

# TOWN OF OLD SAYBROOK

## Information Technology Department


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302 Main Street • Old Saybrook, Connecticut 06475  
Telephone (860) 510-5000

Date: October 6, 2022

To: Carl Fortuna, First Selectman

CC: Lee Ann Palladino, Finance Director

From: Larry Hayden, IT Director 

Subject: Request for Capital Non-Recurring Fund Appropriation for Digital Sign Upgrades

I am submitting this to request an appropriation from the Capital Non-Recurring Fund of \$5,106.38 to upgrade the Town's two digital signs, Town Green and Gateway East (by Mystic Market). The quote of the proposed upgrade from Stewart Signs is attached.

The background:

1. The wireless/cell modem which has been allowing remote message updates to the Gateway East sign is old CDMA technology which Verizon will be discontinuing at the end of calendar year 2022. The current modem was first placed in service in the fall of 2003. Although the sign has operated nine years using cellular services without any communication outages, cellular technology has moved on and the current hardware will not function after December 2022.
2. The wireless internet connection from Town Hall to the Town Green sign periodically fails and needs to be reset, periodically making it difficult to update sign messages. Recovery typically requires power cycling the sign by Kate personnel and resetting the wireless network link from Town Hall. This makes communications recovery difficult for non-technical personnel.
3. The program to update the two sign's is desktop PC based, effectively limiting the editing of the messages to a single location, which is currently in the IT Department.

Functional Improvements from this upgrade:

1. Sets up both digital signs to be reliably updated remotely over the latest wireless/cell technology.
2. The sign management application will move from a single desktop to the web hosted service. Access for updating sign messages can be shared, including granting access to OSPD to directly update the signs during emergency operations.
3. The proposal upgrades both signs to the latest controller hardware. The controllers on the two signs were last upgraded to have identical controllers in 2017. Although the sign has operated for five years without a controller failure, the circa 2017

controllers are now considered legacy products and are at the end of their support lifecycle. Additionally, the technology in general has improved.

4. This is not an “aftermarket” upgrade. Stewart Signs is the original sign manufacturer. The proposal is for updates using their current sign technology. This is their recommended upgrade package for legacy installations similar to ours.
5. Recent quotations found on the web for the complete replacement of the existing signs with similar, current technology equipment is roughly \$15,000 per sign, plus multiple thousands for shipping and installation. This proposed upgrade is a simple plug-and-play field hardware swap which can be performed by Town IT personnel. This upgrade will bring the signs up to current technology level for a fraction of a potential total replacement cost.
6. The proposal also Includes a fixed rate wireless data plan for 5 years, reducing the projected per sign networking cost from \$21 to \$13 month.

If you have any questions, please contact me.

Att: Stewart Signs Upgrade Quotation

**Stewart Signs**  
**2201 Cantu Court**  
**Suite 215**  
**Sarasota, FL**
**34232-6255**

## Quote 989135

**Bill To:**

 TOWN OF OLD SAYBROOK  
 PUBLIC WORKS  
 Accounts Payable  
 302 MAIN STREET  
 OLD SAYBROOK CT 06475

**Ship To:**

 TOWN OF OLD SAYBROOK  
 INFORMATION MANAGEMENT DEPT  
 302 MAIN STREET  
 OLD SAYBROOK CT 06475

Line	Order Qty	Part Number/Description	Rev	Unit Price	Ext. Price
1	2.00 EA	CELLMOD5YR 5 Year Wireless Data Plan Provided by StewartSigns By signing, you (the customer) affirm and agree to the terms and conditions listed at <a href="https://www.signcommand.com/data-plan">https://www.signcommand.com/data-plan</a>		799.00/1	1,598.00
2	2.00 EA	CELLANT Cell Modem Antenna Laird # TRA6927M3PB001		108.88/1	217.76
3	2.00 EA	CABLESMATON Cable SMA-J (SMA male connector strait) to N-J Connector (N male Connector ) 3 Meter LMR 195 with PINS		62.66/1	125.32
4	2.00 EA	PCCONTROLLER-MODEM PCCONTROLLER ( EB3 unit ) with installed Quectel EC21-V-MiniPCIE Cellular data Modem with Firmware Version: EC21VFAR02A14M4G Exterior Color is Pantone 362C - Green		1,547.70/1	3,095.40
5	2.00 EA	HDMI-DVI HDMI TO DVI Cable Assembly Cable Assembly DVI-D Single Link Male to HDMI-A 19 pos Plug 3.28' (1.00m) Manuf # ( 0887683500 )		19.95/1	39.90

Line Total: 5,076.38  
 Shipping Charges: 30.00



**Customer Number: 2138683**  
**Date: 9/27/2022**

**Stewart Signs**  
**2201 Cantu Court**  
**Suite 215**  
**Sarasota, FL 34232-6255**

**Quote 989135**

**Bill To:**

TOWN OF OLD SAYBROOK  
PUBLIC WORKS  
Accounts Payable  
302 MAIN STREET  
OLD SAYBROOK CT 06475

**Ship To:**

TOWN OF OLD SAYBROOK  
INFORMATION MANAGEMENT DEPT  
302 MAIN STREET  
OLD SAYBROOK CT 06475

Total Tax:	0.00
<b>Order Total</b>	<b>\$5,106.38</b>