



Sprint Nextel
12524 Sunrise Valley Drive
Reston, VA 20196
Office(703) 689-6500 Fax: (703) 689-7707

Anthony G. D'Agata
VP Federal Government
Public Sector

June 21, 2007

CONFIDENTIAL

040763-TP **CONFIDENTIAL**

Rick Moses
Chief, Bureau of Telecommunications Service
Quality, Certification, and Enforcement
Florida Public Service Commission
2540 Shumard Oak Blvd.
Tallahassee, FL 32399-0850

DECLASSIFIED

Subject: Request for Extension - Revised Offer
Reference: Contract to Provide Telecommunication Relay Service to Florida
Request for Extension offer June 1, 2007

Dear Mr. Moses:

This letter is submitted at the request of Staff following recommendations to amend the initial Request for Extension offer submitted by Sprint on June 1, 2007. In accordance with Section 2: Contract Term, of the referenced contract, Sprint hereby provides notice of its desire to extend the term of this contract. Sprint entered into a three (3) year contract for the provision of Telecommunication Relay Services (TRS) to the State of Florida beginning on June 1, 2005. This contract continues through May 31, 2008 and contains options to extend the term for up to four (4) additional one-year periods.

Sprint is very interested in continuing to provide TRS services for the State of Florida. However the issue of decreasing call volumes is having an effect on the viability of Sprint's current business model for this service. Sprint is able to offer a CapTel session minute rate of \$1.37 per session minute and a continuation of the current TRS pricing of \$0.75 per session minute for the contract period July 2008 - June 2009 with the following service offering adjustments:

- ❖ Florida Relay Service will be processed on the Sprint Relay Network and there will not be a relay center located in Florida.
- ❖ Outreach will be handled solely by Florida Telecommunication Relay Incorporated (FTRI) and Sprint will no longer provide a Florida Account Manager, or outreach funding.
- ❖ Florida quality will be managed under Sprint Relay's Quality Program and Florida will not have a dedicated quality manager, or Florida specific testing, (including independent third party typing evaluations and CapTel testing).
- ❖ The Florida Contract will be managed by the Sprint Relay Program Management team with support from the Florida Account Executive.
- ❖ Sprint will provide an annual Performance Bond in the amount of the projected contract value for the 2008/2009 period in the amount of \$4,200,000.

Florida Relay Account Executive, Maggie Schoolar is available to answer any questions you may have concerning this proposal. Maggie may be reached at (512) 797-6810 by phone or at Maggie.Schoolar@sprint.com by E-mail.

CONFIDENTIAL

CONFIDENTIAL

MS 7-11-07
DECLASSIFIED **CONFIDENTIAL**

DOCUMENT NUMBER-DATE

05015 JUN 22 07

FPSC-COMMISSION CLERK

Page 2

Date: May 12, 2006

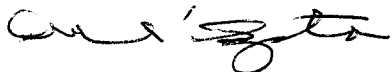
Subject: Extension Request for Florida Relay

CONFIDENTIAL

CONFIDENTIAL

We appreciate your consideration of this offer and stand ready to support you and Florida Relay Service in any way we can.

Sincerely,



DECLASSIFIED

CONFIDENTIAL

CONFIDENTIAL

DECLASSIFIED