



## **CORPORATION OF THE TOWN OF HAWKESBURY**

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### **TELECOMMUNICATIONS REVIEW**

**Report created for  
The Corporation of the Town of Hawkesbury  
By Telecom Enterprises**

**May 18th, 2021**



500 telecommunication reviews completed with annualized savings totaling \$5.3 Million

Premier National Consultant utilized by Government

National Home Hardware Dealer Support Telecommunications Consult

#### e) Bell Total Connect Hosted Systems

Their Business Line Platform is provided utilizing a bundled approach which includes features such as: Call Display, Call Waiting are chargeable extras per month. All Business lines are only available on a one (1), three (3) and five (5) year terms.

The Bell Canada Centrex platform is provided by utilizing a bundled approach, which includes features such as Call Display, Call Waiting, Line Hunting and Three-way Calling in the monthly base line price. This service was originally conceived for multi-locations enterprises like Banks and Governments within large cities. Centrex is the service which resellers such as SelectCom, Telizon and others subscribe to for reselling of their local lines. Centrex service is not available in Hawkesbury.

In addition to Bell Canada, SelectCom your current provider who is also a Session Information Protocol (SIP) provider, have proposed an Internet Based Voice Service which equals the quality and reliability of Bell Canada Local Lines services for significantly less cost. SelectCom has agreed to remove Legacy lines in favor of SIP services without any contract termination costs.

We have developed our proposal based on the most optimum contractual arrangements that are available from Bell Canada. SelectCom SIP and SelectCom Legacy services which has resulted in an overall significant monthly savings for both the short and long term.

Although Bell Canada have Session Initiation Protocol (SIP) services their rate structure includes charging each Client site a minimum of One Thousand dollars (\$1,000.00) per month and they would not be prepared to utilize the Town of Hawkesbury United Counties of Prescott Russell or Point to Point Network infrastructure.

With respect to the public Internet, it is in Telcom Enterprises' opinion that the public Internet has now been perfected or regulated to provide Voice services on a consistent basis without echo and delay problems. Option A and Option B both propose SelectCom SIP services which would enable both incoming/outgoing calls to utilize both your private fiber and wireless networks.

Carriers and cable companies are now providing Internet Phone (IP) lines with quality-of-service parameters enabled and robust cable interconnections to the Internet that eliminate echo and delay problems. Robust connections to the Internet are required to enable reliable echo free Voice and Data transmission.

Currently the Corporation of the Town of Hawkesbury utilizes fifty (50) phone lines of which forty-three (43) are provided by SelectCom with the remaining seven (7) being provided by Bell Canada on three (3) year contracts. One of the contracts contains five (5) lines which auto renews on June 25<sup>th</sup>, 2021 with the remaining two (2) lines on April 29<sup>th</sup>, 2023 and March 8<sup>th</sup>, 2024.

SelectCom a reseller of Bell Canada lines and a SIP (Session Initiation Protocol) firm has responded with SIP Channels, resale Bell phone lines and DID (Direct Inward Dialed) numbers. They have proposed a three (3) year contractual term shown both in option A and option B. (Please see SIP Services)

We have developed the following Local Line options based on the backdrop we have outlined above.

**In Option A:** Telcom Enterprises is Proposing:

1: Converting as many Legacy SelectCom Phone Lines to SIP direct in dial numbers as well as installing ten (10) SIP Channels to replace up to fourteen (14) Legacy phone lines at 600 Higginson Street.

The conversion to SIP services will enable many of your various sites depending on their Internet Access to be connected through the phone system for both inbound/outbound calling.

2: Converting five (5) of your remaining seven (7) Bell Legacy phone lines while retaining two (2) of your remaining Bell lines that are under contract until 2023 and 2024 respectively (613-632-0587/613-632-0931).

**The increased monthly annualized savings will total at least Nine Hundred seventy-three dollars and ninety-six cents (\$973.96) for an annualized total of Eleven Thousand Six Hundred eighty-seven dollars and forty cents (\$11,687.40) or forty-four per cent (44%) less then your present costs.**

**In Option B:** SelectCom/Bell Local Lines are proposing:

1: Converting as many Legacy Bell Lines to SIP Direct in Dial numbers as well as installing ten (10) SIP Channels to replace up to fourteen (14) Legacy phone lines at 600 Higginson Street.

The conversion to SIP services will enable as many of your various sites depending on their Internet access to be SelectCom DID#'s to be connected through the phone system for both inbound/outbound calling.

2: Converting five (5) of your remaining seven (7) Bell Legacy phone lines while retaining two (2) of your remaining Bell lines that are under contract until 2023 and 2024 respectively (613-632-0587/613-632-0931) of the two (2) remaining converted Bell lines will attract a One Thousand (\$1,000.00) dollar one time contract termination charge. Based on their current monthly costs Telcom recommends retaining them until their respective contract expires.

### **3: LONG DISTANCE – OUTBOUND**

Telcom Enterprises has reviewed and included Long Distance services available within Ontario. The major local and Long-Distance companies such as Bell Canada have charged exorbitant rates over the years for Long Distance and are now only starting to change because of monthly long-distance network charges which they apply to each billed account.



Your monthly Long-Distance minute usage for all your locations provided by SelectCom total one hundred forty-five points five minutes (1.4142). Currently you are being billed an average of one point two cents (\$0.012) by SelectCom at all sites.

No Long-Distance costs will apply in either Option A or Option B as SelectCom SIP services utilize the Internet and as such there will be no Long-Distance charges for outbound Long-Distance calls. Your Toll Free (1-800) calls totaled nineteen point two (19.2) minutes based on your March 9<sup>th</sup>, 2021 SelectCom invoice, for an **annualized approximate Long-Distance cost of three dollars and sixty cents (\$3.60)**.

## 4: SIP SERVICES

Currently the Corporation of the Town of Hawkesbury does not utilize SIP. We have proposed SIP services in both Option A and Option B which will require either a upgraded or new SIP enabled phone system.

## 5: PHONE SYSTEM

Currently the Corporation of the Town of Hawkesbury utilize an Avaya IP Office Phone System at their main Administration Office at 600 Higginson Street and some of their off-site location within Hawkesbury Ontario. SelectCom provided Legacy phone lines are currently utilized for network connection for incoming/outgoing and Long-Distance calls made directly over these lines.

Currently the linking of their various sites utilizes the in-place Point to Point Network infrastructure.

Telcom Enterprises recommends installing Session Initiation Protocol (SIP) lines linked by your Point-to-Point Network to the various sites to provide a complete umbrella for all incoming/outgoing and internal extension to extension calling. The utilization of SIP trunking will eliminate all Long-Distance monthly costs as well as a significant number of your current Bell lines.

## 6: 2-WAY RADIO

Currently Turris Communications provides nineteen (19) two-way push to talk radios for the Town of Hawkesbury at a monthly cost of Seven Hundred twelve dollars and seventy-five cents (\$712.75).

Telcom Enterprises recommend replacing the nineteen (19) two-way radios with Bell Mobility push to talk unlimited local calling Cellular devices. These devices can be employed for four dollars and seventy-five cents (\$4.75) per unit for a total monthly cost of ninety dollars and twenty-five cents (\$90.25). Hardware costs for the push talk devices can be discounted and amortized over two (2) years. The **annualized savings if indeed the Bell Mobility push to talk Cellular phones could be deployed totals Five Thousand One Hundred thirty-three dollars (\$5,133.00) for a eighty-five percent (85%) savings over your former costs.**

These savings have been included in our overall proposed savings for Option B.

## 7: WIRELESS SERVICES

Currently the Corporation of the Town of Hawkesbury is on the most up-to-date Bell VOR Mobility service plan at an **annualized cost of Seven Thousand Three Hundred forty-seven dollars and forty-eight cents (\$7,347.48)**. Your current Bell Mobility VOR plan provides the Town of Hawkesbury with the most optimum rates available. As such Telcom Enterprises could not provide any additional savings over your current Bell Mobility VOR plan.

## 8: TELEPHONE AND MISCELLANEOUS RENTALS

Currently the Corporation of the Town of Hawkesbury is not being billed for any Bell rental devices. As such, Telcom Enterprises could not provide any savings for rental services.

## 9: UNITED COUNTIES OF PRESCOTT-RUSSELL FIBER/POINT TO POINT NETWORKS

Currently the Corporation of the Town of Hawkesbury utilizes Internet services through these Networks. Telcom Enterprises did not review any bills for either Networks so Telcom Enterprises could not provide any additional savings.

## 10: OFF PREMISE EXTENSIONS

Currently there are a total of four (4) off premise extensions which allow transfers of callers to other offices. These extensions are billed by Bell Canada based on the distance from the originating address to the terminating locations as per the chart below. The new SIP based phone system will negate retaining these off-premise extensions at the current **annualized cost of Two Thousand Six Hundred fifty-six dollars and eighty cents (\$2,656.80)**.

QUANTITY	ORIGINATING ADDRESS	TERMINATION ADDRESS
3	600 Higginson Street	855 Main Street
1	600 Higginson Street	2 John Street

## 11: SIGNAL CHANNELS

Currently, the Town of Hawkesbury utilizes six (6) Class A Signal Channels and two (2) Duplex Data Channels which are regulated CRTC Services and there for there are no savings in this area. The originating and termination addresses of these Signal Channels are as follows:

QUANTITY	ORIGINATING ADDRESS	TERMINATION ADDRESS
2	600 Higginson Street 600 Higginson Street	2 John Street 780 Spence Ave



4	780 Spence Ave 780 Spence Ave 780 Spence Ave 780 Spence Ave	670 Main St W 790 James St. 425 Cartier Blvd 970 McGill St.
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**Note:** Several Municipalities have switched from utilizing hardwire Signal Channels to SIM Card Based Cellular devices.

**Your annualized costs for these services total Six Thousand sixty-two dollars and sixty-four cents (\$6,062.64).** The annualized cost to replace these Signal Channels could be reduced significantly by employing Bell Cellular devices based on your current Bell VOR pricing. No savings have been included in either Option A or Option B for projected savings to this service.

## 12: ONGOING TELECOMMUNICATIONS CHANGES

Included in our Savings Option is our commitment to monitor ongoing telecommunications marketplace changes during the contract term.

Telcom Enterprises will implement any changes that would result in more optimum rates at “no charge” during the life of the contract. Upon termination of the contract ongoing optimization of newer more cost-effective services after that date is available on an Optional basis and will be billed on quarterly intervals based on ten percent (10%) of the initial savings of the various options chosen.

## 13: TELEPHONE SYSTEM MAINTENANCE

The Town of Hawkesbury discontinued utilizing Digitcom for telephone system maintenance at the total yearly cost of One Thousand Nine Hundred sixty-four dollars (\$1,964.00). A new maintenance/warranty agreement will be included in the telephone system upgrade/replacement request for proposal (RFP).

## 14: PROPOSED OPTIONS

### Option A: SelectCom SIP Channels/SelectCom/Bell Business Lines/Bearcom 2-Way Radio System

In this Option, Telcom Enterprises is proposing

- 1: Converting as many Legacy Bell Lines to SelectCom SIP direct in dial numbers as well as installing ten (10) SIP Channels to replace up to fourteen (14) Legacy phone lines at 600 Higginson Street.

The conversion to SIP services will enable as many of your various sites depending on Internet access to be connected through the phone system for both inbound/outbound calling.

# Option A

## Town of Hawkesbury

Local Lines	Present	Proposed
Local Lines	\$2,237.84	\$1,263.89
<b>Total</b>	<b>\$2,237.84</b>	<b>\$1,263.89</b>

Long Distance	Present	Proposed
	\$28.39	\$0.00
<b>Total</b>	<b>\$28.39</b>	<b>\$0.00</b>

Internet	Present	Proposed
	\$110.99	\$110.99
<b>Total</b>	<b>\$110.99</b>	<b>\$110.99</b>

Mobility	Present	Proposed
	\$0.00	\$0.00
<b>Total</b>	<b>\$0.00</b>	<b>\$0.00</b>

TV Services	Present	Proposed
	\$76.97	\$76.97
<b>Total</b>	<b>\$76.97</b>	<b>\$76.97</b>

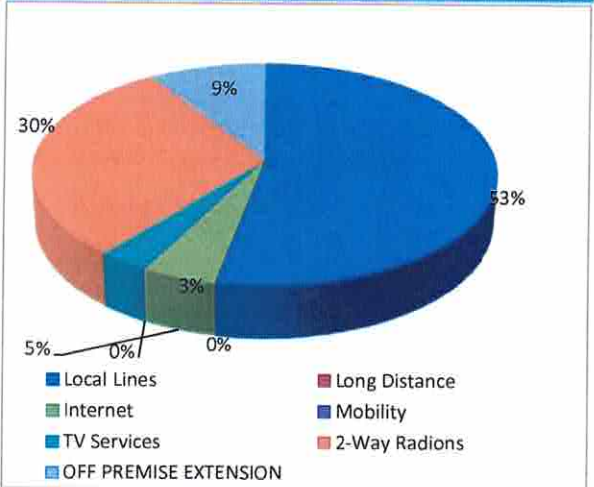
2-Way Radions	Present	Proposed
	\$712.75	\$712.75
<b>Total</b>	<b>\$712.75</b>	<b>\$712.75</b>

OFF PREMISE EXTENSION	Present	Proposed
	\$221.40	\$221.40
<b>Total</b>	<b>\$221.40</b>	<b>\$221.40</b>

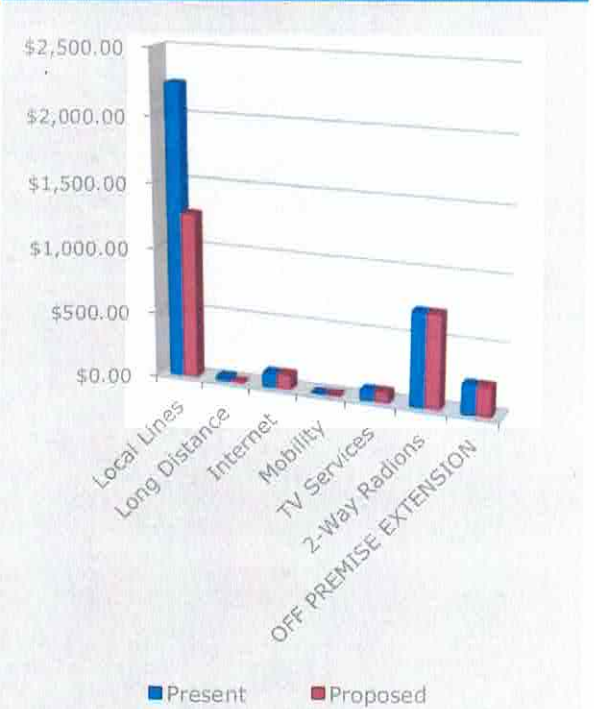
SIGNAL CHANNELS	Present	Proposed
	\$505.22	\$505.22
<b>Total</b>	<b>\$505.22</b>	<b>\$505.22</b>

Total Expenses	Present	Proposed
	<b>\$3,388.34</b>	<b>\$2,386.00</b>

### Actual Cost Breakdown



### Present vs Proposed Costs



### Three Year Total Savings

**\$10,990.80**



2: Converting five (5) of your remaining seven (7) Bell Legacy phone lines while retaining two (2) of your remaining Bell lines that are under contract until 2023 and 2024 respectively (613-632-0587/613-632-0931).

3: Retain your current Bearcom 2-Way Radio system.

The above recommendations will generate a monthly savings additional One Thousand One Hundred ninety-five dollars and thirty-five cents (\$1,195.35).

With Option A: Long-Distance costs will be zero (0) as SIP channels utilize the Internet network.

- Retaining your current Cellular service with Bell as long as there are no performance issues. It would cover all your present needs and any needs you may have going forward.

With Option A: There are no savings over your current Wireless costs or Bearcom two-way radios. However, converting as many of your Legacy SelectCom phone lines to SelectCom SIP services eliminating your Long-Distance costs, as well as our other recommendations, will total an **annualized savings will be Fourteen Thousand Three Hundred forty-four dollars and twenty cents (\$14,344.20).**

#### **SEE SAVING SUMMARY – OPTION A (chart on next page)**

**In Option B:** SelectCom SIP Channels/SelectCom Bell Phone Lines/Bell Mobility

In this Option, Telcom Enterprises are proposing:

1: Converting as many Legacy Bell Lines to SelectCom SIP direct in dial numbers as well as installing ten (10) SIP Channels to replace up to fourteen (14) Legacy phone lines at 600 Higginson Street.

The conversion to SIP services will enable as many of your various sites depending on Internet access to be connected through the phone system for both inbound/outbound calling.

2: Converting five (5) of your remaining seven (7) Bell Legacy phone lines while retaining two (2) of your remaining Bell lines that are under contract until 2023 and 2024 respectively (613-632-0587/613-632-0931).

3: Converting your main Administration Office/Reception lines to SelectCom SIP and converting as many of your SelectCom Legacy lines as well as replacing your Bearcom Two-Way Radios, total monthly savings will be Nineteen Thousand Four Hundred seventy-seven dollars and twenty cents (\$19,477.20) on an annualized basis for forty-two percent (42%) savings over your current annualized telecom costs.  
(SEE SAVINGS SUMMARY – OPTION B (chart next page))

As well as our other recommendations your monthly savings will total One Thousand Six Hundred twenty-three dollars and ten cents (\$1,623.10) for an annualized savings of Nineteen



# Option B

## Town of Hawkesbury

Local Lines	Present	Proposed
Local Lines	\$2,237.84	\$1,263.89
<b>Total</b>	<b>\$2,237.84</b>	<b>\$1,263.89</b>

Long Distance	Present	Proposed
	\$28.39	\$0.00
<b>Total</b>	<b>\$28.39</b>	<b>\$0.00</b>

Internet	Present	Proposed
	\$110.99	\$110.99
<b>Total</b>	<b>\$110.99</b>	<b>\$110.99</b>

Mobility	Present	Proposed
	\$0.00	\$0.00
<b>Total</b>	<b>\$0.00</b>	<b>\$0.00</b>

TV Services	Present	Proposed
	\$76.97	\$76.97
<b>Total</b>	<b>\$76.97</b>	<b>\$76.97</b>

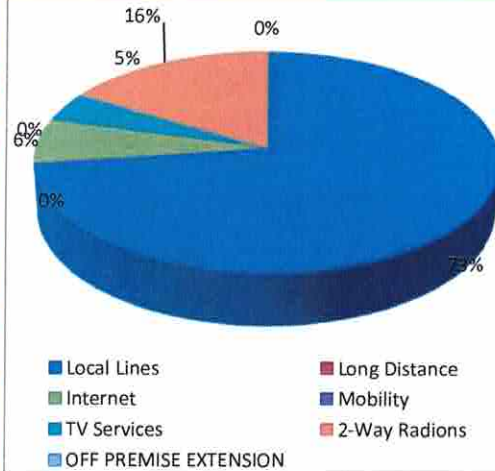
2-Way Radions	Present	Proposed
	\$712.75	\$285.00
<b>Total</b>	<b>\$712.75</b>	<b>\$285.00</b>

OFF PREMISE EXTENSION	Present	Proposed
	\$221.40	\$0.00
<b>Total</b>	<b>\$221.40</b>	<b>\$0.00</b>

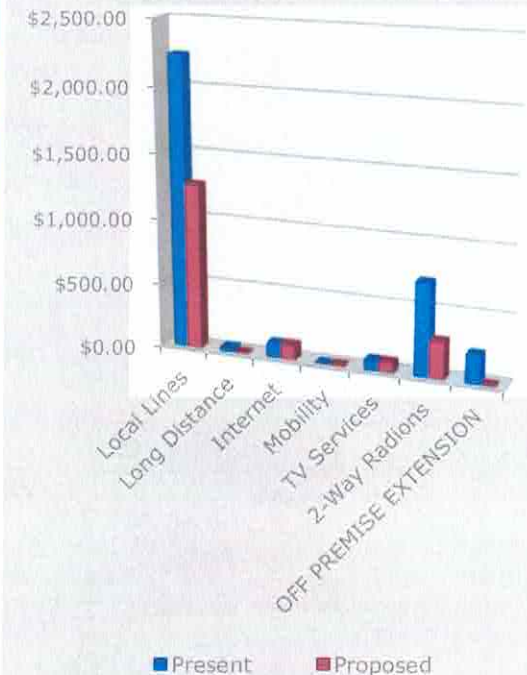
SIGNAL CHANNELS	Present	Proposed
	\$505.22	\$505.22
<b>Total</b>	<b>\$505.22</b>	<b>\$505.22</b>

Total Expenses	Present	Proposed
	<b>\$3,865.17</b>	<b>\$2,242.07</b>

Actual Cost Breakdown



Present vs Proposed Costs



Three Year Total Savings

**\$6,726.21**

Thousand Four Hundred Seventy-Seven dollars and twenty cents (\$19,477.20) for a forty-two percent (42%) savings over your former costs.

## 15: SUMMARY

In summary, based on your proposal criteria, we have outlined the costs and savings for each of the two (2) options that we have described above within this proposal.

OPTION #	# Of Minutes	Present Monthly Cost	Proposed Monthly Cost	Monthly Savings	Yearly Savings	3 Year Savings
A	2,200	\$3,865.17	\$2,669.82	\$1,195.35	\$14,344.20	\$43,032.60
B	2,200	\$3,865.17	\$2,242.07	\$1,623.10	\$19,477.20	\$58,431.60

Unfortunately, Bell Canada's future network unified communications (Bell Total Connect) envision clients displacing their on-site telephone systems in favour of a hosted IP carrier grade service from Bell Canada. Unlike other Session Initiation Protocol (SIP) services and as such Bell does not provide a pathway to partially or completely replace your current Legacy-based copper line network outlined in Option A with Session Information Protocol (SIP) services.

It is with this backdrop that Telcom Enterprises **recommends implementation of Option B**, which proposes converting your Local Lines to SelectCom SIP services.

Our fees include the implementation of all our recommendations, as well as an audit of all suppliers' bills one month following the implemented changes to ensure all our recommendations have been implemented. We will invoice the Corporation of the Town of Hawkesbury upon successful implementation and audited reconciliation of the various carriers' billings the month following the implementation stage.

*Norm Pollard*

**President & Founder**  
Telcom Enterprises



**FINANCIAL SUMMARY**  
**Town of Hawkesbury**  
(SelectCom/SelectCom Long Distance/ Bell Mobility/Turris Communications)  
**OPTION (A)**

<b>SERVICE</b>	<b># OF MINUTES</b>	<b>PRESENT MONTHLY COST</b>	<b>PROPOSED MONTHLY COST</b>	<b>MONTHLY SAVINGS</b>	<b>YEARLY SAVINGS</b>	<b>% OF SAVINGS</b>
<b>613-632-0106</b> <b>Admin Office</b> 600 Higginson St Hawkesbury, ON <b>(15) DID#s/10 SIP Channels</b>	<b>N/A</b>	\$801.27	\$213.65	\$587.62	\$7,051.44	73%
<b>613-636-0931</b> <b>Water Treatment Plant</b> 815 Main St Hawkesbury, ON <b>(1) 1FL's</b>	<b>N/A</b>	\$44.12	\$37.36	\$6.76	\$81.12	15%
<b>613-632-4698</b> <b>Public Works/ Garage</b> 855 Main St. East Hawkesbury, ON <b>(1) 1FL</b>	<b>N/A</b>	\$36.37	\$36.37	\$0.00	\$0.00	0%
<b>613-632-6006</b> <b>Water Pollution Plant</b> 815 Main St Hawkesbury, ON <b>(5) 1FL's</b>	<b>N/A</b>	\$231.60	\$181.85	\$49.75	\$597.00	21%
<b>613-632-4111</b> <b>Fire Department</b> 780 Spence Ave Hawkesbury, ON <b>(23) 1FL's</b>	<b>N/A</b>	\$862.14	\$573.44	\$288.70	\$0.00	0%
<b>613-632-3112</b> <b>Water Treatment Plant</b> 670 Main St. West Hawkesbury, ON <b>(3) 1FL's</b>	<b>N/A</b>	\$109.11	\$109.11	\$0.00	\$0.00	0%
<b>613-632-0587</b> <b>Old Mill Park</b> 527 James St Hawkesbury, ON <b>(1) 1FL</b>	<b>N/A</b>	\$44.12	\$36.37	\$7.75	\$93.00	18%
<b>613-632-4099</b> <b>Sports Complex</b> 425 Cartier Blvd Hawkesbury, ON <b>(1) 1FL</b>	<b>N/A</b>	\$36.37	\$1.50	\$34.87	\$418.44	96%
<b>613-636-2097</b> <b>Library</b> 550 Higginson St Hawkesbury, ON <b>(1) 1FL</b>	<b>N/A</b>	\$36.37	\$1.50	\$34.87	\$418.44	96%
<b>613-678-2104</b> <b>Paging Tower</b> 948 Pleasant Corner Hawkesbury, ON <b>(1) 1FL</b>	<b>N/A</b>	\$36.37	\$36.37	\$0.00	\$0.00	0%
<b>SUB TOTAL LOCAL LINES</b>	<b>N/A</b>	<b>\$2,237.84</b>	<b>\$1,263.89</b>	<b>\$973.95</b>	<b>\$11,687.40</b>	<b>44%</b>

**FINANCIAL SUMMARY**  
**Town of Hawkesbury**  
 (SelectCom/SelectCom Long Distance/ Bell Mobility/Turris Communications)  
**OPTION (A)**

<b>SERVICE</b>	<b># OF MINUTES</b>	<b>PRESENT MONTHLY COST</b>	<b>PROPOSED MONTHLY COST</b>	<b>MONTHLY SAVINGS</b>	<b>YEARLY SAVINGS</b>	<b>% OF SAVINGS</b>
<b>613-632-0106</b> <b>Admin Office</b> 600 Higginson St Hawkesbury, ON <b>LONG DISTANCE</b>	<b>1731</b>	<b>\$22.77</b>	<b>\$0.00</b>	<b>\$22.77</b>	<b>\$273.24</b>	<b>100%</b>
<b>613-632-4898</b> <b>Public Works/ Garage</b> 855 Main St. East Hawkesbury, ON <b>(1) 1FL</b>	<b>N/A</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>#DIV/0!</b>
<b>613-632-6006</b> <b>Water Polution Plant</b>  Hawkesbury, ON <b>LONG DISTANCE</b>	<b>5</b>	<b>\$0.06</b>	<b>\$0.00</b>	<b>\$0.06</b>	<b>\$0.72</b>	<b>100%</b>
<b>613-632-2463</b> <b>Technical Services</b> 600 Higginson St. Hawkesbury, ON <b>LONG DISTANCE</b>	<b>3</b>	<b>\$0.04</b>	<b>\$0.00</b>	<b>\$0.04</b>	<b>\$0.48</b>	<b>100%</b>
<b>613-632-2463</b> <b>Technical Services</b> 600 Higginson St. Hawkesbury, ON <b>LONG DISTANCE</b>	<b>N/A</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>#DIV/0!</b>
<b>613-632-4111</b> <b>Fire Department</b> 780 Spence Ave Hawkesbury, ON <b>LONG DISTANCE</b>	<b>349</b>	<b>\$4.18</b>	<b>\$0.00</b>	<b>\$4.18</b>	<b>\$50.16</b>	<b>100%</b>
<b>Acct #613-632-4111</b> <b>1-888-531-8888</b> <b>1-888-870-8883</b> <b>Fire Department</b> 780 Spence Ave Hawkesbury, ON <b>(2) 1-800 #'s</b>	<b>61</b>	<b>\$0.73</b>	<b>\$0.00</b>	<b>\$0.73</b>	<b>\$8.76</b>	<b>100%</b>
<b>613-632-3112</b> <b>Water Treatment Plant</b> 670 Main St. West Hawkesbury, ON <b>LONG DISTANCE</b>	<b>51</b>	<b>\$0.61</b>	<b>\$0.00</b>	<b>\$0.61</b>	<b>\$7.32</b>	<b>100%</b>
<b>613-632-0587</b> <b>Old Mill Park</b> 527 James St Hawkesbury, ON <b>LONG DISTANCE</b>	<b>N/A</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0%</b>
<b>613-632-4099</b> <b>Sports Complex</b> 425 Cartier Blvd Hawkesbury, ON <b>LONG DISTANCE</b>	<b>N/A</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0%</b>
<b>SUB TOTAL LONG DISTANCE</b>	<b>2200.00</b>	<b>\$28.39</b>	<b>\$0.00</b>	<b>\$28.39</b>	<b>\$340.68</b>	<b>100%</b>



**FINANCIAL SUMMARY**  
**Town of Hawkesbury**  
 (SelectCom/SelectCom Long Distance/ Bell Mobility/Turris Communications)  
**OPTION (A)**

SERVICE	# OF MINUTES	PRESENT MONTHLY COST	PROPOSED MONTHLY COST	MONTHLY SAVINGS	YEARLY SAVINGS	% OF SAVINGS
<b>Acct # 334203</b> <b>IGS</b> Arena Complex 600 Higginson St Hawkesbury, ON <b>WIRELISS INTERNET</b>	N/A	\$49.99	\$49.99	\$0.00	\$0.00	0%
<b>Acct #300125355</b> <b>Bell Business Internet 1300</b> 3 Email Users <b>INTERNET</b>	N/A	\$15.00	\$15.00	\$0.00	\$0.00	0%
<b>Acct # 529636221</b> <b>Bell Business Fibe</b> <b>INTERNET</b>	N/A	\$46.00	\$46.00	\$0.00	\$0.00	0%
<b>SUB TOTAL INTERNET</b>	N/A	<b>\$110.99</b>	<b>\$110.99</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0%</b>
<b>SUB TOTAL MOBILITY</b>	N/A	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0%</b>
Technical Services 600 Higginson St Hawkesbury, ON <b>SHAW TV SERVICES</b>	N/A	\$76.97	\$76.97	\$0.00	\$0.00	0%
<b>SUB TOTAL SHAW TV SERVICES</b>	N/A	<b>\$76.97</b>	<b>\$76.97</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0%</b>
<b>TCL-197698</b> Technical Services 600 Higginson St Hawkesbury, ON (1) 2 WAY RADIO - air time	N/A	\$19.95	\$19.95	\$0.00	\$0.00	0%
<b>TCL-197885</b> Technical Services 600 Higginson St Hawkesbury, ON (12) 2 WAY RADIO'S - air time	N/A	\$517.80	\$517.80	\$0.00	\$0.00	0%
<b>TCL-1977695</b> Fire Department 780 Spence Ave Hawkesbury, ON (1) Base Station	N/A	\$25.00	\$25.00	\$0.00	\$0.00	0%
<b>TCL-197696</b> Fire Department 780 Spence Ave Hawkesbury, ON (3) 2 WAY RADIO'S - air time	N/A	\$75.00	\$75.00	\$0.00	\$0.00	0%
<b>TCL-197697</b> Fire Department 780 Spence Ave Hawkesbury, ON (3) 2 WAY RADIO'S - air time	N/A	\$75.00	\$75.00	\$0.00	\$0.00	0%
<b>SUB TOTAL 2-WAY RADIOS</b>	N/A	<b>\$712.75</b>	<b>\$712.75</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0%</b>

**FINANCIAL SUMMARY**  
**Town of Hawkesbury**  
 (SelectCom/SelectCom Long Distance/ Bell Mobility/Turris Communications)  
**OPTION (A)**

SERVICE	# OF MINUTES	PRESENT MONTHLY COST	PROPOSED MONTHLY COST	MONTHLY SAVINGS	YEARLY SAVINGS	% OF SAVINGS
613-632-0106 Four (4) Off Premise Extensions	N/A	\$221.40	\$0.00	\$221.40	\$2,656.80	100%
<b>SUB TOTAL OFF PREMISE EXTENSIONS</b>	<b>N/A</b>	<b>\$221.40</b>	<b>\$0.00</b>	<b>\$221.40</b>	<b>\$2,656.80</b>	<b>100%</b>
613-632-0106 Admin Office 600 Higginson St Hawkesbury, ON One (1) SIGNAL CHANNEL	N/A	\$46.50	\$46.50	\$0.00	\$0.00	0%
613-104-0399 Four (4) SIGNAL CHANNELS	N/A	\$232.50	\$232.50	\$0.00	\$0.00	0%
613-632-4111 Fire Department 780 Spence Ave Hawkesbury, ON Two (2) SIGNAL CHANNELS	N/A	\$62.00	\$62.00	\$0.00	\$0.00	0%
N608 1698 (2) Full Duplex Data CHANNELS	N/A	\$164.22	\$164.22	\$0.00	\$0.00	0%
<b>SUB TOTAL SIGNAL CHANNELS</b>	<b>N/A</b>	<b>\$505.22</b>	<b>\$505.22</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0%</b>
<b>GRAND TOTAL</b>	<b>2,200:00</b>	<b>\$3,865.17</b>	<b>\$2,669.82</b>	<b>\$1,195.35</b>	<b>\$14,344.20</b>	<b>31%</b>

Total Yearly Savings	=	\$14,344.20	31%
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Your Proposed Long Distance per Minute Rate will be \$0.00

**Special Notes**

- ☛ Local lines will continue to be subject to a 5-year contracts with Selectcom.
- ☛ Long Distance monthly Network Charges are required when using Bell as your Long-Distance carrier.
- ☛ Present and proposed Long Distance excludes directory assistance, collect calls and other carrier calls.



APPENDIX B (OPTION B)

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FINANCIAL SUMMARY

*(SelectCom SIP/SelectCom/Bell Local Lines/Bell Mobility Long Distance)*

**FINANCIAL SUMMARY**  
**Town of Hawkesbury**  
(SelectCom/SelectCom Long Distance/ Bell Mobility)  
**OPTION (B)**

<b>SERVICE</b>	<b># OF MINUTES</b>	<b>PRESENT MONTHLY COST</b>	<b>PROPOSED MONTHLY COST</b>	<b>MONTHLY SAVINGS</b>	<b>YEARLY SAVINGS</b>	<b>% OF SAVINGS</b>
<b>613-632-0106</b> Admin Office 600 Higginson St Hawkesbury, ON (15) DID#s/10 SIP Channels	N/A	\$801.27	\$213.65	\$587.62	\$7,051.44	73%
<b>613-636-0931</b> Water Treatment Plant 815 Main St Hawkesbury, ON (1) 1FL's	N/A	\$44.12	\$37.36	\$6.76	\$81.12	15%
<b>613-632-4698</b> Public Works/ Garage 855 Main St. East Hawkesbury, ON (1) 1FL	N/A	\$36.37	\$36.37	\$0.00	\$0.00	0%
<b>613-632-6006</b> Water Polution Plant 815 Main St Hawkesbury, ON (5) 1FL's	N/A	\$231.60	\$181.85	\$49.75	\$597.00	21%
<b>613-632-4111</b> Fire Department 780 Spence Ave Hawkesbury, ON (23) 1FL's	N/A	\$862.14	\$573.44	\$288.70	\$0.00	0%
<b>613-632-3112</b> Water Treatment Plant 670 Main St. West Hawkesbury, ON (3) 1FL's	N/A	\$109.11	\$109.11	\$0.00	\$0.00	0%
<b>613-632-0587</b> Old Mill Park 527 James St Hawkesbury, ON (1) 1FL	N/A	\$44.12	\$36.37	\$7.75	\$93.00	18%
<b>613-632-4099</b> Sports Complex 425 Cartier Blvd Hawkesbury, ON (1) 1FL	N/A	\$36.37	\$1.50	\$34.87	\$418.44	96%
<b>613-636-2097</b> Library 550 Higginson St Hawkesbury, ON (1) 1FL	N/A	\$36.37	\$1.50	\$34.87	\$418.44	96%
<b>613-678-2104</b> Paging Tower 948 Pleasant Corner Hawkesbury, ON (1) 1FL	N/A	\$36.37	\$36.37	\$0.00	\$0.00	0%
<b>SUB TOTAL LOCAL LINES</b>	N/A	\$2,237.84	\$1,263.89	\$973.95	\$11,687.40	44%



**FINANCIAL SUMMARY**  
**Town of Hawkesbury**  
 (SelectCom/SelectCom Long Distance/ Bell Mobility)  
**OPTION (B)**

SERVICE	# OF MINUTES	PRESENT MONTHLY COST	PROPOSED MONTHLY COST	MONTHLY SAVINGS	YEARLY SAVINGS	% OF SAVINGS
<b>613-632-0106</b> <b>Admin Office</b> 600 Higginson St Hawkesbury, ON <b>LONG DISTANCE</b>	<b>1731</b>	\$22.77	\$0.00	\$22.77	\$273.24	100%
<b>613-632-4898</b> <b>Public Works/ Garage</b> 855 Main St. East Hawkesbury, ON (1) 1FL	<b>N/A</b>	\$0.00	\$0.00	\$0.00	\$0.00	#DIV/0!
<b>613-632-6006</b> <b>Water Polution Plant</b>  Hawkesbury, ON <b>LONG DISTANCE</b>	<b>5</b>	\$0.06	\$0.00	\$0.06	\$0.72	100%
<b>613-632-2463</b> <b>Technical Services</b> 600 Higginson St. Hawkesbury, ON <b>LONG DISTANCE</b>	<b>3</b>	\$0.04	\$0.00	\$0.04	\$0.48	100%
<b>613-632-2463</b> <b>Technical Services</b> 600 Higginson St. Hawkesbury, ON <b>LONG DISTANCE</b>	<b>N/A</b>	\$0.00	\$0.00	\$0.00	\$0.00	#DIV/0!
<b>613-632-4111</b> <b>Fire Department</b> 780 Spence Ave Hawkesbury, ON <b>LONG DISTANCE</b>	<b>349</b>	\$4.18	\$0.00	\$4.18	\$50.16	100%
<b>Acct #613-632-4111</b> <b>1-888-531-8888</b> <b>1-888-870-8883</b> <b>Fire Department</b> 780 Spence Ave Hawkesbury, ON (2) 1-800 #'s	<b>61</b>	\$0.73	\$0.00	\$0.73	\$8.76	100%
<b>613-632-3112</b> <b>Water Treatment Plant</b> 670 Main St. West Hawkesbury, ON <b>LONG DISTANCE</b>	<b>51</b>	\$0.61	\$0.00	\$0.61	\$7.32	100%
<b>613-632-0587</b> <b>Old Mill Park</b> 527 James St Hawkesbury, ON <b>LONG DISTANCE</b>	<b>N/A</b>	\$0.00	\$0.00	\$0.00	\$0.00	#DIV/0!
<b>613-632-4099</b> <b>Sports Complex</b> 425 Cartier Blvd Hawkesbury, ON <b>LONG DISTANCE</b>	<b>N/A</b>	\$0.00	\$0.00	\$0.00	\$0.00	#DIV/0!
<b>SUB TOTAL LONG DISTANCE</b>	<b>2200.00</b>	<b>\$28.39</b>	<b>\$0.00</b>	<b>\$28.39</b>	<b>\$340.68</b>	<b>100%</b>

**FINANCIAL SUMMARY**  
**Town of Hawkesbury**  
 (SelectCom/SelectCom Long Distance/ Bell Mobility)  
**OPTION (B)**

SERVICE	# OF MINUTES	PRESENT MONTHLY COST	PROPOSED MONTHLY COST	MONTHLY SAVINGS	YEARLY SAVINGS	% OF SAVINGS
<b>Acct # 334203</b> <b>IGS</b> Arena Complex 600 Higginson St Hawkesbury, ON <b>WIRELISS INTERNET</b>	N/A	\$49.99	\$49.99	\$0.00	\$0.00	0%
<b>Acct #300125355</b> <b>Bell Business Internet 1300</b> 3 Email Users <b>INTERNET</b>	N/A	\$15.00	\$15.00	\$0.00	\$0.00	0%
<b>Acct # 529636221</b> <b>Bell Business Fibe</b> <b>INTERNET</b>	N/A	\$46.00	\$46.00	\$0.00	\$0.00	#DIV/0!
<b>SUB TOTAL INTERNET</b>	N/A	<b>\$110.99</b>	<b>\$110.99</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0%</b>
<b>SUB TOTAL MOBILITY</b>	N/A	<b>#REF!</b>	<b>#REF!</b>	<b>#REF!</b>	<b>#REF!</b>	<b>#REF!</b>
Technical Services 600 Higginson St Hawkesbury, ON <b>SHAW TV SERVICES</b>	N/A	\$76.97	\$76.97	\$0.00	\$0.00	#DIV/0!
<b>SUB TOTAL SHAW TV SERVICES</b>	N/A	<b>\$76.97</b>	<b>\$76.97</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0%</b>
<b>TCL-197698</b> Technical Services 600 Higginson St Hawkesbury, ON (1) 2 WAY RADIO - air time	N/A	\$19.95	\$15.00	\$4.95	\$59.40	25%
<b>TCL-197885</b> Technical Services 600 Higginson St Hawkesbury, ON (12) 2 WAY RADIO'S - air time	N/A	\$517.80	\$180.00	\$337.80	\$4,053.60	65%
<b>TCL-1977695</b> Fire Department 780 Spence Ave Hawkesbury, ON (1) Base Station	N/A	\$25.00	\$0.00	\$25.00	\$300.00	100%
<b>TCL-197696</b> Fire Department 780 Spence Ave Hawkesbury, ON (3) 2 WAY RADIO'S - air time	N/A	\$75.00	\$45.00	\$30.00	\$360.00	40%
<b>TCL-197697</b> Fire Department 780 Spence Ave Hawkesbury, ON (3) 2 WAY RADIO'S - air time	N/A	\$75.00	\$45.00	\$30.00	\$360.00	40%
<b>SUB TOTAL 2-WAY RADIOS</b>	N/A	<b>\$712.75</b>	<b>\$285.00</b>	<b>\$427.75</b>	<b>\$5,133.00</b>	<b>60%</b>

**FINANCIAL SUMMARY**  
**Town of Hawkesbury**  
 (SelectCom/SelectCom Long Distance/ Bell Mobility)  
**OPTION (B)**

SERVICE	# OF MINUTES	PRESENT MONTHLY COST	PROPOSED MONTHLY COST	MONTHLY SAVINGS	YEARLY SAVINGS	% OF SAVINGS
613-632-0106 Four (4) Off Premise Extensions	N/A	\$221.40	\$0.00	\$221.40	\$2,656.80	100%
<b>SUB TOTAL OFF PREMISE EXTENSIONS</b>	<b>N/A</b>	<b>\$221.40</b>	<b>\$0.00</b>	<b>\$221.40</b>	<b>\$2,656.80</b>	<b>100%</b>
613-632-0106 Admin Office 600 Higginson St Hawkesbury, ON One (1) <b>SIGNAL CHANNEL</b>	N/A	\$46.50	\$46.50	\$0.00	\$0.00	0%
613-104-0399 Four (4) <b>SIGNAL CHANNELS</b>	N/A	\$232.50	\$232.50	\$0.00	\$0.00	0%
613-632-4111 Fire Department 780 Spence Ave Hawkesbury, ON Two (2) <b>SIGNAL CHANNELS</b>	N/A	\$62.00	\$62.00	\$0.00	\$0.00	0%
N608 1698 (2) Full Duplex Data <b>CHANNELS</b>	N/A	\$164.22	\$164.22	\$0.00	\$0.00	0%
<b>SUB TOTAL SIGNAL CHANNELS</b>	<b>N/A</b>	<b>\$505.22</b>	<b>\$505.22</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0%</b>
<b>GRAND TOTAL</b>	<b>2,200:00</b>	<b>\$3,865.17</b>	<b>\$2,242.07</b>	<b>\$1,623.10</b>	<b>\$19,477.20</b>	<b>42%</b>

Total Yearly Savings	=	\$19,477.20	42%
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Your Proposed Long Distance per Minute Rate will be \$0.00

**Special Notes**

- ☛ Local lines will continue to be subject to a 5-year contracts with Selectcom.
- ☛ Long Distance monthly Network Charges are required when using Bell as your Long-Distance carrier.
- ☛ Present and proposed Long Distance excludes directory assistance, collect calls and other carrier calls.



## **APPENDICES 1**

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### **LINE ANALYSIS**

Town of Hawkesbury  
Line Review - Sept 6, 2018

Town Hall	600 Higginson Street, Hawkesbury, ON K6A 1H1	613-632-0106	613-632-0106	Fax Line/OPX's/Sig Channel/Business Lines	
			613-632-0946	Business Line	
			613-632-2014	Business Line	
			613-632-4346	Business Line	
			613-632-4521	Business Line	
			613-632-7612	Business Line	
			613-632-8472	Business Line	
			613-632-9395	Business Line	
			613-636-2082	Business Line	
		Human Resources	613-636-2092	Fax Line	
		Leisure and Culture	613-636-2095	Fax Line	
Sports Complex	425 Cartier blvd	Mayor/Economic Devlp	613-636-2096	Fax Line	
	780 Spence Ave, Hawkesbury ON K6A 3H9	613-632-4111	613-632-4111	Signal Channels/Business Lines	Emergency Fire Line
Hawkesbury Fire Emergency Line					
Hawkesbury Fire Emergency Line		613-632-4112	613-632-4112		Fire Emergency Line
Fire Department	780 Spence Ave, Hawkesbury ON K6A 3H9	Fire Department	613-632-1105	Business Line	Fire Office Line (non recorded)
Fire Department			613-632-1106	Business Line	Fire Office Line (non recorded)
Public Works			613-632-1258	Business Line	Line located in classroom to be used upon emergency plan activations
Fire Department	780 Spence Ave, Hawkesbury ON K6A 3H9	613-632-4111 cont...			
Fire Department			613-632-1700	Fax Line	Dispatch Centre for admin and all other Fire Department activities
Hawkesbury Fire - CrISys			613-632-1963	Business Line	Modern in server room - LD on this line
North Glengary Fire Emergency Line			632-632-2202	Business Line	Fire Emergency Line

**Town of Hawkesbury**  
**Line Review - Sept 6, 2018**

Health Services Emergency Line			632-632-4194	Business Line	located in classroom to be used upon emergency plan activations.
Russell Fire Emergency Line			613-632-4531	Business Line	Emergency Line
CrisSys Fax Line			613-632-4929	Business Line	CrisSys Fax Line out and ADSL (double outlet) located in server room - not plugged in currently. Installed for CrisSys personnel responding to building for repairs or maintenance?
??	??		613-632-6798	Business Line	
Police Line	Town of Hawkesbury		613-632-6844	Business Line	located in classroom to be used dipon emergency plan activations
Fire Department	780 Spence Ave, Hawkesbury ON K6A 3H9	613-632-4111cont...			
Fire Department			613-632-7679	Business Line	located in classroom to be used dipon emergency plan activations
Social Services			613-632-7705	Business Line	located in classroom to be use dipon emergency plan activations
North Stormont Fire Emergency Line			613-632-8295	Business Line	Fire Emergency Line
Hawkesbury Hydro Office			613-632-8951	Business Line	Hydro Office Line (non recorded)
Hawkesbury Ambulance			613-632-9838	Business Line	located in classroom to be use dipon emergency plan activations
The Nation Fire Emergency Line			613-636-0614	Business Line	Fire Emergency Line
Champlain Fire Emergency Line (Vankleek Hill Fire)			613-636-0615	Business Line	Fire Emergency Line
East Hawkesbury Fire Emergency Line			613-636-0616	Business Line	Fire Emergency Line



**Town of Hawkesbury**  
**Line Review - Sept 6, 2018**

Alfred and Plantagenet Fire Emergency Line			613-636-0617	Business Line	Fire Emergency Line
Casselman Fire Emergency Line			613-636-0618	Business Line	Fire Emergency Line
Municipal Garage	855 Main St E, Hawkesbury ON K6A 1B5	613-632-6006	613-632-0403	Just Rings	
			613-632-6006	Business Line (1FL's convert to SelectCom)	
			613-632-4770	Business Line	
Waste Water Treatment Plant	670 Main St. E.	Purification Plant	613-632-5858	Fax Line (Just Rings)	
			613-632-8191	Business Line	Water Pollution Modem
	??	613-636-1030	613-636-1030	Business Line (Out of Service)	
CrisSys Fax Dial-In		613-632-5798	613-636-1030	Business Line	located in server room not plugged in
	??	613-636-0931	613-636-0931	Business Line	
	??	613-104-0399	613-104-0399	Signal Channels	
Municipal Garage/Public Works	855 Main St E, Hawkesbury ON K6A 1B5	613-632-4698	613-632-4698	Fax Line	
Technical Services	600 Higginson St.	613-632-2463	613-632-2463	Fax Line	
Sports Complex	425 Cartier Blvd	613-632-4009	613-632-4009	Business Line	
Water Treatment Plant	670 Main St. W.	613-632-3112	613-632-3112	Business Line/Ext Bell/rentals	
			613-632-1664	Business Line	
	680 Main Street W	Water Well	613-632-5861	Fax Line	
Library		613-632-2097	no bill received	Library Fax	
Old Mill Park	527 James St.	613-632-0587	613-632-0587	Business Line	
	??	529636221		Bus FiBe Internet 10 (3yr)	
	??	300125355		Business Internet 1300 x3	
	??	334203		IGS - Wireless Internet Service	

Town of Hawkesbury  
Line Review - Sept 6, 2018

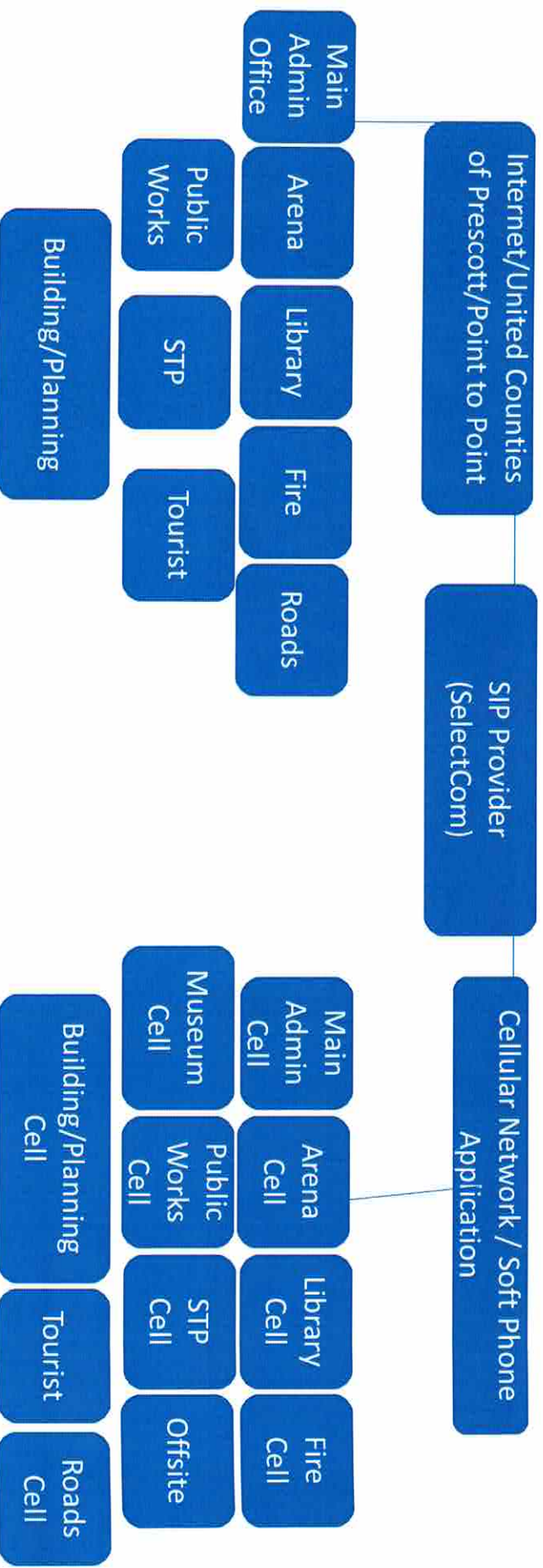
??	??	N 608 1698			
??	??	300-2594-8142		Shaw TV Services	
	DIGITCOM	14626		DIGITCOM Services	
	Turris Communications	TLC-197885		Two Way Radio	
		TLC-197695		Two Way Radio	
		TLC-197696		Two Way Radio	
		TLC-197697		Two Way Radio	
		TLC-197698		Two Way Radio	

## APPENDICES 2

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### FLOW CHART





Call flow starts with the SIP (SelectCom) Provider sending calls through the Internet to each of the individual sites connecting them through your Point to Point Network back to your main Admin office. Each site could have their own main respective DID number along with any subsequent DID number(s). Upon any link or offsite location going offline the SIP provider transitions the call to be forwarded to their respective cell phones. This will allow for redundancy that is unable to be achieved through legacy services.