



The Corporation of the  
City of Sault Ste. Marie

## COUNCIL REPORT

March 17, 2025

TO: Mayor Matthew Shoemaker and Members of City Council  
AUTHOR: Frank Coccimiglio, Manager of Information Technology  
DEPARTMENT: Corporate Services  
RE: Extension of Agreement – Unified Communication System  
(Telephony)

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### **Purpose**

The purpose of this report is to seek approval of the extension of the agreement for unified communication services (telephony).

### **Background**

In 2018, a request for proposal (RFP) was issued for a unified communication system (telephony) with a five-year term, fixed pricing for goods and services, and an optional five-year renewal. Shaw Communications was the successful proponent. Council approved the agreement on June 17, 2019.

### **Analysis**

With Rogers' acquisition of Shaw Communications, the renewal contract has been delayed, with the City on a month-to-month payment option. Rogers has agreed to continue the service for five years on the same terms and conditions at the same fixed pricing for goods and services.

### **Financial Implications**

Funding for the unified communication (telephony) service for 2025 is included in the 2025 operating budget and will be included in future budget years for the contract term.

### **Strategic Plan / Policy Impact / Climate Impact**

This is an operational matter not articulated in the strategic plan.

### **Recommendation**

It is therefore recommended that Council take the following action:

The relevant by-law 2025-44 is listed under item 12 of the Agenda and will be read with all by-laws under that item.

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Respectfully submitted,

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