



City of Rochester Hills
AGENDA SUMMARY
FINANCIAL ITEMS

1000 Rochester Hills Dr.
Rochester Hills, MI 48309
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www.rochesterhills.org

Legislative File No: 2025-0392

TO: Mayor and City Council Members

FROM: Mike Viazanko, Director Building/Facilities/Ordinance
Vince Foisy, Supervisor of Communications

DATE: September 22, 2025

SUBJECT: Contract for Telecommunication Services

REQUEST:

City Council is requested to authorize the issuance of a blanket purchase order to Wide Open West, Inc. (WOW) of Madison Heights, Michigan for the City's Telecommunication Services including Voice, Data, and CATV for one year in the amount of \$70,000.00 Dollars.

REASON FOR PURCHASE:

WOW Business, Inc. provides Telecommunication Services for the City. The Purchasing Division solicited utilizing the MITN System for competitively sealed proposals, which were opened on July 14, 2021. WOW Business, Inc. was selected as providing the best value and submitting the most responsive, responsible proposal for the services to the City. WOW Business, Inc. has performed the noted services in a professional and satisfactory manner for the past eight years.

The solicitation specified a base term of (3) years with two (2) one-year options to renew. The City of Rochester Hills wishes to exercise the second and final renewal option with WOW Business, Inc. of Taylor, Michigan, who has agreed to hold the pricing for the one-year term.

PROCESS:

Vendor Name and Address:

Wide Open West, Inc.
32650 N Avis Drive
Madison Heights, MI 48071

Reason for Selection:

Best Value

Method of Purchase:

Blanket Purchase Order/Contract

BUDGET:

Funding is included in the FY 2025 Adopted Budget

Fund Name	Department Account No	Account No. Description	Budget Amount	Cost	Remaining Budget
Facilities	631.922000	Telephone Expense	\$70,000	\$70,000	\$0

RECOMMENDATION:

It is recommended that the Rochester Hills City Council authorize a blanket purchase order / contract to Wide Open West, Inc., 32650 N. Avis Drive, Madison Heights, MI 48071 for the Telecommunication Services including Data, Voice and CATV for City buildings for an amount not-to-exceed \$70,000.00 Dollars through September 30, 2026 and further authorizes the Procurement Manager to execute a contract on behalf of the City.

APPROVALS:	SIGNATURE	DATE
Department Review		
Department Director		
Budget Content: Chief Financial Officer		
Purchasing Process: Supervisor of Procurement		
Mayor		
Deputy Clerk		

Contract Reviewed by City Attorney ☐ Yes ☒ N/A