

TKBTC Clerk

From: Katie Minton-Rowlands (Economic Development) <katie.minton-rowlands3@conwy.gov.uk>
Sent: 23 July 2024 16:45
To: TKBTC Clerk
Cc: Cllr Nigel Smith; Amanda Ballance
Subject: RE: Towyn & Kinmel Bay Town's SMART Town application
Attachments: Kinmel Bay and Towyn Schemes revised costs.xlsx

Hi Dylan,

We are now in a position to begin the process of requisitioning the equipment required for the installation of the devices, with licenses and support agreed for 5 years. The funding has been agreed by the Welsh Government and as per your email below, the 30% match funding of £13,724.09 was also confirmed by the Kinmel Bay and Towyn Town Council.

During the course of our full pricing exercise we have identified better specification devices for a lower cost as part of our commitment to ensuring best value for money. We are now able to offer you 7 year licenses and support package, for less than originally quoted for the 5 years previously agreed. If however, you were to continue with the already agreed 5 year packages there would be cost savings for the Town Council.

I have attached a spreadsheet which outlines both the original figures for 5 year licenses, and the revised figures using the new devices and associated license costs for both 5 and 7 years.

What would be the process for this being re-evaluated by the Town Council members please as we should be seeking their confirmation of either the new 7 year scheme for a slightly lower price, or whether they wish to continue with the originally agreed 5 year scheme length with a saving of £2,180.66 to the Town Council. If this needs to go back to the full meeting to agree the new scheme length term, then we need to know what timescales would be associated with this please?

Please be aware that once the licenses and support durations lapse at either the 5 or 7 year timeframes that the Town Council will be responsible for the maintenance of the devices, scheme, licenses, and support costs.

I look forward to hearing from you,

Katie

Katie Minton-Rowlands

Swyddog Prosiect Datblygu ac Adfywio / Development and Regeneration Project Officer
Gwasanaeth Economi a Diwylliant / Economy and Culture Service
Cyngor Bwrdeistref Sirol CONWY County Borough Council

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Towyn Smart Town's WIFI					
Original Purple ONLY Project		Meraki Project			
Cisco 9124 access point	£7,160.00	Meraki MR86 Access Point & Antennas	£7,729.44	Meraki MR86 Access Point & Antennas	£7,729.44
Cisco license (5 year)	£2,520.00	Meraki License (5 Years)	£1,614.16	Meraki License (7 Years)	£2,259.82
MountingKit & Power Injectors	£960.00	Power Injectors	£382.88	Power Injectors	£382.88
Purple Wi-Fi License & Presence (5 year)	£1,931.44	Purple Wi-Fi license (5 Year)	£1,412.56	Purple Wi-Fi license (7 year)	£1,977.58
5 Year Support	£2,400.00	5 Year Support	£2,400.00	7 Year Support	£3,360.00
Project Work	£2,500.00	Project Work	£2,500.00	Project Work	£2,500.00
Installation	£3,200.00	Installation	£3,200.00	Installation	£3,200.00
PSBA Network Connection (5 years)	£4,404.08				
Cisco Grand Total	£25,075.52	Meraki 5 Years Support Grand Total	£19,239.04	Meraki 7 Years Support Grand Total	£21,409.72

Kinmel Bay Smart Town's WIFI					
Original Purple ONLY Project		Meraki Project			
Cisco 9124 Access Point	£7,160.00	Meraki MR86 Access Point & Antennas	£7,729.44	Meraki MR86 Access Point & Antennas	£7,729.44
Cisco License(5 year)	£2,520.00	Meraki License (5 Years)	£1,614.16	Meraki License (7 Years)	£2,259.82
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Project Work	£2,500.00	Project Work	£2,500.00	Project Work	£2,500.00
Installation	£3,200.00	Installation	£3,200.00	Installation	£3,200.00
Cisco Grand Total	£20,671.44	Meraki 5 Years Support Grand Total	£19,239.04	Meraki 7 Years Support Grand Total	£21,409.72

Original Total	£45,746.96	New 5 year Total with additional device	£38,478.08	New 7 year Total with additional device	£42,819.44
70% Grant Funding agreed by WG	£32,022.87	70% Grant Funding agreed by WG	£26,934.66	70% Grant Funding agreed by WG	£29,973.61
30% Match funding agreed by Town Council	£13,724.09	30% Match funding total due from Town Council	£11,543.42	30% Match funding total due from Town Council	£12,845.83
		Savings to the Town Council match	<u>£2,180.66</u>	Savings to the Town Council match	<u>£878.26</u>