



County of Marin

Information Services & Technology Department

David Hill, Director

September 19, 2006

Marin County Board of Supervisors
Civic Center
San Rafael, CA 94903

SUBJECT: Approve New AT&T OPT-E-MAN contract for high-speed network services

Dear Board Members:

RECOMMENDATION: Approval

SUMMARY: The County of Marin has an existing contract with AT&T for telecommunication services. This new contract replaces our existing contract with a special, Marin-only, contract for high speed services called OPT-E-MAN.

OPT-E-MAN is a new, high speed network service similar to what the County uses inside the Civic Center. We plan to use OPT-E-MAN to upgrade MIDAS network connections among the Civic Center, other county offices, most cities, all law enforcement agencies, all libraries, the Marin County Office of Education and the Comcast network "studio".

OPT-E-MAN will allow MIDAS (Marin County and its partners) to get more capacity and capability at a lower cost. With OPT-E-MAN, the County will be able to support distance training and two-way meetings with employees in West Marin without the travel cost. This will increase productive time for county employees and reduce traffic congestion and air emissions.

OPT-E-MAN will give the county the option to use VoIP (Voice Over Internet Protocol) telephone technology and the ability to distribute public service shows and announcements directly to cable television. The Marin Managers Association commissioned a subcommittee to begin planning how to best utilize this new network. The initial focus is on data back up.

This AT&T contract approval coincides with the recent approval by the Marin Telecommunication Agency of the Comcast franchise agreement. The Comcast franchise includes a \$1,000,000 allowance to replace our aging network equipment.

IST plans include using ATT/OPT-E-MAN for transport services and the allowance from Comcast for all equipment needs. The final result from these two network providers will be a completely upgraded institutional network providing much higher speeds and more capability at a lower operating cost to the county and its partners.

FISCAL IMPACT: This agreement will not have any cost impact this fiscal year because implementation will not be completed until Spring of 2007. Beginning in FY 2007-08, OPT-E-MAN will save the County an average of \$15,000 annually from the IST operating budget.

Reviewed by:

()	Auditor controller	NA (X)
(X)	County Counsel	NA ()
()	Human Resources	NA (X)

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