PROPOSALS TABULATION								
RFP-RH-16-031								
Telecommunication Services								
NAME	Wow Business	Comcast Business Communications, LLC	AT&T Corp.	Clear Rate Communications	Grid4 Communications, Inc.			
ADDRESS	26035 Northline Rd.	1701 JFK Boulevard	One AT&T Way	555 S. Old Woodward	2107 Crooks Rd.			
	Taylor, MI 48180	Philadelphia, PA 19103	Bedminster, NJ 07921	Birmingham, MI 48009	Troy, MI 48084			
Year Founded	1996	1997	1876	2001	2001			
Is Company wholly owned? If not, state	Yes	No, parent company is Comcast	Publicly traded corporation. No single	Yes	Wholly owned			
parent company:		Corporation	person owns more than 10% of the					
			company.					
State gross sales of last fiscal year	\$1.2 Billion	\$67 Billion	\$146.801 Billion	N/A	\$14 Million			
Number of facilities located within 50-mile	3	Comcast considers this proprietary	7 Retail and Service Locations	Two. Birmingham, MI and Southfield,	274			
radius of the City of Rochester Hills		information.	/ Netall and Service Locations	MI	274			
Tadius of the city of Nochester Tims								
Location of facility that will be responsible	32650 N. Avis Drive	Comcast Business	16025 Northland Drive	Birmingham, MI	Michigan			
•	Madison Heights, MI 48071	4500 Delemere	Southfield, MI 48075	Birmingham, ivii	Wilchigan			
the city's rejectifindification services	iviauison rieignts, ivii 40071	Royal Oak, MI 48073	30dtilleld, Wii 48073					
	225 employees	Total Employees - Over 200	N/A	50-100 total employees	38			
Total employees	140 Service Technicians	Service Technicians - Over 100		10-20 Service Techs.				
Service technicians								
	26035 Northline Rd., Taylor, MI 481080	None	AT&T has locations in every state	N/A	None			
	37150 Plymouth Rd., Livonia, MI 48150							
drawn from:								
Normal service call response time?	2 Hours		Provided with agreement per each solution	60 minutes	Five minutes			
Guaranteed maximum?	4 hours electrical-6 hrs fiber cut	Telephonically, 30 minutes		60 minutes	One hour			
Emergency service call response time?	30 minutes		Provided with agreement per each solution	60 minutes	Five minutes			
Guaranteed maximum emergency response	4 hours electrical-6 hrs fiber cut	Priority 1 is 15 minutes		60 minutes	One hour			
time?	4 Hours electrical of his liber eat	Thomas 13 minutes		loo minutes	one nour			
	Full consider output	1 Total autaga, multiple austamars or	Example is an outage.	All services down	Consider impresting			
Define an emergency?	Full service outage	1-Total outage; multiple customers or multiple locations	example is an outage.	All services down	Service impacting			
		2-Total outage; single customers/single						
		location, or partial outage of multiple						
		customers or multiple locations						
		3-Partial outage, single customer or						
		location						
Explain established trouble reporting	Call 1-888-969-4249	Customer calls an assigned customer care	Can report domestic and international	Contact customer care department at 1	- 1. Trouble Ticket			
procedures	Once a ticket is open they contact as follows:	and service toll-free number	trouble to via their centralized trouble	877-877-4799, M-F 7 a.m10 p.m. and	2. Esc. To NOC (Network OPS)			
	Priority 1-Out of service. Will contact in 30		reporting system which is available 24/7.	Saturday 9 am-5 pm. Or email	3. Field Dispatch			
	minutes		Service executive will be single point of	repair@clearrate.com or call the 24	4. Repair			
	Priority 2-5 service impaired-Will contact		contact in event an escalation is necessary.	hour repair line at 866-366-4665				
	within 24 hours							

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Exceptions:	SLA response times apply to fiver services only. Coax based services like CATV & Business phone are not covered by these response time.			N/A	N/A
Reference #1					
	Firm Name: City of Fraser	City of Delray Beach	Stated to see AT&T's Investor relations website at http://www.att.com/gen/investor-relations?pid=268	Alta Equipment Company, Inc.	Charter Township of Orion
	Services Provided: Fiber based dedicated internet access and Ethernet LAN service (fully-meshed)	WAN Connectivity/Internet		Multi-site customer with MPLS and Fiber Ethernet, PRI, managed firewall and support with WSA.	Voice/Internet services to Twp. Locations
Reference #2					
	Firm Name: City of Grosse Pointe Woods	City of Southgate		South Haven Public Schools	Charter Township of Oakland
	Services Provided: Fiber dedicated internet, PRI service. E-LAN and TV	Ethernet Data Services		Fiber Ethernet and PRI	Voice services
Reference #3			-		
Neterence #5	Firm Name: City of Riverview	Village of Downers Grove		City of Howell	Leader Dogs for the Blind
	Services Provided: Fiber DIA & CATV	Ethernet Data Service			
				POTS line	dedicated internet access.
Specification	Section 1.33 Termination Will not be quoting 20Mb data connections to fire stations, parks, cemetery, museum, and sheriff sub station	Please see detailed page of exceptions in vendor response. Exceptions are stated for nine items.		CATV Services Payment Obligation Termination	N/A
Reason for Exception	Lawyers need to review this as they have a early termination clause in their contract. Fiber construction costs to fire stations, parks, cemetery, museum, and sheriff sub station cost prohibitive.			Clear rate does not provide CATV service, they do however offer HD Antenna. Payment Obligation-Net 30 Termination guidelines are outlined in attached MSA section 12.	N/A
Extend to MITN	No	Yes	Yes	Yes	Yes

NAME ADDRESS			Comcast Business Communications, LLC 1701 JFK Boulevard Philadelphia, PA 19103		AT&T Corp. One AT&T Way Bedminster, NJ 07921		Clear Rate Communications 555 S. Old Woodward Birmingham, MI 48009		Grid4 Communications, Inc. 2107 Crooks Rd. Troy, MI 48084	
DATA Data Connection		Speed (Mb)		Speed (Mb)		Speed (MB)		Speed (MB)		Speed (MB)
Mthly Rate/Speed by location	Rate	Down/Up	Rate	Down/Up	Rate	Down/Up	Rate	Down/Up	Rate	Down/Up
City Hall	\$569.00	300/300	\$1,122.75	300/300	\$1,151.93	400/400	\$1,799.00	250/250	\$2,462.50	250/250
DPS	\$569.00	300/300	\$973.35	300/300	\$1,079.22	250/250	\$1,799.00	250/250	\$1,840.40	250/250
Fire Station 1		N/A		N/A		N/A		N/A		N/A
Fire Station 2	\$221.98	300/20	\$397.35	150/20	\$621.53	20/20	\$999.00	20/20	\$852.40	20/20
Fire Station 3	\$221.98	300/20	\$397.35	150/20	\$621.53	20/20	\$999.00	20/20	\$852.40	20/20
Fire Station 4	\$221.98	300/20	\$397.35	150/20	\$621.53	20/20	\$999.00	20/20	\$852.40	20/20
Fire Station 5	\$221.98	300/20	\$397.35	150/20	\$621.53	20/20	\$999.00	20/20	\$852.40	20/20
OCSO (need slower speed)	\$51.98	8/1	\$196.30	2/2	\$379.99	2/2	\$339.00	3/3	\$409.85	3/3
Bloomer	\$221.98	300/20	\$337.50	150/20	\$621.53	20/20	\$999.00	20/20	\$852.40	20/20
Borden	\$221.98	300/20	\$337.50	150/20	\$621.53	20/20	\$999.00	20/20	\$852.40	20/20
Spencer	\$400.00	20/20	\$337.50	150/20	\$621.53	20/20	\$999.00	20/20	\$852.40	20/20
Cemetery	\$221.98	300/20	\$337.50	150/20	\$621.53	20/20	\$999.00	20/20	\$852.40	20/20
Museum	\$400.00	20/20	\$337.50	150/20	\$621.53	20/20	\$999.00	20/20	\$852.40	20/20
Subtotal Mthly Data Connection	\$3,543.84		\$5,569.30		\$8,204.91		\$12,928.00		\$12,384.35	
Internet Access	\$660.00	100/100	\$913.50	100/100	\$1,400.90	100/100	\$1,259.00	100/100	\$1,780.50	250/250
Total Data Monthly Rate:	\$4,203.84		\$6,482.80		\$9,605.81		\$14,187.00		\$14,164.85	
VOICE										
Digital Voice PRI X2	\$425.50		\$578.00		\$1,156.48		\$518.00		\$457.70	
Analog Voice POTS X6	\$140.94		\$299.60		\$112.00		\$234.20		\$239.80	
Total Voice Monthly Rate:*	\$566.44		\$877.60		\$1,268.48		\$752.20		\$697.50	
Total Data & Estimated Voice Mthly Rate:*	\$4,770.28		\$7,360.40		\$10,874.29		\$14,939.20		\$14,862.35	
Estimated Annual Total*	\$57,243.36		\$88,324.80		\$130,491.48		\$179,270.40		\$178,348.20	
Estimated 3 Year Total *	\$171,7	\$171,730.08 \$2		74.40	\$391,474.44		\$537,811.20		\$535,044.60	
CABLE	Inclu	ded	Inclu	ded	Available / Pricing TBD		No CATV		No CATV	

^{*} Rates do not include universal charges and 911 fees which will vary from year to year