

Westwind Board Meeting

October 28, 2015, 4pm MST via Telephone

Present:

Ron Peterson, President

Ed Davenport, Vice President

Lee Olch, Secretary

Don Meier, Director

Mark Johnson, Treasurer

Steve MacDonald, Vail Management

Jeff Jacobs, General Manager, Westwind at Vail

Kevin Orlando, Assistant GM, Westwind at Vail

Ron Peterson called the meeting to order at 4:05pm.

The first topic of discussion was the selection of a vendor, Comcast or IP Architech, to provide internet and phone services. Lee referred to the Excel spreadsheet he had sent to Board members and said there was one additional Comcast cost that had not been included: the \$4 phone taxes and fees per unit per month which added an additional \$1800 per year. IP Architech does not pass these costs on to customers. The total annual Comcast costs would exceed IP Architech's costs by \$9200 per year, more than 30% higher.

Lee said that given IP Architech's clientele, including 8 Fortune 100 companies, the service quality and customer service should be expected to be high, the personnel are highly informed about the business, and that IP Architech was so confident about the quality of their service that they would invest several thousand dollars in a media gateway to provision the phone service. By comparison, he said that Comcast has poor customer service and service quality issues.

Don said he does not like Comcast's high cost and the five year contract and he has personally had bad experience with the company. Ed said he thought Comcast provided good service and he favored Comcast.

Ron informed the board members that he is in favor of Comcast for four main reasons. He consulted one IT professional and one IBM computer security specialist who both agreed that an individual home-run network is better and has more bandwidth than a shared network. Also, a home-run network is more secure. Ron's second reason why he prefers the Comcast system is that he has Comcast in his home and has never had any problems. Additionally, there are Comcast staff in Vail Valley to service the equipment. Ron prefers a unitary supplier. Fourth, he wants a contract with the vendor and Comcast has already provided one.

Lee disputed the claims of Ron's experts, especially the claim that Comcast and IP Architech's wireless technology are different. He said technologically they are the same. "WIFI is WIFI: radio, routers, and modems." Second, if there were equipment problems and replacement was required, Westwind management could unplug the problem equipment and plug in a new

device. All other work would be done remotely by technicians and that is true for Comcast as well. Third, with regard to a contract, Lee said he had not received one from IP Architechs, but he questioned the need. He pointed out that every day people buy things and there is no contract. IPA installs networks. It is a network provider. It is not an ongoing service provider so there is no point in a contract.

Ed mentioned that no matter which company the Board chooses, the installation must be completed by Christmas week. Jeff Jacobs mentioned that Comcast has room for Westwind on its installation schedule the week of Decmber 8th. Lee was asked when IPA could do an install. He reported that IPA said they could do it in two days and certainly by next week.

Ed called the Question which was seconded and there were no objections. The Board voted 3 to 1 for Comcast. It was mentioned that Mark Johnson, Board Treasurer, who was not present, supported IP Architechs.

The second topic was selection of a vendor to provide a video surveillance system. The Board has received four proposals from three local companies, American Protection Systems (APS), Vail Electronics and AV by Design, and one from IP Architechs in Denver.

Ron asked Vail Management for a recommendation. Steve Macdonald replied that most properties in the Vail Valley use American Protections Systems and that the Town of Avon Police Department stated that the equipment in APS's proposal was sufficient to be accepted as evidence in a criminal court. Steve mentioned that other Vail Management properties have API systems and they work well.

Lee said he reviewed the proposals and found that there were large differences in the equipment specifications, inconsistencies in the types of equipment provided, large cost differences, and inconsistencies in the presentation of equipment costs. He said it was if the proposals were for different buildings and that the various inconsistencies may be the result of insufficient guidelines in the request for proposals. He said that he had no basis other than price for comparing the proposals and that price alone was not a reasonable basis for selecting a vendor. Finally, he suggested that proposal request specifications be precisely made so that we could obtain further information from the vendors about their proposed equipment. Regarding the IP Architechs' proposal, he said it was very weak because they had not visited the building and that they requested \$300 for their time to come up from Denver to get information needed for a thorough proposal.

Lee asked how each company proposed to do the wiring: conduit, burial, or directly into the wall. Jeff stated that all three companies agreed to use CAT 5 cables and would install them through the garage ceiling. He mentioned that a monitor was not needed as the camera views could be seen on any computer monitor. Lee felt a monitor was necessary and that management should also figure out what the program would be for using the system. All vendors proposed systems that would be accessible from any internet connected device around the world.

The Board concluded its discussion of this issue noting that there was no need for immediate action so vendor selection could be deferred. It was recommended that the Board table the decision and complete more research on each system. The Board unanimously decided to table the security system issue. The Board approved the \$300 cost for IP Architects to travel to the Westwind to complete a proposal.

The meeting was adjourned at 5:02pm.