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September 12, 2011

VIA OVERNIGHT DELIVERY AND EMAIL

Mr. Ray Kennedy
 c/o Ms. Ann Cole
 Director, Office of Commission Clerk,
 Florida Public Service Commission
 2540 Shumard Oak Boulevard
 Tallahassee, FL 32399-0850

11 SEP 13 AM 10:27
 STATE OF FLORIDA
 PUBLIC SERVICE COMMISSION

Re: State of Florida Public Service Commission Request for Proposals, Docket No. 110013-TP.

Dear Mr. Kennedy:

This letter is sent in compliance with Section A.10 of the RFP in the above docket. Sprint Communications Company L.P. ("Sprint") values its relationship with the State and was disappointed that the Staff did not recommend Sprint as the next Florida Relay Telecommunications Relay Service provider. Section A. 18 of The RFP, quoting Fla. Stat. § 427.704(3)(a) provides that the Commission "shall award the contract to the bidder whose proposal is the most advantageous to the state." As you know, Sprint had the highest Technical Proposal score.¹ Sprint's bid also had the lowest overall program charges, as demonstrated in the chart below.

	Telecommunications Relay Service (TRS)		Captioned Telephone Service (CapTel)		Total Florida Relay Annual Charges Based on Actual Billable Minutes in RFP
	PPM	Charges Based on Actual Billable Minutes in RFP ²	PPM	Charges Based on Actual Billable Minutes in RFP ²	
AT&T	\$0.90	\$3,109,743	\$1.53	\$4,113,472	\$7,223,215
Hamilton	\$0.79	\$2,729,663	\$1.805	\$4,852,822	\$7,582,485
Sprint	\$0.84	\$2,902,427	\$1.54	\$4,140,358	\$7,042,785

¹ Sprint's Technical Proposal was awarded 12,726.6 points surpassing scores of 11,778.5 and 12,475.9 for AT&T and Hamilton, respectively and was scored highest by 4 of 5 evaluators. See p. 8 Staff Recommendation Memorandum.

² Charges are based on actual minutes from June 2009 through July 2010 as outlined in Section E of the RFP. Further, since CapTel Service minutes are generally growing each year and Relay Service minutes are generally declining, the Sprint contract would save Florida's citizens even more than the already large amounts above.

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With Sprint as the provider for the upcoming contract instead of Hamilton, **Florida's citizens would save \$539,700 each year and \$1,619,101.98 over the initial three-year period** and Relay users will continue to have access to the quality services provided by Sprint.

It is difficult to see how Staff's recommendation of the less technically capable provider at significantly higher overall cost will result in an award to the bidder with the proposal that would be most advantageous to the state, as required by the RFP and Fla. Stat. § 427.704(3)(a).

Consistent with Section A.18 of the RFP, Sprint respectfully urges the Staff to advise the Commission of the total overall cost of each provider's proposal so that it may take this important information into account when determining which provider has the lowest charges, and which proposal is the most advantageous to the citizens and State of Florida.

Respectfully,

Dottie Cartrite

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Senior Sales Executive