:

Business UC / Voice Services (60-month term) \$1300.00/Month

Service Included

- 1 -Btel Business UC Phone System (routers & switches included)
- Yealink T54W Phones with color touch display at all locations
- Unlimited Call Features
- Unlimited Long Distance
- Fax Lines
- All current phone lines

Prices do not include Federal, State or Local taxes or Federal and State mandated charges.

*System typically includes Router, Battery Backup, and dedicated Internet connection.

The total price for phone service through Btel is \$1300/month at all locations. This includes the telephone service/numbers you are being billed right now at a monthly rate. Once again within this pricing all parts are under warranty for the full term, upgrades included, maintenance/support is included.

Final Pricing Schedule (60 month Term)

Monthly Recurring Costs:

102 W. Ashley Wilson Rd., Sweeny TX: City Hall

- **100Meg/100Meg : Business Class Internet Services**

-

210 N. Oak St., Sweeny TX: Police Department

- **100Meg/100Meg : Business Class Internet Services**

-

204 Pecan St., Sweeny TX: Fire Department

- **100Meg/100Meg : Business Class Internet Services**

-

205 W, Ashley Wilson Rd., Sweeny TX: Library/Community Center

- **100Meg/100Meg : Business Class Internet Services**

-

205 Oak St., Sweeny TX: Senior Building

- **100Meg/100Meg : Business Class Internet Services**

-

201 W. 2nd St., Sweeny TX: City Barn/Public Works

- **100Meg/100Meg : Business Class Internet Services**

-

201 Peach St., Sweeny TX: Water Treatment Plant/Water Tower

- **100Meg/100Meg : Business Class Internet Services**

-

2607 Ave. A, Sweeny TX: Waste Water Treatment Plant

- **100Meg/100Meg : Business Class Internet Services**

Total Internet Access (Bandwidth) / DIA: \$ 2,400.00

Voice Services / Business UC / Leased Phones: \$ 1300.00

TOTAL MONTHLY BILL FOR ALL SERVICES: \$3,700.00

NON – Recurring Costs:

Construction costs to each of the cities locations if a 60 Month term contract is not signed/awarded will be \$5,500

Non-Recurring costs to all locations are waived with a 60 month signed term.

Btel Commitment

Thank you for reviewing the proposal. We are excited about the opportunity to partner with The City of Sweeny. Btel is committed to providing you a quality experience, not only in this phase of the partnership but also for many years to come. We understand that you have other options; however, we are confident that none of our competitors can deliver the network proposed, the quality of Internet service, the bandwidth capabilities, nor the customer service. Btel may be small relative to larger companies which in our minds is our differentiating strength, we own our customers and value large businesses and absolutely understand and recognize that a city must be online in order to effectively and efficiently serve its' community; that is something we do not take lightly. Once you have an opportunity to review the proposal in detail, please let us know if you have any questions and again, thank you for your time and consideration.

Signature Page

Authorization: By signing below both parties agree that this contract is subject to the terms listed in the contract.

The City of Sweeny

Signature: _____

Printed Name: _____

Title: _____

Date: _____

Option: _____

Btel

Signature: _____

Printed Name: _____

Title: _____

Date: _____

By signing, I agree to the btel Business Terms and Conditions located at
<https://www.btel.com/wp-content/uploads/Business-Service-Terms-Conditions.pdf>

Thank you for your business and we look forward to serving you!