

**INYO-KERN SCHOOLS FINANCING AUTHORITY**

**Regular Meeting of the Board of Directors**

**June 16, 2011**  
**Ridgecrest City Council Chambers**  
**100 West California Avenue**  
*www.ssusd.org*

**A G E N D A**

CALL TO ORDER AND PLEDGE TO THE FLAG

7:00 P.M.

Amy Covert  
Judy Dietrichson  
Bill Farris  
Tim Johnson, Vice Chairman  
Tom Pearl, Chairman  
Kurt Rockwell  
Michael Scott  
LeRoy Kritz, Lone Pine Representative

Joanna Rummer, Secretary of the Board

1. ADOPTION OF AGENDA
2. APPROVAL OF MINUTES of the regular meeting of May 19, 2011
3. BUSINESS ADMINISTRATION
  - 3.1 Authorization to Utilize Inyokern Schools Financing Authority Funds to Contract with Bear Data Systems, Inc. to Provide the Remainder of the District's Voice Over IP Telecommunications System
4. ADJOURNMENT

### 3 BUSINESS ADMINISTRATION

#### 3.1 Request to Utilize Inyokern Schools Financing Authority Funds to Contract with Bear Data Systems, Inc. to Provide the Remainder of the District's Voice Over IP Telecommunications System

---

BACKGROUND INFORMATION: In 2009, the district recognized the need to update its legacy phone system. There was also a need to reduce operational costs, as well as increase efficiency if possible. The opportunity arose to pilot a digital communication system when SVEC was being modernized. The district identified VoIP as a means to accomplish its agenda. This initiative will allow the district to be able to provide more consistent and robust communication and utilize new technology in the administrative and curricular arenas. SVEC was the first pilot site with the district office complex as the next pilot site. After successful implementation at both sites, a digital telecommunications system was integrated into the infrastructure portion of the district's modernization plans. To date, Faller, Pierce and Inyokern Elementary Schools are the school sites which have been successfully converted to the digital Voice Over IP system.

CURRENT CONSIDERATIONS: Full conversion to Voice Over IP will greatly enhance the district's ability to provide a robust telecommunication system which can grow with the district's technological needs, especially as it continues to employ more on-line and web-based administrative and educational deliver tools. Additionally, conversion to one digitally oriented system will enable the district to operate more efficiently as it will standardize telephone systems throughout the district and provide service more cost effectively. The system as configured provides a great deal more internal flexibility and control over district telecommunication resources. Some of the benefits and features of this system are:

- Standardized phone system throughout the district
- Consistent phone numbers throughout the district (760-499-1600 through 760-499-2100).
- 4 digit dial to any phone in the district – no local toll charges for inter-district calling.
- Ability to cross-train all IT staff on supporting the phone system. This was not possible with the legacy system since the old PBX telephone system is specialized and generally requires specialized schooling and/or years of experience to manage and maintain. This is not the case with the VoIP system. It is a truly modern system that can be managed and maintained by any modern technology technician.
- Provides a single point of contact for all phone and networking support.

3.1 Request to Utilize Inyokern Schools Financing Authority Funds to Contract with Bear Data Systems, Inc. to Provide the Remainder of the District's Voice Over IP Telecommunications System (continued)

---

- The expected life span of the hardware components is a minimum of 10 years. This is validated by district experience with CISCO products.
- Reduced ongoing infrastructure costs, this district will no longer have to run or maintain multiple phone lines, one data cable supports the telephone and the computer.
- It will simplify Verizon billing.
- It eliminates erroneous Verizon billing.
- The district will be in complete control of all adds/changes/deletes of phone lines. It will no longer have to wait for Verizon to make these adjustments, saving time and increasing productivity.
- The project also includes network component enhancement.
- Improved district-wide security and emergency notification. (bell schedules, PA system, emergency notification, room controls, building controls, class attendance, etc. all from the handset in the classroom).
- Future-proofing the district for such technologies as:
  - video teleconferencing from the phone
  - virtual field trips
  - paging system integration
  - safety notification
  - Virtual Classrooms (record classroom sessions for sick or distance learning students)
  - IP Camera support (Video Surveillance)

Staff has investigated the vendors of digital systems and has concluded that Bear Data is the vendor most responsive to district needs. It also provides significantly enhanced support at a lower cost to the district.

FINANCIAL IMPLICATIONS: Staff recommends that the district conclude a lease purchase agreement with Bear Data Systems, Inc. for a Voice Over IP system which will serve the district in its entirety. It is further recommended that the term of the lease be for 3 years at a cost of \$469,495.71 to be paid monthly at the rate of \$13,041.55 per month. Included in this cost is all hardware, software, licenses, maintenance and support. It should be noted that this lease purchase contract will be concluded under the auspices of CMAS. The district will own all contracted items at the conclusion of the lease, with a minimal payment of \$1.00. Savings associated with the adoption of this system is expected to be ~98.0K in the first year and ~68.0K per year thereafter.

3.1 Request to Utilize Inyokern Schools Financing Authority Funds to Contract with Bear Data Systems, Inc. to Provide the Remainder of the District's Voice Over IP Telecommunications System (continued)

---

The appropriate fund source for this item is the Inyokern Schools Financing Authority as these costs relate directly to the corporate infrastructure and facilities of the district. By utilizing this fund source, ~98.0K in savings to the unrestricted general fund will be realized in the first year and ~68.0K per year will be saved for each year thereafter. This will enable the district to leverage its scarce general fund dollars while providing needed support to its educational and administrative programs.

SUPERINTENDENT'S RECOMMENDATION: It is recommended that the Board of Education authorize the district to utilize Inyokern Schools Financing Authority monies to contract with Bear Data Systems, Inc. to provide for the lease purchase of Voice Over IP equipment.