

**RESOLUTION AUTHORIZING EXECUTION OF AGREEMENT FOR PHONE
SERVICE AND FIBER CONNECTIVITY**

WHEREAS, the Rensselaer County Industrial Development Agency is in need of additional phone service and fiber connectivity for its staff offices at the Quackenbush Building, and

WHEREAS, the Agency did seek three quotes for said services, and

WHEREAS, Crown Castle did offer the best combination of price and service for fiber connectivity, and

WHEREAS, Nextiva did offer the best combination of price and service for phone services, and

WHEREAS, the Agency's consultant on phones and internet does recommend that the Agency contract with Crown Castle for fiber connectivity and with Nextiva for phone services, now therefore be it

RESOLVED, that the Executive Director is hereby authorized to enter into contracts with Crown Castle for fiber connectivity and with Nextiva for phone services, in accord with the attached proposals, said contract to be subject to approval by Agency Counsel as to form.

Resolution ADOPTED by the following vote:

Ayes: 5

Nays: 0

Abstain: 0

July 14, 2022

STATE OF NEW YORK)
) SS.:
COUNTY OF RENSSELAER)

I, the undersigned (Assistant) Secretary of Rensselaer County Industrial Development Agency (the "Agency"), DO HEREBY CERTIFY that I have compared the foregoing annexed extract of the minutes of the meeting of the members of the Agency, including the Resolution contained therein, held on July 14, 2022 with the original thereof on file in my office, and that the same is a true and correct copy of said original and of such Resolution contained therein and of the whole of said original so far as the same relates to the subject matters therein referred to.

I FURTHER CERTIFY that (A) all members of the Agency had due notice of said meeting; (B) said meeting was in all respects duly held; (C) pursuant to Article 7 of the Public Officers Law (the "Open Meetings Law"), said meeting was open to the general public, and due notice of the time and place of said meeting was duly given in accordance with such Open Meetings Law; and (D) there was a quorum of the members of the Agency present throughout said meeting.

I FURTHER CERTIFY that, as of the date hereof, the attached Resolution is in full force and effect and has not been amended, repealed or rescinded.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the seal of the Agency this 14th day of July, 2022.


(Assistant) Secretary

(SEAL)

LaBrake, Robin

From: Dan Yamin <dyamin@gtesave.com>
Sent: Friday, July 1, 2022 11:55 AM
To: LaBrake, Robin
Cc: Daniel Saccocio
Subject: Preparing Agreements and proposals
Attachments: RensCo IDA Phone Service and Fiber Quotes.xlsx; RensCo IDA Nextiva.pdf

Hi Robin,

It was nice seeing you and Melissa yesterday, thank you for taking the time to meet with me. I am preparing the proposals and agreements for you to bring before your board this month. As discussed after reviewing several proposals for Internet and Phones I'm recommending the following. see attached for comparisons on the phone service and fiber. Your phone numbers from the COB will remain the same as they are today. I'm recommending the following for your voice and internet services.

Crown Castle for your fiber connectivity, they are currently serving several customers in the Quackenbush building today.

- Crown Castle \$500.00/month for a 100m connection for a 36 month term
- See attached for comparisons

The phone services will be provided by Nextiva see attached for comparisons (it is under the **UCaaS** tab of the attached spreadsheet)

- 11 phones and phone lines (same numbers you have today)
- 1 Fax line
- 36 month term

I also attached the **proposal from Nextiva**, I will also provide a price sheet with terms from Crown Castle. I will need the following information for them to provide the official agreement for your board approval.

Legal Business entity name:

Billing Address:

Technical Point of Contact (Name, # & Email):

Billing Point of Contact (Name, # & Email):

Static IP Addresses (How many do they require): 1-5

Let me know if you have any questions. I will also be working on gathering information for your website and email.

--

Dan Yamin
GTE Partner
518.573.4162

Rensselaer County IDA and Planning Department

36 Month Term

Service	Nextiva	8 x 8	BCM One
11 Phone's DID #'s	\$ 208.45	\$ 275.00	219.45
1 Fax #	\$ 18.95	\$ 25.00	19.95
Total Service Cost	\$ 227.40	\$ 300.00	\$ 239.40
Tax and Surcharges*	\$ 67.34	\$ 126.69	\$ 125.06

* it is understood some of these taxes will not apply

Rensselaer County IDA and Planning Department
36 Month Term

Service	Crown Castle	Firstlight	Spectrum COAX
Internet 100M DIA	\$ 500.00	\$ 600.00	
Internet 200M DIA	\$ 600.00	NA	
COAX			
Internet 300x10			\$ 64.99
Internet 600x35			164.99