

CG 6 PG 209
COUNCIL MEETING
OCTOBER 6, 1982

STUDY TO UPGRADE
TELEPHONE SYSTEM
APPROVED

Following introduction of the matter by City Manager Glaves, Council on motion of Mayor Pro Tempore Murphy, Reid second, authorized Henry L. Richter, President of TeleComm Consultants, Inc. to proceed with a study to upgrade and modernize the City of Lodi Telephone System at a cost not to exceed \$4,000 - through Phase II.



TELECOMM CONSULTANTS, INC.

8812 East Las Tunas Drive, San Gabriel, CA 91776
Telephone (213) 285-0269

82-164/273-1

October 1, 1982

Mr. Jerry Glenn
Assistant City Manager
CITY OF LODI
P.O. Box 320
Lodi, CA 95241

Dear Mr. Glenn:

TeleComm Consultants, Inc. (TCI) is pleased to provide the City of Lodi with this proposal for consulting services to upgrade and modernize your telephone system. TCI enjoys a long-standing reputation in the communications industry and can furnish competent and cost-effective services. Your proposed telephone project is straightforward and is a job with which TCI would like to be associated.

It is timely for government agencies to review their telephone system. With the wide range of service features available, and the uncertainties that telephone company deregulation is creating and spiraling inflation, it will be to your advantage to consider upgrading and modernizing your telephone service. Overall telephone rates can be expected to increase 75 to 100 percent during the next several years, and the recent filing by Pacific Telephone of a nearly one-billion-dollar rate case suggests that these predictions are now moving closer to reality. From our experience, there are significant savings available from owning your own system.

TCI strongly believes that our normal analysis and design procedure, which culminates in a detailed specification, is the best way to obtain the services you require and to maximize the purchasing power of your dollars. It will provide you with the best opportunity for receiving competitive bids, and will place you in the best position to evaluate alternatives from multiple sources and determine the economic and service trade-offs.

I will take a personal interest in this project to ensure that it will fully meet your needs and provide the City with the consulting services to obtain a modern state-of-the-art telephone system. Our firm, fixed price to meet the tasks outlined and to manage the project for you will be \$6000.

TCI

Mr. J. Glenn
CITY OF LODI

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The cost is presented by phase so that the City can move in a stepwise fashion. The fee for Phase I would be \$2800, for Phase II \$1200, and for Phase III \$2000. Each of these would have a deliverable report and the City can exercise its option to move ahead after each phase as it chooses. We would appreciate partial payments after the completion and approval of each phase.

In order to meet this price, it will be necessary to perform this work concurrently with the telephone design we are doing for San Joaquin County for the French Camp-Mathews Road Complex. We are counting on taking advantage of travel and the attendant cost savings to Lodi. The County job started a few weeks ago so beginning this project quickly is essential.

We have greatly enjoyed working with your city staff as your telecommunications consultants and trust that we can be of service to you in this area also. If I can answer any questions, do not hesitate to call.

Sincerely,



Henry L. Richter, Ph.D., PE
President

HLR:rw

Attachments

