

**ITEMS REQUIRING BOCC APPROVAL**

**September 12, 2024**

**(5 Items)**

**1. ROAD IMPROVEMENTS (R353) -- PUBLIC WORKS**

**FUNDING -- R353 RIDGE RD. SHLDRS FROM 53RD ST. N.**

(Request sent to 62 vendors)

RFB #24-0058 S/C #8000238901

Engineer's Estimate: \$1,326,996.65	APAC Kansas Inc., Shears Division	Conspec, Inc. dba Kansas Paving
811-I, N 1/2 H; Shoulder Improvements Ridge Rd, 53rd Street to Arkansas River (R353)	\$1,188,965.35	\$1,236,542.30
Bid Bond	Yes	Yes
	<b>Pearson Construction, LLC</b>	
811-I, N 1/2 H; Shoulder Improvements Ridge Rd, 53rd Street to Arkansas River (R353)	<b>\$1,145,290.60</b>	
Bid Bond	<b>Yes</b>	
No Bid	J & J Contractors, Inc.	L & M Contractors, Inc.
	Multicon, Inc.	Unruh Excavating
	Wildcat Construction	

On the recommendation of Lee Barrier, on behalf of Public Works, Jennifer Blasi moved to **accept the low bid from Pearson Construction, LLC in the amount of \$1,145,290.60**. Tim Myers seconded the motion. The motion passed unanimously.

Ridge Road Shoulder Improvements will add shoulders to approximately two (2) miles of North Ridge Road, improving roadside safety and overall road drainage, between 53<sup>rd</sup> Street North and the Arkansas River.

Pearson Construction, LLC is well known to Public Works and has successfully worked on many past projects.

**Questions and Answers**

Greg Gann: The only question I have is related to timeline, time that the construction will begin and expected duration of the construction.

Lynn Packer: The construction is slated for this particular project, about a year and we don't know the exact strong window yet. We gave them a window that they could start by and that window would start basically by the end of this year.

Greg Gann: Is this project wholly a county project or is this in conjunction with any municipalities that are abutting the roadway?

Lynn Packer: This is 100% a county project.

**BOARD OF BIDS AND CONTRACTS SEPTEMBER 12, 2024**

**2. ELECTRONIC MEDICAL RECORDS SOFTWARE FOR THE SEDGWICK COUNTY HEALTH DEPARTMENT HEALTHY BABIES PROGRAM --  
HEALTH DEPARTMENT  
FUNDING -- HEALTH DEPARTMENT  
(Requests sent to 382 vendors)**

RFP #24-0055 Contract

	Advance Management Service, LLC dba Advanced Metrics	Bonterra Tech, LLC	Direct Service Works, LLC dba SETWorks
Electronic Medical Records Software for the Sedgwick County Health Department Healthy Babies Program	\$578,394.00	\$107,040.00	\$157,700.00
	E*HealthLine.com, Inc.	<b>Go Beyond LLC dba Go Beyond MCH</b>	Patagonia Health, Inc. dba Patagonia Health
Electronic Medical Records Software for the Sedgwick County Health Department Healthy Babies Program	\$685,465.00	<b>\$69,350.00</b>	\$187,462.19
	Vet Global, LLC dba Softbir		
Electronic Medical Records Software for the Sedgwick County Health Department Healthy Babies Program	\$275,500.00		
No Submission	9 to 5 Computer	Actsoft, Inc.	Agile Solutions LLC
	Ardent Technologies Inc.	ASI Computer Tec	Backline
	Bradshaw Consulting Services	Central Square Technologies, LLC	Century Business Technologies, Inc.
	Change Works, LLC	Clargov, Inc.	Computer Information Concepts
	Cybertron	Eagle Technologies	Fidlar Technologies, Inc.
	GHA Technologies	Govos, Inc.	Granicus
	Hyland Software Inc.	Image Quest	Inveniolsi Solutions
	Journal Technologies, Inc.	KCI Inc.	KMS Healthcare
	Oxen Technology	PSI International	Q90 Corporation
	Shiftboard	Silicon Mountain Memory	System Tools Software, Inc.
	Trango Group	Verint Americas, Inc.	

On the recommendation of Lee Barrier, on behalf of the Sedgwick County Health Department (SCHD), Tim Myers moved to **accept the proposal from Go Beyond LLC dba Go Beyond MCH in the amount of \$69,350.00 for a contract period of five (5) years.** Greg Gann seconded the motion. The motion passed unanimously.

A committee comprised of Jason McKenney, Kristen Alhareedi, Robin White-Daniels, Kristin Soupene, Jaimie Tyson - Health Department's Division of Children and Family Health and Lee Barrier, Purchasing evaluated the proposal responses based on the criteria set forth in the RFP. The committee unanimously agreed to accept the proposal from Go Beyond LLC dba Go Beyond MCH.

Healthy Babies (HB) is a prenatal and parenting education program of the SCHD that has provided uninterrupted education and care coordination services for more than 25 years. Funded through a combination of Federal [Health Resources and Support Administration (HRSA), Healthy Start Initiative (HSI)], State [KDHE Maternal and Child Health (MCH) and Outreach Prevention Education and Intervention (OPEI)] grant programs, HB provides services to low income and/or uninsured families who experience difficulties accessing culturally and linguistically sensitive preventive and primary medical care, behavioral health, social support so as to ensure that the highest-risk populations receive quality prenatal and postpartum education, and support services leading to positive perinatal outcomes. The primary focus of the HB program is to reduce infant mortality rates and decrease disparities in infant mortality and poor perinatal health outcomes in Sedgwick County. In an effort to achieve the primary goal, program staff work to ensure access to high-quality and equitable health services that aim to: (1) Optimize health and well-being for all MCH populations, (2) Achieve health equity for MCH populations, (3) Strengthen public health capacity and workforce for MCH, and (4) Maximize impact through leadership, partnership, and stewardship.

In order to meet grant funding requirements, the HB program is required to provide detailed monthly reports to all three (3) sources, including but not limited to: enrollments, client demographics (including zip code of residence and birthing period), services rendered both individually and in group settings, client referrals and engagement in outside medical, mental health, support services, and among other data points. In January 2022, HB transitioned to the use of Data Application and Integration Solution for the Early Years (DAISEY) developed by the University of Kansas Center for Research. Since that time it has been found that DAISEY provides inadequate functionality to properly report all necessary data to program funding sources, particularly those required by HRSA. These inadequacies have resulted in the need for intensive manual data entry causing unnecessary burdens on staff time and effort, and potential for inaccurate data reporting. Efforts to work with the vendor to make improvements to the system failed during the previous contract cycle, and cost estimates to make the needed improvements under a new contract more than doubled the previous cost of implementation. As such, the program decided to seek new solutions for an Electronic Health Records (EHR) system that would incorporate functionality in an Out of the Box (OTB) solution adequate to meet the reporting requirements of all funding sources.

**Notes:**

This is a proposal and not a bid. Proposals are based on criteria set forth in the RFP. There are four (4) components to this RFP.

Component	Points
A. Methodology in meeting Scope of Work requirements	40
B. Experience with similar grant reporting requirements and organizations	30
C. HIPAA compliant data security standards and practices	10
D. Meeting all Proposal requirements and instructions. Submitting clear, detailed information and providing all requested documentation.	20
<b>Total Points</b>	<b>100</b>

Between January 2022 and June 2024, the program spent \$96,206.64 (average \$38,482,66/yr.) on the DAISEY system.

**Questions and Answers**

Greg Gann: The solution is on premise or cloud based?

Jason McKenney: It's cloud based.

Russell Leeds: The cost for this is \$69,350.00. What is the term of this contract?

Jason McKenney: Five (5) years.

Russell Leeds: So \$69,350.00 over five (5) years.

Jason McKenney: Over five (5) years. So implementation \$27,500.00 I believe the first year and then \$10,450.00 the subsequent years.

Russell Leeds: So the initial implementation costs \$27,500.00 and then it's a cost of a little over \$10,000.00 per year each of the subsequent four (4) years?

Jason McKenney: Correct.

Russell Leeds: I see in the note here that on average you've spent \$38,400.00 per year using the DAISEY system?

Jason McKenney: Correct.

Russell Leeds: Averaged out over the years?

Jason McKenney: Yeah, it was. I don't have the original implementation costs. The total cost over the contract was a little north of \$96,800.00 I think.

Russell Leeds: That was over three (3) years 2022, 2023, and 2024 basically?

Jason McKenney: Yes.

Russell Leeds: Is this solution grant funded? Grant funds are being used to pay this?

Jason McKenney: Yes. A combination of all three (3) funding sources will be used for this.

Russell Leeds: It looks like it's generally going to be a little more cost effective.

Jason McKenney: A lot more cost effective. Yes.

**BOARD OF BIDS AND CONTRACTS SEPTEMBER 12, 2024**

**3. STATE LEGISLATIVE LOBBYING SERVICES FOR SEDGWICK COUNTY -- MANAGER'S OFFICE  
FUNDING -- MANAGER'S OFFICE**

(Request sent to 26 vendors)

RFP #24-0059 Contract

	<b>Watkins Public Strategies, LLC</b>	
State Legislative Lobbying Services	<b>\$70,000.00 per year</b>	
No Submission	Catalyst	Federico Consulting, LLC
	Heartland Credit Union	Johnston & Associates

On the recommendation of Joe Thomas, on behalf of the Manager's Office, Greg Gann moved to **accept the proposal from Watkins Public Strategies, LLC for an annual fee of \$70,000.00 and contract period for three (3) years with two (2) one (1) year options to renew.** Jennifer Blasi seconded the motion. The motion passed 3 to 4 with Russell Leeds abstaining from the vote.

A committee comprised of Tania Cole and Rusty Leeds - Assistant County Managers; Lindsay Poe Rousseau - CFO; Chris Labrum - Director of MABCD; Adrienn Clark - Assistant County Counselor; and Joe Thomas - Director of Purchasing evaluated the proposal response based on the criteria set forth in the RFP. The committee agreed to accept the proposal from Watkins Public Strategies, LLC.

Sedgwick County will work with this firm to provide services as a legislative liaison to represent and report to the county on a regular basis during the State Legislative sessions as well as outside the session regarding legislation or issues that affect the county.

This firm is expected to work closely with the Board of County Commissioners, County Manager, Legal Department, Division Directors, and Department Heads, which represents Sedgwick County government and the interests of Sedgwick County government to the State of Kansas Legislature.

This firm will present potential legislative items and provide continuous and ongoing legislative advice to the county concerning the county's platform issues. Additionally, the firm will monitor all bills of importance to Sedgwick County government, including those affecting operations of county departments, taxation matters, state and local partnership concerns, and other local governments so that the county has the opportunity to engage in discussions.

The lobbying efforts of this firm will meet with state legislators to request their support or opposition to bills and provide support materials to legislators in advance.

Notes:

This is a proposal and not a bid. Proposals are based on criteria set forth in the RFP. There are five (5) components to this RFP.

Component	Points
a. Overall quality of firm's proposal and approach to work.	20
b. Relevant experience in providing lobbying services in either the public or private sector. Experience and demonstrated success, as indicated by the listing of current major clients.	20
c. The firm's professional reputation for integrity and compliance with state and federal law.	20
d. The professional qualifications and experience of principal employees who will work with the County.	20
e. Proposing the services described herein with the most advantageous and prudent methodology and costs to the county.	20
<b>Total Points</b>	<b>100</b>

Watkins Public Strategies, LLC has represented Sedgwick County government since 2014.

**BOARD OF BIDS AND CONTRACTS SEPTEMBER 12, 2024**

**4. SANOFI PASTEUR VAXVALUE AGREEMENT -- HEALTH DEPARTMENT**

**FUNDING -- HEALTH DEPARTMENT**

(Single Source)

#24-2068 Contract

	<b>Sanofi Pasteur, Inc.</b>
VaxValue (various vaccines*)	<b>See Pricing Sheet</b>

On the recommendation of Britt Rosencutter, on behalf of Sedgwick County Health Department (SCHD), Jennifer Blasi moved to **accept the pricing from Sanofi Pasteur, Inc. (Sanofi) at the rates listed (see attachment) and establish contract pricing good October 1, 2024 through September 30, 2027.** Greg Gann seconded the motion. The motion passed unanimously.

Sanofi is one of the manufacturers that supplies vaccines to SCHD. This agreement gives SCHD lower prices for products from Sanofi. Some of the products SCHD purchases can only be purchased from Sanofi (polio, typhoid, yellow fever, Pentacel, Vaxelis, TD, Beyfortus). A few of the products are available from other manufacturers (TDaP, meningitis ACWY, Quadracel, HIB, DTaP, influenza) and are of equivalent efficacy as Sanofi but they can be purchased cheaper through this agreement.

Notes:

\*SCHD purchases all vaccines on the attached pricing sheet except for item #790-20 TYPHIM - 20 dose vial of typhoid vaccine.

The spend for 2023 was approximately \$156,142.88.

**Questions and Answers**

Russell Leeds: Just for clarity, we've obviously had a contract with them. So this is a renewal of sorts?

Britt Rosencutter: It's a new contract establishing another three (3) years.

Russell Leeds: Okay. We are contracted with other vendors who provide vaccines as well?

Britt Rosencutter: Correct.

Russell Leeds: So this is one of several that the Health Department can routinely compare pricing and availability across the vendors and buy the most cost effective.

Britt Rosencutter: Precisely. There are some that are only available through Sanofi.

Russell Leeds: Understood. They're the Sole Source or the only one who is providing that.

Britt Rosencutter: Correct.

Russell Leeds: On the Health Department side, are they receiving reimbursements or generating revenue on some of these vaccines through billing?

Beverly Bruce: Yes. We do file insurance and receive reimbursement for privately purchased vaccines or if we don't receive insurance reimbursement, the clients pay cash.

Russell Leeds: Last year our spend was approximately \$156,000.00 across all vendors or just with Sanofi?

Beverly Bruce: That would just be Sanofi.

Russell Leeds: A portion of that was recovered through fees and insurance?

Beverly Bruce: Correct.

**DISCLAIMER:** The pricing information below, in this Attachment C, is for illustrative purposes only and is subject to change. It is provided to the Customer to support determination of the Tier level. Based on the Tier selected by Customer, the Addendum A and Addendum AA - Product and Price List with Federal Excise Tax - will be attached to the fully executed Agreement. Online and Prompt Pay discounts apply to Direct orders only.

All prices referenced below do not include Federal Excise Tax

Pricing Option	NDC	Product Code	Description	Contract Price	Online Discount	Prompt Pay	Net Invoice Price per Unit	Net Invoice Price per Dose
Tier 1 Under GPO	49281054503	545-03	ActHIB	\$ 53.26	1.0%	2.0%	\$ 51.67	\$ 10.33
	49281040010	400-10	ADACEL	\$ 354.80	0.0%	2.0%	\$ 347.51	\$ 34.75
	49281040020	400-20	ADACEL	\$ 177.29	0.0%	2.0%	\$ 173.74	\$ 34.75
	49281057515	863923	Beyfortus Syringe 0.5ML 5 Syringe	\$ 2,128.50	1.0%	2.0%	\$ 2,065.07	\$ 413.01
	49281057415	863933	Beyfortus Syringe 1ML 5 Syringe	\$ 2,128.50	1.0%	2.0%	\$ 2,065.07	\$ 413.01
	49281028610	286-10	DAPTACEL	\$ 197.15	1.0%	2.0%	\$ 191.27	\$ 19.13
	49281025251	252-51	IMOVAX RABIES 1 ML V	\$ 336.84	1.0%	2.0%	\$ 326.80	\$ 326.80
	49281088010	880-10	IPOL	\$ 242.87	1.0%	2.0%	\$ 235.83	\$ 23.58
	49281059005	590-05	MenQuadfi	\$ 552.14	1.0%	2.0%	\$ 535.89	\$ 107.14
	49281051105	511-05	Pentacel formulated with Vero cell-derived IPV	\$ 335.62	1.0%	2.0%	\$ 325.62	\$ 65.12
	49281056410	564-10	QuadraCel formulated with Vero cell-derived IPV	\$ 445.85	1.0%	2.0%	\$ 432.56	\$ 43.26
	49281056415	564-15	QuadraCel formulated with Vero cell-derived IPV	\$ 445.85	1.0%	2.0%	\$ 432.56	\$ 43.26
	49281021510	215-10	TENIVAC	\$ 279.96	1.0%	2.0%	\$ 271.62	\$ 27.16
	49281021515	215-15	TENIVAC	\$ 279.96	1.0%	2.0%	\$ 271.62	\$ 27.16
	49281075221	752-21	TUBERSOL 5TU 10	\$ 67.05	1.0%	2.0%	\$ 65.05	\$ 6.51
	49281075222	752-22	TUBERSOL 5TU 50	\$ 262.40	1.0%	2.0%	\$ 254.58	\$ 5.09
	49281079051	790-51	TYPHIM VI 1 DOSE SYRINGE SG	\$ 95.61	1.0%	2.0%	\$ 92.76	\$ 92.76
	49281079020	790-20	TYPHIM VI 20 DOSE	\$ 1,521.98	1.0%	2.0%	\$ 1,476.62	\$ 73.83
	49281091501	915-01	YF-VAX S/G 5X1D	\$ 710.62	1.0%	2.0%	\$ 689.44	\$ 137.89
Tiers	NDC	Product Code	Description	Contract Price	Online Discount	Prompt Pay	Net Invoice Price per Unit	Net Invoice Price per Dose
Tier 2 Under GPO	49281054503	545-03	ActHIB	\$ 54.38	1.0%	2.0%	\$ 52.76	\$ 10.55
	49281040010	400-10	ADACEL	\$ 358.19	0.0%	2.0%	\$ 351.03	\$ 35.10
	49281040020	400-20	ADACEL	\$ 179.10	0.0%	2.0%	\$ 175.52	\$ 35.10
	49281057515	863923	Beyfortus Syringe 0.5ML 5 Syringe	\$ 2,149.79	1.0%	2.0%	\$ 2,085.72	\$ 417.14
	49281057415	863933	Beyfortus Syringe 1ML 5 Syringe	\$ 2,149.79	1.0%	2.0%	\$ 2,085.72	\$ 417.14
	49281028610	286-10	DAPTACEL	\$ 200.06	1.0%	2.0%	\$ 194.10	\$ 19.41
	49281025251	252-51	IMOVAX RABIES 1 ML V	\$ 340.26	1.0%	2.0%	\$ 330.12	\$ 330.12
	49281088010	880-10	IPOL	\$ 253.62	1.0%	2.0%	\$ 246.06	\$ 24.61
	49281059005	590-05	MenQuadfi	\$ 567.56	1.0%	2.0%	\$ 550.65	\$ 110.13
	49281051105	511-05	Pentacel formulated with Vero cell-derived IPV	\$ 335.62	1.0%	2.0%	\$ 325.62	\$ 65.12
	49281056410	564-10	QuadraCel formulated with Vero cell-derived IPV	\$ 450.39	1.0%	2.0%	\$ 436.97	\$ 43.70
	49281056415	564-15	QuadraCel formulated with Vero cell-derived IPV	\$ 450.39	1.0%	2.0%	\$ 436.97	\$ 43.70
	49281021510	215-10	TENIVAC	\$ 281.28	1.0%	2.0%	\$ 272.90	\$ 27.29
	49281021515	215-15	TENIVAC	\$ 281.28	1.0%	2.0%	\$ 272.90	\$ 27.29
	49281075221	752-21	TUBERSOL 5TU 10	\$ 67.70	1.0%	2.0%	\$ 65.68	\$ 6.57
	49281075222	752-22	TUBERSOL 5TU 50	\$ 264.99	1.0%	2.0%	\$ 257.09	\$ 5.14
	49281079051	790-51	TYPHIM VI 1 DOSE SYRINGE SG	\$ 96.66	1.0%	2.0%	\$ 93.68	\$ 93.68
	49281079020	790-20	TYPHIM VI 20 DOSE	\$ 1,537.18	1.0%	2.0%	\$ 1,491.37	\$ 74.57
	49281091501	915-01	YF-VAX S/G 5X1D	\$ 717.73	1.0%	2.0%	\$ 696.34	\$ 139.27

**BOARD OF BIDS AND CONTRACTS SEPTEMBER 12, 2024**

**5. COX BUSINESS MOBILITY CONTRACT - DIVISION OF INFORMATION TECHNOLOGY**

**FUNDING -- DIVISION OF INFORMATION TECHNOLOGY**

(Single Source)

#24-2052 Contract

	Cox Business		
	Quantity	Unit Price	Extended Price Per Month
<b>Section A Cox IP Managed Personal Mobility package for 510 N. Main St. Floor 2</b>			
1. T-38 IP Fax	1	\$0.00	\$0.00
2. Flat Rated SIP Trunk Group	3	\$0.00	\$0.00
3. PS/ALI Service (One-to-One)	4,725	\$0.15	\$708.75
4. SIP Voice Path - 2 Way	69	\$10.00	\$690.00
5. Directory Listing-Non Published	1	\$0.00	\$0.00
6. DID Per Number Block - 100	41	\$5.00	\$205.00
7. Cox IP Managed Personal Mobility	12	\$5.00	\$60.00
8. Cox Business Minute Pack 20,000 - 5 Year	1	\$0.00	\$0.00
9. Cox Business Minute Pack 75,000 - 3 Year	1	\$1,650.00	\$1,650.00
10. 10Mb SIP Trunk Group Port	1	\$300.00	\$300.00
11. Toll Free Standard	6	\$0.00	\$0.00
12. Cox 5 Cent Call Plan	6	\$0.00	\$0.00
13. Minute Pack Member	6	\$0.00	\$0.00
14. Custom Long Distance Plan	6	\$0.00	\$0.00
15. Toll Free Standard	5	\$5.00	\$25.00
16. Cox 5 Cent Call Plan	5	\$0.00	\$0.00
17. Minute Pack Member	3	\$0.00	\$0.00
18. Custom Long Distance Plan	5	\$0.00	\$0.00
19. Cox Business Minute Pack 75,000 - 5 Year	1	\$0.00	\$0.00
20. Installation Fees - TSP Service Charge per Line/Seat/Trunk	1	\$0.00	\$0.00
21. Voice Account Changes	1	\$0.00	\$0.00
22. SIP Turn Up	3	\$0.00	\$0.00
Section A Monthly Total			\$3,638.75
Section A 36 Month Term Total			\$130,995.00
<b>Section B Cox IP Managed Personal Mobility package for 714 N. Main St.</b>			
1. Wholesale TSP Service Charge per Line	1	\$0.00	\$0.00
2. Trunk Group Product	1	\$0.00	\$0.00
3. SIP Voice Path - 2 Way	92	\$10.00	\$920.00
4. Directory Listing	1	\$0.00	\$0.00
5. DID 100 Number Block	10	\$6.50	\$65.00
6. Cox Business Minute Pack	1	\$0.00	\$0.00
7. SIP Trunk Group Port for IP Centrex	1	\$300.00	\$300.00
8. Toll-Free Standard	5	\$5.00	\$25.00
9. Cox Business 5 Cent Plan	5	\$0.00	\$0.00
10. Custom Long Distance Plan	5	\$0.00	\$0.00
11. Intelligent Invoice	1	\$0.00	\$0.00
Section B Monthly Total			\$1,310.00
Section B 36 Month Term Total			\$47,160.00
Section A and Section B 36 Month Term Grand Total			\$178,155.00

On the recommendation of Jaimee Witmer, on behalf of the Division of Information Technology (DIT), Tim Myers moved to **accept the quote from Cox Business in the amount of \$178,155.00 for a period of 36 months.** Jennifer Blasi seconded the motion. The motion passed 3 to 4 with Greg Gann abstaining from the vote.

The Cox Business contract renewal includes all of the county's phone numbers and local and long-distance calling plans. There are two (2) main phone lines (SIP trunks), one (1) at 714 N. Main and the other at 510 N. Main, which handle all incoming and outgoing calls.

This year, the county is adding the COX IP Managed Personal Mobility feature to the contract. The county has identified 12 phone lines to add the mobility feature to, which allows the ability to forward to another number in case the main phone system is down. The mobility feature will let DIT staff log into the COX portal and redirect these lines to another phone number if needed.

### **Questions and Answers**

Russell Leeds: James, could you tell us what this new added feature, what redundancy or benefit we receive and what the cost increase is to the existing if you have that available. Just for clarity. First of all, this is a renewal of sorts or continuation of an existing contract. We're adding a feature as we go into the next contract cycle. Is that correct?

James Arnce: Yes. The first part is we're renewing our phone line system with all the current phones that we have there with the phone numbers and the ID information. Then we added in for our CoOP operations for DR (Disaster Recovery?) being able to have those 12 numbers that we're able to forward in case of a natural disaster or cyber attack. Say our phone system just shuts down for whatever reason, for a technical reason, we'll have a way to be able to identify key numbers and then forward those to specific places that are needed so that way communication can continue forward.

Russell Leeds: Is there a small cost associated with that addition?

James Arnce: Yes. If I'm reading this correctly and Jaimee you might be able to correct me here \$1,310.00 per month. Is that correct?

Jaimee Witmer: So for the mobility feature on the 12 lines, the \$60.00 is the additional but I'm not entirely sure of that broken out.

Mike Elpers: Yes Jaimee, you're correct. The additional cost to this agreement is \$5.00 a month per line, so \$60.00 a month for the 12 lines and that goes on for 36 months.

Russell Leeds: So it's about a \$720.00 a year increase to have this flexibility and mobility so that if we have a crisis, we still have lines that people can communicate. We can forward them and have communication?

Mike Elpers: Correct.