

RESOLUTION NO. 2025-16  
INTRODUCED BY: Mayor Bodnar

**AN EMERGENCY RESOLUTION  
AUTHORIZING THE MAYOR AND PRESIDENT OF COUNCIL  
TO ACCEPT THE PROPOSAL FROM AND ENTER INTO AN AGREEMENT WITH  
TEC COMMUNICATIONS, INC. FOR THE INSTALLATION, SUPPORT AND  
MAINTENANCE OF A PHONE SYSTEM FOR THE VILLAGE  
AND TO AUTHORIZE A ONE-TIME EXPENDITURE NOT TO EXCEED \$60,000.00  
AND FOR ANNUAL RECURRING CHARGES NOT TO EXCEED \$22,800.00 PER  
YEAR FOR THREE (3) YEARS**

WHEREAS, in 2009 the Village pursuant to Ordinance 2009-70 entered into a Memorandum of Understanding with Cuyahoga County, Ohio for the purchase and continuing maintenance of a Voice Over Internet Protocol phone system for the Village; and

WHEREAS, Mayfield Village was notified by Cuyahoga County in June of 2024 that it will no longer be providing the service and further noting that the current service would remain in effect until August 31, 2025; and

WHEREAS, as a result of the notification from Cuyahoga County, Mayfield Village has solicited a proposal from TEC Communications and desires to accept the proposal and enter into a new agreement for telephone service for the Village.

NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF MAYFIELD VILLAGE, THAT:

SECTION 1. The Mayor and President of Council, or their designee Jeff Thomas, the Village's IT Systems Coordinator, are authorized and directed to accept the proposal, in a form substantially similar to that attached hereto and incorporated herein by reference as Exhibit "A", and enter into an agreement with TEC Communications, Inc. for a telephone system for the Village and ongoing service maintenance for the period of thirty-six (36) months following installation.

SECTION 2. The Council of Mayfield Village further authorizes a one-time expenditure in an amount not to exceed \$60,000.00 and an annual recurring amount not to exceed \$22,800.00 per year for three (3) years to TEC Communications, Inc. for ongoing service and maintenance to be provided by TEC Communications, Inc. for said period.

SECTION 3. The Council finds and determines that all formal actions of the Council relating to the adoption of this Resolution have been taken at open meetings of this Council; and that deliberations of this Council and of its committees, resulting in such formal action, took place in meetings open to the public in compliance with all statutory requirements including the requirements of Section 121.22 of the Ohio Revised Code.

SECTION 4. This Resolution is hereby declared to be an emergency measure immediately necessary to continue service and maintenance of telephone system for the Village, for the benefit of the residents and community of Mayfield Village. It shall, therefore, take effect immediately upon the passage by the affirmative vote of not less than five (5) members elected to Council and approval by the Mayor or otherwise at the earliest time allowed by law.

\_\_\_\_\_  
STEPHEN SCHUTT  
Council President

First Reading: \_\_\_\_\_, 2025

Second Reading: \_\_\_\_\_, 2025

Third Reading: \_\_\_\_\_, 2025

PASSED: \_\_\_\_\_, 2025

\_\_\_\_\_  
BRENDA T. BODNAR, Mayor

APPROVED AS TO FORM:

\_\_\_\_\_  
DIANE A. CALTA  
Director of Law

ATTEST: \_\_\_\_\_  
MARY E. BETSA, MMC  
Clerk of Council

EXHIBIT A



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**WEBEX CALLING - Project**

TEC Communications

20234 Detroit Road, Cleveland, OH 44116

Prepared by: Mike Schilling

[mjschilling@tec4it.com](mailto:mjschilling@tec4it.com)

(216) 298-1965

[www.tec4it.com](http://www.tec4it.com)

# Scope of Work

## Objective:

To provide a solution that enables your team to collaborate effectively inside and outside your organization - and scale as needed.

## In scope:

- Kickoff meeting, via Webex
- Webex Calling solution design & review
- Provision Webex devices via customer provided spreadsheet
- Outbound Calling plan setup (PSTN)
- Manage and assist with porting of phone number(s)
- Configure basic call routing
  - one Auto Attendant, maximum of 4 levels
  - hunt groups and/or queuing are an additional fee
- Design and deploy e911 solution
  - Basic e911 included, advanced e911 is an additional fee
- Webex Calling Control Hub configuration and migration execution
- Test and confirm all configurations and call routing
- Provision Voice Mail to Email
- Customer Admin / end user training via Webex
  - Two live sessions provided, recorded for follow-up customer use
- Post-migration customer support - Included both 24/7 support via Cisco
  - TEC support for Day 1 go live 8am-5pm M-F included
  - Ongoing TEC technical support included for moves/adds/changes and support
- Customer will be billed for Labor upon completion of the PSTN port
- Billing for monthly recurring items will start on the provisioning date.

## Out of scope:

- Customer network configuration
- Onsite installation and support. Customer responsible for physical phone deployment
- Installation of network cabling
- Configuration of fax services (ATA adapter configuration available to allow fax services for additional charge)
- Integration with Overhead analog speaker systems (ATA adapter configuration available to allow paging systems for additional charge)
- Postage machine
- Fire alarm lines
- Security lines
- Credit card machines
- Postage meter
- Speakers / Amps
- Door access (ATA/SIP adapter configuration available to allow for door systems for additional charge)

## Project Timeline and Customer Expectations

We expect the project to be 30 to 45 days, specific timelines will be communicated at the project kick.

- Expected Start Date: TBD
- Expected End Date: TBD
- Project Kickoff Call
- Design and review
- Control Hub configuration
- End user verification
- Call routing implementation
- Call routing testing & confirmation
- Device & software Implementation
- Training via Webex
- Porting
- Go live
- Support

## Information needed from Customer:

In order for us to help you in a timely and efficient manner we need to collect some of the information below. Providing your current phone bill will help us speed up porting your numbers. Signing the master service agreement (MSA) will help us as well to port numbers. This process can't start until we have those things. Once we have your current vendor's invoice and MSA it will kick back a letter of authorization (LOA) to confirm that you do want to port numbers to Webex Calling. As part of our setup process we will also need names of users, direct dial numbers, extensions, and location (if you have multiple). We also check your network connectivity to make sure that what we are providing you works without issues.

- Copy of current telecommunications bill
- Signed MSA with PSTN Vendor
- Signed LOA
- List of user names, emails, extensions, direct dial numbers, and locations
- Network connectivity

**TEC Communications**

20234 Detroit Rd  
Cleveland, OH 44116  
United States

T: (440) 333-5903

**Prepared for** Mayfield Village  
Jeff Thomas  
6622 Wilson Mills Rd  
Mayfield, OH 44143  
United States

T: 440-461-2210  
E: jthomas@mayfieldvillage.com

<b>Quote #</b>	<b>2294 v3</b>
<b>Date</b>	<b>03-06-2025</b>
<b>Expires</b>	<b>03-28-2025</b>
<b>Contact</b>	<b>Mike Schilling</b>

**ACCEPT QUOTE**

# Webex Calling, 36 months

## Webex Calling - Monthly Recurring

### Monthly Fees

Item	Qty	Price	Total
<b>Webex Calling Named User License - Professional</b>	96	\$14.00	<b>\$1,344.00</b>
- Webex Calling License - Professional user with Voice Mail			
- Includes TEC managed voice services: M-F 8a-5p			
<b>Webex Calling License - Workspace for Common Area</b>	10	\$9.00	<b>\$90.00</b>
Common area or Conference phone license			
<b>Outbound Calling Plan, Cisco PSTN</b>	96	\$3.50	<b>\$336.00</b>
- Outbound Calling Plan cost per direct dial number			
- Includes DID number for each line, unlimited local and N.A. long distance			
- International calls are not included. Tax and Gov't fees not included.			
<b>CUBE Standard Trunk Session License</b>	5	\$2.60	<b>\$13.00</b>
5 Standard CUBE licenses for 4321 (POTS lines)			

*\* Recurring fees billed monthly with 0 upfront payment(s).*

Monthly Subtotal **\$1,783.00**

## Call Recording - Fire Dept.

### One-Time Fees

Item	Qty	Price	Total
<b>Dubber Remote Configuration Services (per hour)</b>	5	\$250.00	<b>\$1,250.00</b>
One-Time Subtotal			<b>\$1,250.00</b>

### Monthly Fees

Item	Qty	Price	Total
<b>Dubber Recording for SolutionsPlus</b>	4	\$9.15	<b>\$36.60</b>
Dubber Recording will be billed annually in advance at \$439.20 per year (3 year term)			
			<i>* Recurring fees billed monthly with 0 upfront payment(s).</i>
Monthly Subtotal			<b>\$36.60</b>

## Non Recurring

### One-Time Fees

Item	Qty	Price	Total
<b>Webex Calling Professional Services</b>	1	\$12,750.00	<b>\$12,750.00</b>
Scope attached to quote			
<b>Cisco Desk Phone 9841, Carbon Black</b>	54	\$165.00	<b>\$8,910.00</b>
<b>Cisco Desk Phone 9851, Carbon Black</b>	10	\$205.00	<b>\$2,050.00</b>
<b>Cisco Desk Phone 9800 Key Expansion Module, Carbon Black</b>	3	\$247.00	<b>\$741.00</b>
<b>192 Analog Telephone Adapter for MPP with switch</b>	10	\$119.00	<b>\$1,190.00</b>
<b>192 Analog Telephone Adapter for MPP SNTC-8X5XNBD</b>	10	\$59.00	<b>\$590.00</b>
36 month term			
<b>Security License for Cisco ISR 4320 Series</b>	1	\$1,090.00	<b>\$1,090.00</b>
SEC license for 4321 G/W to register to Webex			
One-Time Subtotal			<b>\$27,321.00</b>

## Summary

Please contact us if you have any questions.

### Comments

36 month subscription, billed monthly.

*\*Dubber will be billed annually for 3y subscription.*

Terms: Net 30 Days.

Requires customer to sign a TEC MRA and accept Cisco terms.

Sales tax will be added to the invoice if applicable.

One-Time Subtotal	\$28,571.00
Shipping	\$75.00
<b>Total One-Time</b>	<b>\$28,646.00 USD</b>
<b>Total Monthly</b>	<b>\$1,819.60 USD</b>

**ACCEPT QUOTE**

**Cost Breakdown**

<b>Category</b>	<b>One-Time Fees</b>	<b>Monthly Fees</b>
Webex	—	\$1,434.00
PSTN Provider	—	\$336.00
Hardware Licensing	\$1,090.00	\$13.00
Software Licensing	—	\$36.60
Service / Pro Services	\$1,250.00	—
Service / TEC PRO Services	\$12,750.00	—
IP Phones	\$11,701.00	—
Routers & Gateways	\$1,190.00	—
Maintenance / Cisco SNT	\$590.00	—
Shipping	\$75.00	—
<b>Total</b>	<b>\$28,646.00 USD</b>	<b>\$1,819.60 USD</b>

**Term Length:** 36 Months



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<b>Contact</b>	<b>Mike Schilling</b>

**ACCEPT QUOTE**

# Network Switches

## One-Time Fees

Item	Qty	Price	Total
<b>Meraki MS130-48P Cloud Managed 48GE 740W PoE Switch</b> Fire (2), Police, City Hall	4	\$2,685.00	<b>\$10,740.00</b>
<b>Meraki MS130-24P Cloud Managed 24GE 370W PoE Switch</b> Service Center	1	\$1,504.00	<b>\$1,504.00</b>
<b>Meraki MS130-8P Cloud Managed 8GE 120W PoE Switch</b> Community Center	1	\$635.00	<b>\$635.00</b>
<b>Meraki MS100 Large Essentials Subscription LIC and Support</b> 3 Year Term	4	\$339.00	<b>\$1,356.00</b>
<b>Meraki MS100 Medium Essentials Subscription LIC and Support</b> 3 Year Term	1	\$225.00	<b>\$225.00</b>
<b>Meraki MS100 Small Essentials Subscription LIC and Support</b> 3 Year Term	1	\$99.00	<b>\$99.00</b>
<b>Meraki 1000Base LX10 Single-Mode</b> 1gb Single Mode - Meraki Police, CH, SC, CC	4	\$615.00	<b>\$2,460.00</b>
<b>Meraki 1 GbE SFP Copper Module</b> Fire: Meraki-to-Meraki	2	\$285.00	<b>\$570.00</b>
<b>TEC Implementation Services</b> Installation and configuration for above quoted Meraki switches - Does not include cabling, patching, or rack space creation - Cut-over will occur at 5p on an agreed upon date	1	\$4,500.00	<b>\$4,500.00</b>

Please contact us if you have any questions.

One-Time Subtotal	\$22,089.00
Shipping	\$65.00
<b>Total One-Time</b>	<b>\$22,154.00 USD</b>

**Comments**

Terms: Net 30 Days

No open box RMA's, or any RMA's after 10 business days

**ACCEPT QUOTE**

**Cost Breakdown**

<b>Category</b>	<b>One-Time Fees</b>
Switches & Bridges	\$12,879.00
Hardware Licensing	\$1,680.00
Equipment / Network Equipment	\$3,030.00
Service / TEC Professional Services	\$4,500.00
Shipping	\$65.00
<b>Total</b>	<b>\$22,154.00 USD</b>

**Term Length:** Not Applicable