

1 P R O C E E D I N G S

2 CHAIRMAN CLARK: Next up is Item No. 2.

3 Mr. Curtis Williams is going to introduce the item.

4 MR. WILLIAMS: Thank you, Chairman --

5 CHAIRMAN CLARK: Mr. Williams.

6 MR. WILLIAMS: Thank you, Chairman Clark,
7 Commissioners. Curtis Williams on behalf of
8 Commission staff.

9 Item 2 is staff's recommendation regarding the
10 selection of a telecommunications relay service
11 provider for the state of Florida beginning
12 March 2022.

13 At the May 4th, 2021, agenda conference, the
14 Commission issued a request for proposal for relay
15 service. In response, Hamilton Relay and Sprint
16 Communications filed proposals.

17 Staff recommends Sprint's proposal based on
18 our evaluation of technical, financial, and price
19 elements of the proposal.

20 Staff is available for any questions. Thank
21 you.

22 CHAIRMAN CLARK: Thank you very much
23 Mr. Williams.

24 Commissioner, any questions?

25 Commissioner Fay.

1 COMMISSIONER FAY: Thank you, Mr. Chair. I
2 know you're shocked I have a question on this --
3 this topic.

4 Mr. Williams, appreciate all your work on --
5 on the procurement of this. I know, every few
6 years, this comes back up and companies come in and
7 essentially bid -- bid on it and there's a scoring
8 process. And I know that -- that can be extensive
9 to go through all that.

10 For this particular decision, it looked like,
11 under the TRS minutes, there was a -- an increase
12 in the cost of those minutes based on that
13 contract, but then, for the CTS minutes, the
14 caption minutes, the price actually went down per
15 minute.

16 And so, can you explain potentially why -- I
17 mean, I -- most of the time, these -- these go up
18 every time there's a new contract, but for that --
19 for some reason, that section went down.

20 Can you explain to me?

21 MR. WILLIAMS: Yes, the -- you are correct.
22 The TRS rate actually increased by 25 cents, and
23 the -- for the Sprint proposal. And it was even
24 higher for Hamilton's proposal. For the CTS,
25 the -- the rate for Hamilton increased, but

1 Sprint's rate is actually two cents less.

2 You know, the proposals are based on the
3 company's internal cost analysis and estimates. We
4 think that the focus on that CTS rate is based on
5 costs, the company's internal estimates related to
6 cost. There are some other issues, too, at the
7 federal level.

8 As you know, IPCTS is a service that's not
9 provided in the state of Florida, but is provided
10 through the FCC. And there have been some issues
11 with IPCTS internal usage that may have impacted
12 that -- that issue.

13 COMMISSIONER FAY: Yeah, the -- that shift to
14 IPCTS was pretty significant in the coming years,
15 but I -- I'm not complaining. I'm glad to see that
16 number go down. It seems like it's unusual.

17 And then how many years will the Commission be
18 able to operate with this agreement?

19 MR. WILLIAMS: The -- the contract before you
20 is three years with four optional years.

21 COMMISSIONER FAY: Okay. Great.

22 Thanks, Mr. Chairman. I'm good with my --

23 CHAIRMAN CLARK: Thank you.

24 Any other questions?

25 I'll entertain a motion.

1 COMMISSIONER FAY: With that, I'll move
2 staff's rec- -- recommendation on Item 2.

3 COMMISSIONER La ROSA: Second.

4 CHAIRMAN CLARK: I have a motion and second to
5 approve Item 2 as presented. Is there any
6 discussion?

7 On the motion, all in favor, say aye.

8 (Chorus of ayes.)

9 CHAIRMAN CLARK: Opposed?

10 Motion carries.

11 (Agenda item concluded.)

12

13

14

15

16

17

18

19

20

21

22

23

24

25

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

CERTIFICATE OF REPORTER

STATE OF FLORIDA)
COUNTY OF LEON)

I, ANDREA KOMARIDIS WRAY, Court Reporter, do hereby certify that the foregoing proceeding was heard at the time and place herein stated.

IT IS FURTHER CERTIFIED that I stenographically reported the said proceedings; that the same has been transcribed under my direct supervision; and that this transcript constitutes a true transcription of my notes of said proceedings.

I FURTHER CERTIFY that I am not a relative, employee, attorney or counsel of any of the parties, nor am I a relative or employee of any of the parties' attorney or counsel connected with the action, nor am I financially interested in the action.

DATED THIS 26th day of October, 2021.



ANDREA KOMARIDIS WRAY
NOTARY PUBLIC
COMMISSION #HH 089181
EXPIRES February 9, 2025