ECONOMIC DEVELOPMENT COMMITTEE
AGENDA

MARCH 15, 2017 - 2:00 P.M.

CITY HALL CONFERENCE ROOM
15 LOOCKERMAN PLAZA - DOVER, DELAWARE

THIS MEETING HAS BEEN CANCELED DUE TO THE LACK OF A QUORUM.

PUBLIC COMMENTS ARE WELCOMED ON ANY ITEM AND WILL BE PERMITTED AT APPROPRIATE TIMES. WHEN POSSIBLE, PLEASE NOTIFY THE CITY CLERK (736-7008 OR E-MAIL AT CITYCLERK@DOVER.DE.US) SHOULD YOU WISH TO BE RECOGNIZED.

AGENDA ADDITIONS/DELETIONS

1. **OLD BUSINESS**
   - **A. ADOPTION OF MISSION STATEMENT**

2. **NEW BUSINESS**
   - **A. PRESENTATION - MUNICIPAL WIFI (ROB NICHOLSON, DELMARVA VOIP)**

3. **ADJOURNMENT BY 3:00 P.M.**

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THE AGENDA ITEMS AS LISTED MAY NOT BE CONSIDERED IN SEQUENCE. PURSUANT TO 29 DEL. C. §10004(E)(2), THIS AGENDA IS SUBJECT TO CHANGE TO INCLUDE THE ADDITION OR THE DELETION OF ITEMS, INCLUDING EXECUTIVE SESSIONS, WHICH ARISE AT THE TIME OF THE MEETING.

City of Dover

Muni-Wifi



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The Leader in Managed IT Solutions

We are a technology company that provides a complete suite of services ranging from structured cabling, network design, VoIP and IP surveillance camera systems.

Locally owned and operated.

Offices in Lewes, Dover, Hatfield PA, Monrovia CA, Dallas TX

State of Delaware approved vendor

Clients

Grotto Pizza
the legendary taste

DelawareLibraries

Beebe Healthcare
100 Since 1916 YEARS OF CARING

Fairfield Inn Marriott

Bayhealth

Arenas

Town of Smyrna Delaware Founded 1768

Christiana Care Health System

Peninsula Regional Medical Center

Current Projects

- Residential fiber to the premise
- Voice services
- Tier 2

- Cool & Connected Steering Committee
- “Hot Park” design

- Complete telecomm replacement
- Wireless network

- Designed integrated camera & wireless camera system for PD
- In talks with IT Committee about supporting municipality broadband

- Complete telecommunications system

- Community Broadband workshops

- WIFI for outdoor events

- Computer Advisory Committee
- Developing a VoIP certification

- Technology overhaul

- Technology overhaul

Concept



Revenue sources & efficiencies

Municipal WiFi means a new source of revenue based on an expansion of the existing utility infrastructure (electricity, cable TV, gas or telephone), or street light and utility pole leasing.

Revenue sources & efficiencies:

1. Public transportation
2. Hot Parks
3. Networked parking meters
4. Food Truck and pop up retailer secure POS
5. Daily or monthly users
6. Digital Tourism
7. Splash Page advertising
8. Marketing to visitors beyond events



Level of Effort

Building out $100,000 - $150,000

- Discovery & Planning
- Engineering & Design
- Controller & Network Configuration
- Ten (10) wireless access points
- Splash page design
- Admin Training

Monthly recurring $1,500 - $2,000

- Data service
- Support
- Licensing
- Monitoring



Thank you!

Rob Nicholson
Director of Business Development
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