

## **Innovate Knox Initiative Sample Proposal #1**

### **Reducing the cost of Timekeeping**

**Proposal Sponsor: Bailey Public**

**Proposal Collaborators: Alex Doe, Jordan Smith**

Knox College currently utilizes the ADP Kronos System to record time and track time benefits (vacation, sick time, ...) for hourly employees. The cost of this system in excess of \$50,000 per year. There are much cheaper systems available that provide the same or very similar functionality at a much lower cost.

For example, one company, BambooHR, will provide timekeeping functionality for ~\$4.00 per month per employee. We have about 200 employees who keep time. Switching to this system will cost about \$10,000 per year thereby producing a savings of ~\$40,000 annually.

Contact Information:

Proposal Sponsor: Bailey Q. Public (309.335.1234, [bqpublic@knox.edu](mailto:bqpublic@knox.edu))

Collaborators: Alex Doe (309.351.4567, [aadoe@knox.edu](mailto:aadoe@knox.edu)). Jordan Smith (309.341.7890, [jrsmith@knox.edu](mailto:jrsmith@knox.edu))

## **Innovate Knox Initiative Sample Proposal #2**

### **Building the Internet Connectivity Ecosystem at Knox**

Proposal Sponsor: Bailey Public

Proposal Collaborators: Alex Doe, Jordan Smith

Maintaining high quality Internet Connectivity is a strategic priority for Knox. Internet connectivity is a key resource to the academic and business enterprise as well as providing an important recreational resource to our students. Key to maintaining this quality at an affordable cost is ensuring that Galesburg has multiple Internet providers competing in the market to obtain Knox's business. The College has played a key role in developing this competitive ecosystem in Galesburg by working with the city and community organizations to market Galesburg to Internet Service Providers (ISP). As the largest consumer of Internet bandwidth in Galesburg, Knox continues to play a large role in this effort.

One of the problems facing potential ISPs looking to expand into Galesburg is the cost of building infrastructure to serve businesses and consumers. The local telephone and Cable TV companies already own and maintain infrastructure that was built over several decades by virtue of the ubiquity of telephone and cable television services. Over the last two decades, this infrastructure was adapted to allow these companies to also offer Internet service to businesses and consumers without having to incur the expense of building additional infrastructure. This provided such a competitive advantage to these companies that no other ISPs were willing to build infrastructure in Galesburg. The companies priced access to their infrastructure so high that it was not possible for other ISPs to compete with them in the Galesburg market.

One ISP has built infrastructure in Galesburg and begun to offer Internet service to businesses in the last five years. As a result of increased competition Knox's cost for service has dropped by 75 percent, while increasing bandwidth by 500 percent over this timeframe. However, with only three vendors in the Galesburg market, Knox still pays higher costs and our vendors still lag the market in delivering new services and innovations to their customers.

While Knox remains an attractive potential customer for numerous ISPs, the cost of building infrastructure in Galesburg limits the vendors and services available to the College. A solution to has begun to materialize. Our current local vendors, as well as a state sponsored network, have co-located equipment in the District 205 (D205) datacenter. If Knox were to build or sign a long term lease for fiber to this data center it would provide the College access to these ISPs and others who may choose to locate there without requiring vendors to include the cost of a fiber build to the College in their proposals. In addition, this will enable sharing of facilities and resources between D205 and Knox.

Our proposal is to spend \$18,000 to build the fiber infrastructure necessary to gain access to the D205 datacenter. This will allow Knox increase our bandwidth from our primary ISP from 600 Mb/s to 1 Gb/s,

a 67 percent increase, and reduce our monthly cost from \$2,400 to \$2,000 immediately. We would then, in the fall of 2018, be able to procure a secondary Internet connection from an ISP in the D205 datacenter and reduce cost from \$1,475 per month to \$475 per month, producing a savings of \$1,000 per month beginning in October 2018. If implemented the \$18,000 investment will be recouped in 19 months and will produce a savings of \$1,400 per month over the next 17 months (\$23,800) when the service contracts will expire once again.

Contact Information:

Proposal Sponsor: Bailey Q. Public (309.335.1234, bqpublic@knox.edu)

Collaborators: Alex Doe (309.351.4567, aadoc@knox.edu)

Jordan Smith (309.341.7890, jrsmith@knox.edu)