



Agenda Item Executive Summary

Item Name	Transition from Comcast Business to Silo Communications	Committee or Board	Committee
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BUDGET IMPACT

Amount:	N/A	Budgeted:	N/A
List what fund:	N/A		

EXECUTIVE SUMMARY

The Village originally transitioned to Comcast Business to address reliability issues with its prior provider and to consolidate internet and telephone services under one vendor. While this met operational needs at the time, Comcast's costs have increased to \$1,575-\$1,850 per month.

Advancements in fiber now offer greater reliability, higher capacity, and lower cost. Silo Communications has quoted \$927-\$1,017 per month, depending on whether the Village purchases or leases telephone equipment. This represents a savings of \$648-\$833 monthly (\$7,776-\$9,996 annually).

Fiber provides clear advantages over coaxial:

- **Reliability** – fewer outages and signal issues.
- **Speed & Performance** – symmetrical upload and download speeds, maximizing efficiency for cloud and communications.
- **Scalability** – capacity can grow with the Village's needs.

Both Comcast and Silo provide modern VoIP telephone service. In addition, Silo will install dedicated fiber lines to each Village-operated building. As a local provider, they also offer faster, more personalized support than national carriers. Staff recommends transitioning to Silo Communications under a 12-month service plan, with performance reviewed before considering a longer agreement.

ATTACHMENTS (PLEASE LIST)

Silo Communications quote

ACTION REQUESTED

- ☐ For Discussion Only
- ☐ Resolution
- ☐ Ordinance
- ☐ Motion:

MOTION:

Staff: Lieutenant Nicholas Haff Date: 10/1/2025

QUOTATION



(815) 457-7456 | (833) 457-SILO

www.silocomm.net
help@silocomm.net

Customer	Village of Winnebago 108 W Main St Winnebago, IL 61088
Contact	Nicholas Haff
PO / Project Name	Village of Winnebago
Quote Date	09/15/2025
Expires	10/15/2025

Qty	Description	Term	Rate	Total/MRC
10.00	***PURCHASE*** Yealink, SIP-T58W-PRO, IP Phone, Bluetooth Handset, Touch Screen		\$369.00	\$3,690.00
2.00	***PURCHASE*** Yealink, EX-50 Expansion Module, 60 Keys, Color Display		\$119.00	\$238.00
10.00	***LEASE*** Yealink, SIP-T58W-PRO, IP Phone, Bluetooth Handset, Touch Screen	12 mo	\$8.50	\$85.00
2.00	***LEASE*** Yealink, EX-50 Expansion Module, 60 Keys, Color Display	12 mo	\$2.50	\$5.00
12.00	DID local number, port-in		\$21.00	\$252.00
	Metro Ethernet W/Bandwith 1000mbps/1000mbps (4) Locations <ul style="list-style-type: none"> • 108 W Main St • 400 E McNair Rd • 600 W Soper St • Police Garage (1) Public IP Address ***Customer to provide router/switch at each location***	12 mo		\$675.00
		36 mo		\$635.00
		60 mo		\$605.00
1.00	Install Charge/Phone programming			\$1,500.00

Notes

- Phone lease: \$0 buy out after 60 months
- Customer to use existing networking gear
- Sales tax not included on this quote for phone purchase option
- Install fee is total for all locations