

Diamond Williams

From: WOODS, VICKIE (Legal) [vf1979@att.com]
Sent: Monday, September 19, 2011 4:32 PM
To: Filings@psc.state.fl.us
Subject: 110013-TP AT&T Florida's Letter to Ray Kennedy regarding the Request for Proposal
Importance: High
Attachments: Document.pdf

A. Vickie Woods

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B. Docket No. 110013-TP: Request for submission of proposal for relay service, beginning in June

2012, for the deaf, hard of hearing, deaf/blind, or speech impaired, and other implementation

matters in compliance with the Florida Telecommunications Access System Act of 1991

C. BellSouth Telecommunications, LLC d/b/a AT&T Florida

on behalf of Tracy W. Hatch

D. 4 pages total (includes letter, certificate of service and Exhibit A)

E. BellSouth Telecommunications, LLC d/b/a AT&T Florida's letter to Ray Kennedy

Regarding the Request for Proposal

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DOCUMENT NUMBER - DATE

06750 SEP 19 =

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9/19/2011



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September 19, 2011

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

Re: Docket No. 110013-TP: Request for submission of proposals for relay service, beginning in June 2012, for the deaf, hard of hearing, deaf/blind, or speech impaired, and other implementation matters in compliance with the Florida Telecommunications Access System Act of 1991

Dear Mr. Kennedy:

AT&T Corp. ("AT&T") respectfully submits this letter pursuant to Section A.10 of the Request for Proposal ("RFP") issued in the above docket. Section A.18 of the RFP, quoting Fla. Stat. § 427.704(3)(a) (emphasis added), states that the Commission "shall award the contract to the bidder whose proposal is *the most advantageous to the state.*" AT&T recognizes that the specific considerations set forth in Fla. Stat. § 427.704(3)(a) relate to the quality and cost of the relay service. As explained in its bid, AT&T believes that its relay service is of superior quality and would be the best choice for the hearing impaired residents of the State of Florida, and will not repeat that information here. AT&T submits this letter specifically to urge the Commission to not overlook the overall "advantage[s] to the state" that its bid would provide.

Exhibit A to this letter provides an analysis of the pricing from each of the three bids submitted. While AT&T's bid would result in an additional \$611,158 being paid as compared to the current contract, this amount is more than offset by the increase in jobs that AT&T would bring to the state. As set forth in its bid, if AT&T's bid is accepted, AT&T will establish a new call center in the State of Florida and estimates that it would require 40 employees to run the new center, resulting in job creation. The pricing in the AT&T bid thus includes:

- AT&T building a Relay call center in the State of Florida, most likely in Jacksonville;
- Adding an estimated 40 new jobs with an annual payroll of \$1,206,400; and

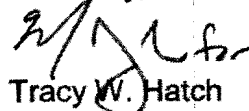
- The jobs will be union represented under a contract with the Communications Workers of America, with benefits.

The other submitted bids did not include any job creation for the State of Florida.

AT&T respectfully urges the Staff to advise the Commission of the total overall cost of each provider's proposal and benefits to the State of Florida as a whole from each proposal, including the new jobs that would be created in Florida if the bid were awarded to AT&T, 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.

A copy of this letter is enclosed. Please mark it to indicate that the original was filed and return the copy to me. Copies have been served to the parties shown on the attached Certificate of Service.

Sincerely,

A handwritten signature in black ink, appearing to read "Tracy W. Hatch", written over a circular stamp or mark.

Tracy W. Hatch

cc: All Parties of Record
Bob Casey
Jerry D. Hendrix
Gregory R. Follensbee
Suzanne L. Montgomery

**Certificate of Service
Docket No. 110013-TP**

I HEREBY CERTIFY that a true and correct copy was served via Electronic Mail and First Class U. S. Mail this 19th day of September, 2011 to the following:

Cynthia Miller
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Florida Public Service Commission
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Hamilton Telephone Company
Dixie Ziegler, VP of Hamilton Relay
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Dottie Carrite
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Tracy W. Hatch

EXHIBIT A

Current Pricing (based on AT&T Pricing Model for new contract term)

	Rate	2012 Rev	4 Yr Rev
TRS	\$0.89	\$1,232,132	\$5,473,061
CTS	\$1.54	\$2,172,659	\$11,691,779
Total		\$3,404,791	\$17,164,840

AT&T Bid (w/call center)

TRS	\$0.94	\$1,301,353	\$5,780,537
CTS	\$1.58	\$2,229,092	\$11,995,461
Total		\$3,530,445	\$17,775,998
Compared to Current		\$125,654	\$611,158

Hamilton Bid

TRS	\$0.79	\$1,093,690	\$4,858,111
CTS	\$1.81	\$2,546,526	\$13,703,676
Total		\$3,640,216	\$18,561,787
Compared to Current		\$235,425	\$1,396,947

Sprint Bid

TRS	\$0.84	\$1,162,911	\$5,165,586
CTS	\$1.54	\$2,172,659	\$11,691,779
Total		\$3,335,570	\$16,857,365
Compared to Current		-\$69,221	-\$307,475

(Data is based on the projected TRS and CTS volume of minutes over the life of the 4 year contract.
Estimate based on volumes provided by the Florida PSC.)

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