

AGREEMENT FOR PURCHASE AND INSTALLATION

TELECOMMUNICATIONS PLATFORM

THIS AGREEMENT is made and entered into on this ___ day of April, 2015, by and between the City of Manhattan Beach, a municipal corporation ("City") and Packet Fusion, Inc., a California corporation ("Contractor") (collectively, the "Parties").

RECITALS

- A. City issued Request for Proposal #992-15 on September 8, 2014 ("RFP"), for a new telecommunications platform.
- B. Contractor submitted a proposal in response to the RFP on January 30, 2015 ("Proposal").
- C. City desires to obtain the services of Contractor for implementation and integration of the new telecommunication platform.
- D. Contractor represents that it is qualified and able to perform the services required by this Agreement.

NOW, THEREFORE, in consideration of the Parties' performance of the promises, covenants, and conditions stated herein, the Parties hereto agree as follows:

Section 1. Contract Documents.

- (a) The Contract Documents consist of the following:
 - 1. This Agreement;
 - 2. Exhibits A (Scope of Services) and B (Schedule of Payment);
 - 3. The Request for Proposal, including all addenda;
 - 4. Contractor's Proposal (Response to RFP), including the completed Schedules A, B, and C.

(b) Contract Documents (a)3 and (a)4 are incorporated herein by this reference. In the event of any discrepancy between the express provisions of this Agreement and any other of the Contract Documents, the provisions of this Agreement shall control.

Section 2. Contractor's Services. Contractor shall deliver and install the equipment specified in the Contract Documents, in accordance with the requirements of

the Contract Documents. Contractor shall perform the services described in the Contract Documents, in a manner satisfactory to City and consistent with the level of care and skill ordinarily exercised by members of the profession currently practicing in the same locality under similar conditions.

Section 3. Term of Agreement. This Agreement shall apply to services rendered on or after the Effective Date and shall terminate when the work is completed, unless sooner terminated by the City.

Section 4. Time of Performance. Within 15 days after execution of this Agreement, Contractor shall deliver to City the Project Plan identified in Section 12.2.7 of the RFP, and City shall issue a Purchase Order. City's written approval of the Project Plan shall serve as the Notice to Proceed. Upon issuance of the Notice to Proceed, Contractor shall commence its services under this Agreement. Contractor shall complete the services in conformance with the timeline set forth in the approved Project Plan, or as otherwise directed by the City's representative.

Section 5. Compensation.

(a) City agrees to pay Contractor the sum not to exceed \$ 314,255.58 as full compensation for the purchase and installation of all equipment required by the Contract Documents. The City Manager may authorize cumulative increases for additional work up to 20% of the amount of the Agreement. Any additional work in excess of this amount shall be approved by the City Council.

(b) Concurrently herewith, the Parties are entering into a Maintenance Agreement providing for annual maintenance and upgrades for the equipment installed pursuant to this Agreement. Contractor acknowledges that the compensation specified in paragraph 5(a) includes payment for the first year of maintenance and upgrade service provided pursuant to the Maintenance Agreement.

(c) Contractor shall not be entitled to reimbursement for any expenses, unless such expenses are approved in writing by the City Manager prior to the time the expenses are incurred by Contractor.

Section 6. Method of Payment. City shall pay Contractor in accordance with the method and schedule of payment set forth in Exhibit B, attached hereto and incorporated herein. Unless otherwise specified in Exhibit B, Contractor shall submit to City a detailed invoice on a monthly basis for the services performed pursuant to this Agreement. Each invoice shall describe in detail the services rendered during the period, the days worked, number of hours worked, the hourly rates charged, and the services performed for each day in the period, as applicable. Within 30 days of receipt of each invoice, City shall pay all undisputed amounts included on the invoice.

Section 7. Independent Contractor. The Parties agree, understand, and acknowledge that Contractor is not an employee of the City, but is solely an independent contractor. Contractor expressly acknowledges and agrees that City has no obligation to pay or withhold state or federal taxes or to provide workers'

compensation or unemployment insurance or other employee benefits and that any person employed by Contractor shall not be in any way an employee of the City. As such, Contractor shall have the sole legal responsibility to remit all federal and state income and social security taxes and to provide for his/her own workers' compensation and unemployment insurance and that of his/her employees or subcontractors. Neither City nor any of its agents shall have control over the conduct of Contractor or any of Contractor's employees. Contractor shall not, at any time, or in any manner, represent that it or any of its agents or employees are in any manner agents or employees of City. Contractor shall indemnify and hold harmless City and its elected officials, officers and employees, servants, designated volunteers, and agents serving as independent contractors in the role of City officials, from any and all liability, damages, claims, costs and expenses of any nature to the extent arising from Contractor's personnel practices. City shall have the right to offset against the amount of any fees due to Contractor under this Agreement any amount due to City from Contractor as a result of Contractor's failure to promptly pay to City any reimbursement or indemnification arising under this Section 6.

Section 8. Assignment. This Agreement shall not be assigned, in whole or in part, by Contractor without the prior written approval of City. Any attempt by Contractor to so assign this Agreement or any rights, duties, or obligations arising hereunder shall be void and of no effect.

Section 9. Responsible Principals.

(a) Contractor's responsible principal, W. Todd Peterson, President, shall be principally responsible for Contractor's obligations under this Agreement and shall serve as principal liaison between City and Contractor. Designation of another Responsible Principal by Contractor shall not be made without prior written consent of City.

(b) City's Responsible Principal shall be the City Manager, who shall administer the terms of the Agreement on behalf of City.

Section 10. Personnel. Contractor represents that it has, or shall secure at its own expense, all personnel required to perform the Services under this Agreement. All personnel engaged in the work shall be qualified to perform such Services.

Section 11. Permits and Licenses. Contractor shall obtain and maintain during the term of this Agreement all necessary licenses, permits, and certificates required by law for the provision of the Services, including a business license.

Section 12. Prevailing Wages. Contractor is aware of the requirements of California Labor Code Section 1720, *et seq.*, and 1770, *et seq.*, as well as California Code of Regulations, Title 8, Section 16000, *et seq.*, ("Prevailing Wage Laws"), which require the payment of prevailing wage rates on "public works" and "maintenance" projects. Contractor shall fully comply with the Prevailing Wage Laws. The prevailing wage rates are available at <http://www.dir.ca.gov/dlsr/DPreWageDetermination.htm>. Contractor shall make copies of the prevailing rates of per diem wages for each craft,

classification or type of worker needed to execute the services, available to interested parties upon request, and shall post copies at the Contractor's principal place of business and at the project site. Contractor shall defend, indemnify and hold the City, its elected officials, officers, employees and agents free and harmless from any claim or liability arising out of any failure or alleged failure to comply with the Prevailing Wage Laws.

Section 13. Interests of Contractor.

(a) Contractor covenants that it presently has no interest and shall not acquire any interest, direct or indirect, which may be affected by the Services, or which would conflict in any manner with the performance of the Services. Contractor further covenants that, in performance of this Agreement, no person having any such interest shall be employed by it. Furthermore, Contractor shall avoid the appearance of having any interest, which would conflict in any manner with the performance of the Services. Contractor shall not accept any employment or representation during the term of this Agreement which is or may likely make Contractor "financially interested" (as provided in California Government Code §§ 1090 and 87100) in any decision made by City on any matter in connection with which Contractor has been retained.

(b) Contractor further warrants and maintains that it has not employed or retained any person or entity, other than a bona fide employee working exclusively for Contractor, to solicit or obtain this Agreement. Nor has Contractor paid or agreed to pay any person or entity, other than a bona fide employee working exclusively for Contractor, any fee, commission, gift, percentage, or any other consideration contingent upon the execution of this Agreement. Upon any breach or violation of this warranty, City shall have the right, at its sole and absolute discretion, to terminate this Agreement without further liability, or to deduct from any sums payable to Contractor hereunder the full amount or value of any such fee, commission, percentage or gift.

(c) Contractor warrants and maintains that it has no knowledge that any officer or employee of City has any interest, whether contractual, non-contractual, financial, proprietary, or otherwise, in this transaction or in the business of Contractor, and that if any such interest comes to the knowledge of Contractor at any time during the term of this Agreement, Contractor shall immediately make a complete, written disclosure of such interest to City, even if such interest would not be deemed a prohibited "conflict of interest" under applicable laws as described in this subsection.

Section 14. Insurance.

(a) Contractor shall at all times during the term of this Agreement carry, maintain, and keep in full force and effect, insurance as follows:

1. A policy or policies of Comprehensive General Liability Insurance, with minimum limits of \$1,000,000 for each occurrence, combined single limit, against any personal injury, death, loss, or damage resulting from the wrongful or negligent acts by Contractor.

2. A policy or policies of Comprehensive Vehicle Liability Insurance covering personal injury and property damage, with minimum limits of \$1,000,000 per occurrence combined single limit, covering any vehicle utilized by Contractor in performing the Services required by this Agreement.

3. Workers' compensation insurance as required by the State of California.

4. A policy or policies of Professional Liability Insurance (errors and omissions) with minimum limits of \$1,000,000 per claim and in the aggregate. Any deductibles or self-insured retentions attached to such policy or policies must be declared to and be approved by City. Further, Contractor agrees to maintain in full force and effect such insurance for one year after performance of work under this Agreement is completed.

(b) Other Insurance Provisions. The general liability and automobile liability policies are to contain, or be endorsed to contain, the following provisions:

1. City, its officers, officials, employees, designated volunteers and agents serving as independent contractors in the role of City officials, are to be covered as additional insureds as respects: liability arising out of activities performed by or on behalf of Contractor; products and completed operations of Contractor; premises owned, occupied or used by Contractor; or automobiles owned, leased, hired or borrowed by Contractor. The coverage shall contain no limitations on the scope of protection afforded to City, its officers, officials, employees, designated volunteers or agents serving as independent contractors in the role of City officials which are not also limitations applicable to the named insured.

2. For any claims related to this Agreement, Contractor's insurance coverage shall be primary insurance as respects City, its officers, officials, employees, designated volunteers and agents serving as independent contractors in the role of City officials. Any insurance or self-insurance maintained by City, its officers, officials, employees, designated volunteers or agents serving as independent contractors in the role of City officials shall be excess of Contractor's insurance and shall not contribute with it.

3. Contractor's insurance shall apply separately to each insured against whom claim is made or suit is brought, except with respect to the limits of the insurer's liability.

4. Each insurance policy, except for the professional liability policy, required by this clause shall expressly waive the insurer's right of subrogation against City and its elected officials, officers, employees, servants, attorneys, designated volunteers, and agents serving as independent contractors in the role of City officials.

5. Each insurance policy required by this Agreement shall be endorsed to state: should the policy be canceled before the expiration date, the issuing insurer shall mail 30 days' prior written notice to the City.

6. If insurance coverage is canceled or reduced in coverage or in limits, Contractor shall within two business days of notice from insurer, phone, fax and/or notify the City via certified mail, return receipt requested, of the changes to or cancellation of the policy.

(c) The City's Risk Manager may, in writing, amend and/or waive any or all of the insurance provisions set forth herein. In such case, the Contractor shall comply with the insurance provisions required by the City's Risk Manager.

(d) The policy or policies required by this Agreement shall be issued by an insurer admitted in the State of California and with a rating of at least A-;VII in the latest edition of Best's Insurance Guide, unless waved in writing by City's Risk Manager.

(e) Contractor agrees that if it does not keep the required insurance in full force and effect, City may either immediately terminate this Agreement or, if insurance is available at a reasonable cost, City may take out the necessary insurance and pay, at Contractor's expense, the premium thereon.

(f) All insurance coverages shall be confirmed by execution of endorsements on forms approved by City. The endorsements are to be signed by a person authorized by that insurer to bind coverage on its behalf. All endorsements are to be received and approved by City before services commence. As an alternative to City forms, Contractor's insurer may provide complete, certified copies of all required insurance policies, including endorsements affecting the coverage required by these specifications.

(g) Any deductibles or self-insured retentions must be declared to and approved by City, and shall not exceed \$25,000.

(h) Contractor shall require each of its sub-contractors (if any) to maintain insurance coverage that meets all of the requirements of this Agreement.

Section 15. Indemnification.

(a) Contractor shall defend, indemnify, and hold harmless the City, its officials, and every officer, employee and agent of City (collectively "City") from any claim, liability or financial loss (including, without limitation, attorneys' fees and costs), injuries to property or persons (including without limitation, attorneys' fees and costs) arising out of any acts or omissions of Contractor, its officials, officers, employees or agents in connection with the performance of this Agreement, except for such claim, liability or financial loss or damage arising from the sole negligence or willful misconduct of the City, as determined by final arbitration or court decision or by the agreement of the Parties. Contractor shall defend City, with counsel of City's choice, at Contractor's own cost, expense, and risk, and shall pay and satisfy any judgment, award, or decree that may be rendered against City. Contractor shall reimburse City for any and all legal expenses and costs incurred by each of them in connection therewith or in enforcing the indemnity herein provided. Contractor's obligation to indemnify shall not be restricted to

insurance proceeds, if any, received by Contractor or City. All duties of Contractor under this Section shall survive termination of this Agreement.

(b) City shall hold Contractor free and harmless from any claim arising from any unauthorized use of computations, maps, and other documents prepared or provided by Contractor under this Agreement, if used by the City on other projects without Contractor's permission.

Section 16. Termination.

(a) City shall have the right to terminate this Agreement for any reason or for no reason upon five calendar days' written notice to Contractor. Contractor agrees to cease all work under this Agreement on or before the effective date of such notice.

(b) City may at any time, for any reason, with or without cause, suspend this Agreement, or any portion hereof, by serving upon the Contractor written notice. Upon receipt of the notice, the Contractor shall immediately cease all work under this Agreement, unless the notice provides otherwise. If the City suspends only a portion of this Agreement, such suspension shall not make void or invalidate the remainder of this Agreement.

(c) In the event of termination or cancellation of this Agreement by City, due to no fault or failure of performance by Contractor, Contractor shall be paid based on the percentage of work satisfactorily performed at the time of termination. In no event shall Contractor be entitled to receive more than the amount that would be paid to Contractor for the full performance of the Services required by this Agreement. Contractor shall have no other claim against City by reason of such termination, including any claim for compensation.

Section 17. City's Responsibility. City shall provide Contractor with all pertinent data, documents, and other requested information as is available for the proper performance of Contractor's Services. Specifically, City shall:

(a) Furnish Contractor all in-house data which is pertinent to services to be performed by Contractor and which is within the custody or control of the City, including, but not limited to, copies of record and off-record maps and other record and off-record property data, right-of-way maps and other right of- way data, pending or proposed subject property land division and development application data, all newly developed and pertinent design and project specification data, and such other pertinent data which may become available to the City.

(b) Provide timely review, processing, and reasonably expeditious approval of all submittals by Contractor.

(c) Provide timely City staff liaison with Contractor when requested and when reasonably needed.

Section 18. Information and Documents.

(a) Contractor covenants that all data, documents, discussion, or other information (collectively "Data") developed or received by Contractor or provided for performance of this Agreement are deemed confidential and shall not be disclosed or released by Contractor without prior written authorization by City. City shall grant such authorization if applicable law requires disclosure. Contractor, its officers, employees, agents, or subcontractors, shall not without written authorization from the City Manager or unless requested in writing by the City Attorney, voluntarily provide declarations, letters of support, testimony at depositions, response to interrogatories or other information concerning the work performed under this Agreement or relating to any project or property located within the City. Response to a subpoena or court order shall not be considered "voluntary," provided Contractor gives City notice of such court order or subpoena.

(b) Contractor shall promptly notify City should Contractor, its officers, employees, agents or subcontractors be served with any summons, complaint, subpoena, notice of deposition, request for documents, interrogatories, request for admissions or other discovery request, court order or subpoena from any party regarding this Agreement and the work performed thereunder or with respect to any project or property located within the City. City retains the right, but has no obligation, to represent Contractor and/or be present at any deposition, hearing or similar proceeding. Contractor agrees to cooperate fully with City and to provide City with the opportunity to review any response to discovery requests provided by Contractor. However, the City's right to review any such response does not imply or mean the right by City to control, direct, or rewrite the response.

(c) All Data required to be furnished to City in connection with this Agreement shall become the property of City, and City may use all or any portion of the Data submitted by Contractor as City deems appropriate. Upon completion of, or in the event of termination or suspension of this Agreement, all original documents, designs, drawings, maps, models, computer files containing data generated for the work, surveys, notes, and other documents prepared in the course of providing the Services shall become the sole property of the City and may be used, reused or otherwise disposed of by City without Contractor's permission.

(d) Contractor shall maintain complete and accurate records with respect to sales, costs, expenses, receipts and other such information required by City that relate to the performance of the Services. All such records shall be maintained in accordance with generally accepted accounting principles and shall be clearly identified and readily accessible. Contractor shall provide free access to City, its designees and representatives at reasonable times, and shall allow City to examine and audit the books and records, to make transcripts therefrom as necessary, and to inspect all work, data, documents, proceedings and activities related to this Agreement. Such records, together with supporting documents, shall be maintained for a period of 3 years after receipt of final payment.

(e) Contractor's covenants under this Section shall survive the termination of this Agreement.

Section 19. Default

(a) Contractor's failure to comply with the provisions of this Agreement shall constitute a default. In the event that Contractor is in default for cause under the terms of this Agreement, City shall have no obligation or duty to continue compensating Contractor for any work performed after the date of default and can terminate this Agreement immediately by written notice to Contractor. If such failure by Contractor to make progress in the performance of work hereunder arises out of causes beyond Contractor's control, and without fault or negligence of Contractor, it shall not be considered a default.

(b) If the City Manager or his delegate determines that the Contractor is in default in the performance of any of the terms or conditions of this Agreement, City shall serve the Contractor with written notice of the default. The Contractor shall have ten (10) days after service upon it of the notice in which to cure the default by rendering a satisfactory performance. In the event that the Contractor fails to cure its default within such period of time, the City shall have the right, notwithstanding any other provision of this Agreement, to terminate this Agreement without further notice and without prejudice to any other remedy to which it may be entitled at law, in equity or under this Agreement.

Section 20. Changes in the Services. City shall have the right to order, in writing, changes in the Services or the services to be performed. Any changes in the Services requested by Contractor must be made in writing and approved by both Parties.

Section 21. Notice. Any notices, bills, invoices, etc. required by this Agreement shall be deemed received on (a) the day of delivery if delivered by hand during the receiving party's regular business hours or by facsimile before or during the receiving party's regular business hours; or (b) on the second business day following deposit in the United States mail, postage prepaid, to the addresses set forth below, or to such other addresses as the Parties may, from time to time, designate in writing pursuant to this section.

If to City: City of Manhattan Beach
 1400 Highland Avenue
 Manhattan Beach, California 90266
 Attn: Leilani Emnace, Information Systems Manager

With a Copy to: City of Manhattan Beach
 1400 Highland Avenue
 Manhattan Beach, California 90266
 Attn: Quinn M. Barrow, City Attorney

If to Contractor: Packet Fusion, Inc.
Attn: W. Todd Peterson, President
1900 S. Norfolk Street, Suite 110
San Mateo, CA 94403
Tel: 650-292-6053
tpeterson@packetfusion.com

Section 22. Attorneys' Fees. If a party commences any legal, administrative, or other action against the other party arising out of or in connection with this Agreement, the prevailing party in such action shall be entitled to have and recover from the losing party all of its attorneys' fees and other costs incurred in connection therewith, in addition to such other relief as may be sought and awarded.

Section 23. Entire Agreement. This Agreement represents the entire integrated agreement between City and Contractor, and supersedes all prior negotiations, representations, or agreements, either written or oral. This Agreement may be amended only by a written instrument signed by both City and Contractor.

Section 24. Governing Law. The interpretation and implementation of this Agreement shall be governed by the domestic law of the State of California.

Section 25. Venue. Any litigation concerning this Agreement shall take place in the municipal, superior, or federal district court with geographic jurisdiction over the City of Manhattan Beach.

Section 26. City Not Obligated to Third Parties. City shall not be obligated or liable under this Agreement to any party other than Contractor.

Section 27. Exhibits; Precedence. All documents referenced as exhibits in this Agreement are hereby incorporated in this Agreement. In the event of any discrepancy between the express provisions of this Agreement and any exhibit to this Agreement, or between this Agreement and the provisions of any other document incorporated herein by reference, the provisions of this Agreement shall prevail.

Section 28. Corporate Authority. The persons executing this Agreement on behalf of the Parties warrant that they are duly authorized to execute this Agreement on behalf of such Parties and that by their execution, the Parties are formally bound to the provisions of this Agreement.

Section 29. Severability. Invalidation of any provision contained herein or the application thereof to any person or entity by judgment or court order shall in no way affect any of the other covenants, conditions, restrictions, or provisions hereof, or the application thereof to any other person or entity, and the same shall remain in full force and effect.


[Signatures begin next page]

EXECUTED on the date first written above at Manhattan Beach, California.

CITY OF MANHATTAN BEACH

CONTRACTOR:


MARK DANAJ
City Manager



Name: W. Todd Fikerson
Title: President

ATTEST:

LIZA TAMURA
City Clerk



Name: Matthew Pingitore
Title: CEO

APPROVED AS TO FORM:

QUINN M. BARROW
City Attorney

EXHIBIT A

SCOPE OF SERVICES

Notes

Packet Fusion, Inc. is sometimes referred to herein as "Packet Fusion", "Vendor", "PFI", "we", "us", "our" and/or "ours". City of Manhattan Beach is sometimes referred to herein as "Customer", "you" or "COMB".

This Scope of Work will not be able to capture every action item, deliverable or responsibility of each party. If an action item is not listed in the SoW but is reasonably required in order to meet the requirements and specifications of the RFP, it will be assumed to be included at no extra charge and the responsibility of Vendor if it relates to the hardware, software or services being provided by Packet Fusion, Inc. If an action item is not listed and is solely related to the inner workings of Customer's LAN/WAN, IT network, or business processes, it will be assumed to be delivered by the Customer (but with Vendor support and consultation).

Please refer to all of Section 12 "Implementation Requirements", of our RFP response, for Packet Fusion's compliance and exceptions to the required Implementation Requirements as this provides several pertinent components of a successful implementation.

Due to the fact that the following items were not spelled out (did not or were not explicitly including all the options that the City selected and that Packet Fusion has included in our final bid price for this agreement) in our initial RFP response (Section 12 RFP response, etc. and testing Installation Project Plan, etc.), we would like to make the following addition.

To clarify, PFI will provide the same level of training (both end user and administrator) and same level of pre-cutover testing for the options as it will provide for the base system, including:

- *Enterprise Contact Center (ECC) with 20 concurrent agents and 5 concurrent supervisors*
- *All Call Recording (5 for Police)*
- *On-Demand Call Recording (all stations)*
- *SA100 Conference Server to provide Instant Messaging / Presence (400 users)*
- *Add on web conferencing / screen sharing to SA100 Conference Server (10 simultaneous users)*
- *FAX Server (4 port)*
- *Professional Communicator "Soft Phone" (22 user licenses)*
- *Upgrade to full color display phones (model 485G) - already included in the final bid.*

Please also refer to the Excel Workbook (Installation Project Plan Acceptance Cutsheet) included in the Proposal for detailed check lists.

Description of Work to be performed: Implementation of Telephony Solution

ShoreTel

The ShoreGear voice switches provided by Vendor will provide all the call control intelligence, via flash memory, for all the internet protocol (IP) phones at each location. In the remote locations requiring survivability, we are proposing ShoreGear switches with local PSTN trunking/connectivity in the event of a WAN failure. The remote locations will have a child relationship to the parent "City Hall" in that should a ShoreGear switch fail anywhere within your network, the IP phones associated with that switch would automatically fail over to the N+1 redundant SG switch in the "City Hall" along with the voicemail failing up to the Distributed Voice Server/Services server at either Public Safety or the Geo-Redundant site and then fail up again to the ShoreWare Director site at the City Hall site ShoreWare Directory for 2 layers of redundancy/resiliency on voicemail and 1 layer of redundancy/resiliency for the phones

We have included all required servers for a turnkey solution, but the Customer may choose to place these items in their existing VMWare environment for the obvious benefits and to save money. The items which can be placed in VMWare are so noted below:

In the City Hall – Headquarters – we will deploy:

- 3 - ShoreGear 90 switches – IP phone registration (*includes 1 for System-Wide N+1 Redundancy - (can be placed in customer provided VMWare)*)
- 2 - ShoreGear T1K switches – PRI termination
- 3 - ShoreGear 24A – Analog Stations + Fax + OPX Lines + Paging & 6 Party Conf. Calling
- 9 – IP 655 with extended mics
- 8 – BB24's – receptionist button box
- 107 – IP 485G's

- 131 – Extension and Voicemail Boxes
 - 28 - Extension Only licenses
 - 131 – Personal Communicator
 - 12 – Professional Communicator
 - 1 – Operator Communicator
 - 1 – SMART 1500VA UPS with BTRY
 - 1 – Server for the ShoreWare Director - (*can be placed in customer provided VMWare*)
 - 6 – Sites with OPX's are handled with the above hardware and software
- Connect all existing analog devices and trunks

In the City Yard, we will deploy:

- 1 - ShoreGear 90V switches – IP phone registration
 - 1 – IP 655 with extended mics
 - 4 – BB24's – receptionist button box
 - 48 – IP 485G's
 - 49 – Extension and Voicemail Boxes
 - 2 - Extension Only licenses
 - 1 – Additional Site License
 - 49 – Personal Communicator
 - 1 – SMART 750VA UPS
- Connect all existing analog devices and trunks

In the Public Safety Facility, we will deploy:

- 2 - ShoreGear 90 switches – IP phone registration
- 1 - ShoreGear T1K switches – PRI termination
- 1 - ShoreGear 24A – Analog Stations + Paging
- 6 – IP 655 with extended mics

- 5 – BB24's – receptionist button box
- 1 – 930D DECT Phone Starter Kit
- 4 – IP 420's
- 117 – IP 485G's
- 128 – Extension and Voicemail Boxes
- 25 - Extension Only licenses
- 1 – Additional Site License
- 128 – Personal Communicator
- 1 – SMART 1500VA UPS with BTRY
- 1 – Server for the Distributed Voice Server/Services (DVS) - (can be placed in customer provided VMWare)

Connect all existing analog devices and trunks

In Joslyn, we will deploy:

- 1 - ShoreGear 50V switches – IP phone registration
- 7 – IP 485G's
- 7 – Extension and Voicemail Boxes
- 1 – Additional Site License
- 7 – Personal Communicator
- 1 – SMART 750VA UPS

Connect all existing analog devices and trunks

In Dial-A-Ride, we will deploy:

- 1 - ShoreGear 50V switches – IP phone registration
- 4 – IP 485G's
- 4 – Extension and Voicemail Boxes
- 1 – Additional Site License
- 4 – Personal Communicator
- 1 – SMART 750VA UPS

Connect all existing analog devices and trunks

In the Fire Station 2, we will deploy:

- 1 - ShoreGear 50V switches – IP phone registration
- 7 – IP 485G's
- 7 – Extension and Voicemail Boxes
- 2 - Extension Only licenses
- 1 – Additional Site License
- 7 – Personal Communicator
- 1 – SMART 750VA UPS

Connect all existing analog devices and trunks

In Manhattan Heights, we will deploy:

- 1 - ShoreGear 50V switches – IP phone registration
- 3 – IP 485G's
- 1 – 930D DECT Phone Starter Kit
- 4 – Extension and Voicemail Boxes
- 2 - Extension Only licenses
- 1 – Additional Site License
- 4 – Personal Communicator
- 1 – SMART 750VA UPS

Connect all existing analog devices and trunks

In Cultural Arts, we will deploy:

- 1 - ShoreGear 50V switches – IP phone registration
- 4 – IP 485G's
- 4 – Extension and Voicemail Boxes
- 1 - Extension Only licenses

- 1 – Additional Site License
 - 4 – Personal Communicator
 - 1 – SMART 750VA UPS
- Connect all existing analog devices and trunks

In Metlox, we will deploy:

- 1 - ShoreGear 30 switches – IP phone registration
 - 1 – IP 485G's
 - 1 – Extension and Voicemail Boxes
 - 2 - Extension Only licenses
 - 1 – Additional Site License
 - 1 – Personal Communicator
 - 1 – SMART 750VA UPS
- Connect all existing analog devices and trunks

In OPX (6 sites), we will deploy:

Handled with the equipment and software deployed in City Hall

In the Spares, we will deploy:

- 2 – BB24's – receptionist button box
- 52 – IP 485G's
- 179 – Mailbox Only
- 10 – Professional Communicator

Enterprise Contact Center (ECC) - ShoreTel

Packet Fusion will also deploy the ECC in City Hall or a Geo-Redundant site to support the contact center agents. Packet Fusion has provided the required server for this, per the specifications provided. Customer may supply the required server or this can be placed in customer provided VMWare.

- Unlimited – Programmed Agents with 20 Concurrent Logged-in Agents (base package actually includes 10 Concurrent Logged-in Agents)
- Unlimited – Programmed Supervisors with 5 Concurrent Logged-in Supervisors
- 1 – ShoreTel Call Recorder with 5 simultaneous sessions
- 1 – ECC Director Server - (can be placed in customer provided VMWare)

Conference Bridge - ShoreTel

Packet Fusion will also deploy the Conference Bridge in City Hall. This will provide the engine for Instant Messaging (IM) for all users and will also provide 10 ports of web conferencing.

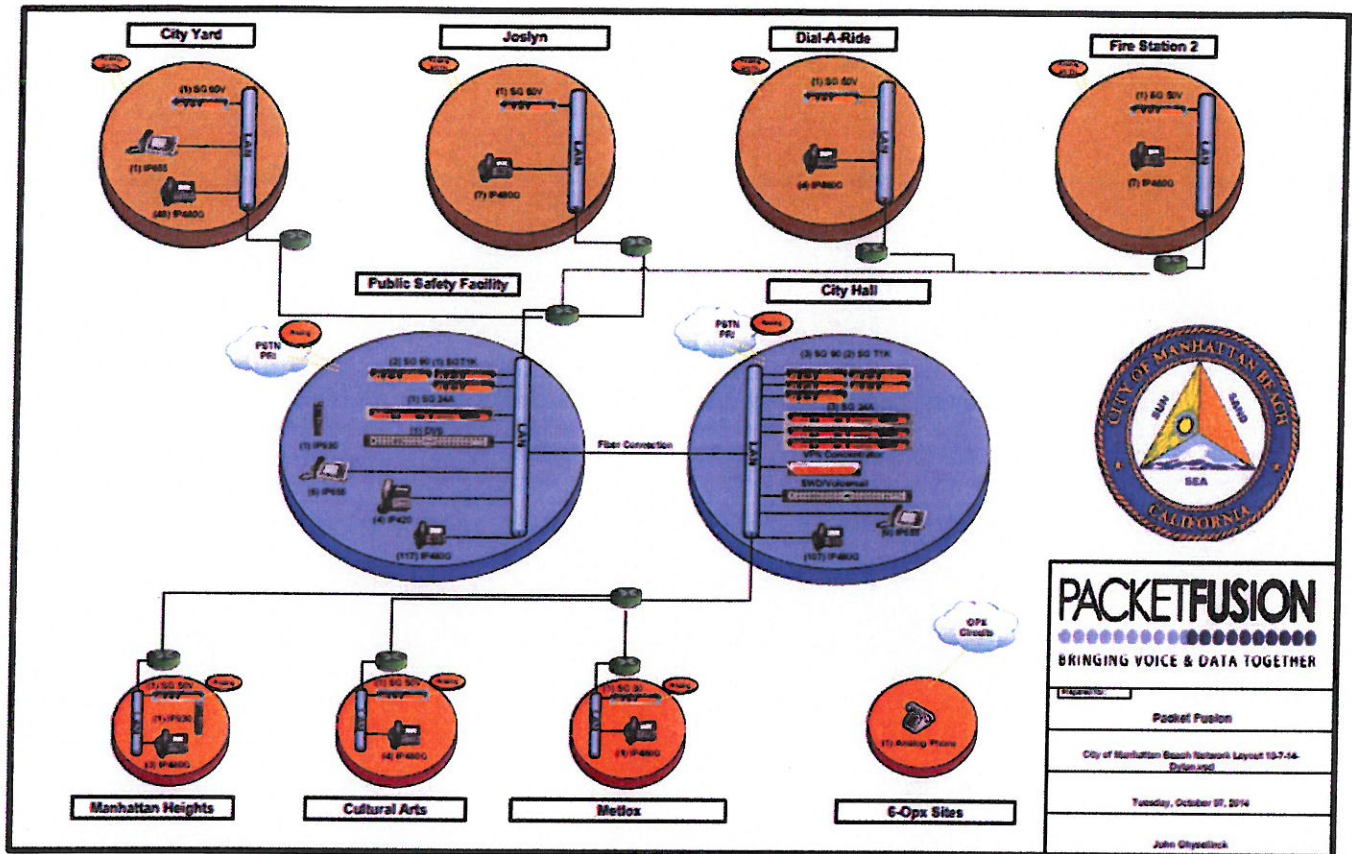
Fax Server – Multi-Tech

Packet Fusion will also deploy the Fax Server in City Hall. This will provide every user in the City with their own efax service by utilizing this 4 port fax server.

VoIP Readiness Assessment Test

Packet Fusion will perform a VoIP Readiness Assessment Test and provide the findings to the City for proper remediation, should any issues be discovered.

Below is a SAMPLE Phase 1 diagram of what the voice network will look like upon completion.



Pre-installation Planning

Packet Fusion is responsible for conducting most pre-installation planning. The installation will be based on this information and any significant change after it is completed may result in additional charges.

Installation

During the installation Packet Fusion shall perform the following tasks:

- Ensure that all resources read and understand COMB's Request for Proposal and PFI's Response as indicative of the required Scope of Work for the project.
- Conduct a kick off meeting at Customer's site to review the project and create a time line with associated tasks for all parties involved.
- Provide a project manager to oversee the installation and act as a liason between Customer, Customer's vendors working on the project and Packet Fusion.
- Produce a project plan with milestones and dates upon completion of the kick off meeting.
- Assist in ordering telco from the chosen vendor.
- Install chassis, modules, and software purchased.
- Consult and assist in the design of COMB's Network – local area network/metropolitan area network/wide area network (LAN/MAN/WAN) including IP architecture, virtual local area networks (VLANs), quality of service, resiliency, and recommended security stance. COMB will perform actual network configuration after design is complete.
- Delivery, setup, installation, and configuration of the hardware components and affiliated software for TELEPHONY SYSTEM. This includes mounting in a Customer-provided and installed rack or Customer provided and installed wallboard.

- Unbox phones, assemble wallmount kits and bases, flash phones (with the assistance of COMB) and layout phones in the appropriate locations (desks, wall, etc.)
- Provide the most current version of all software that ShoreTel offers.
- Install all optional features purchased (i.e. voicemail, voice mail upgrades, call center, IM engine, call recording, call accounting, e911, etc.)
- Configure TELEPHONY SYSTEM, extensions, dial plans, telco circuits and telephones.
- Provide VoIP "Readiness Assessment" test and report
- Program, label (using Customer-provided labeling plan), and test TELEPHONY SYSTEM telephones purchased at time of installation purchase.
- Provide link from Telco demark if within 10 feet of TELEPHONY SYSTEM location to TELEPHONY SYSTEM
- Verify TELEPHONY SYSTEM and configuration
- Utilize test plan to insure that all items installed and configured by Packet Fusion are properly working according to TELEPHONY SYSTEM specifications, and meet the stated requirements of COMB
- Provide end user and system administration training per the RFP
- Provide all documentation for TELEPHONY SYSTEM
- Provide a drawing indicating the logical layout of the installed TELEPHONY SYSTEM.
- Provide written documentation of the TELEPHONY SYSTEM configuration, dial plan, and extensions that were installed and configured by Packet Fusion.

Web Portal:

With your purchase, like all Packet Fusion customers, COMB will have a personalized Web Portal into the Packet Fusion corporate system. This will allow you to review and expedite all ongoing relations with Packet Fusion, such as placing and tracking service requests, placing orders for additional phones, reviewing account statements and links to support and reference material.

Project Management:

Packet Fusion adheres to a rigorous standard of project management for each of its contracted solutions. This entails the assignment of a Packet Fusion Project Manager to the installation of your system who will establish milestones and coordinate all steps in the process. With this detail, COMB can be assured of a smooth, trouble-free and on-time completion of your transition to a new phone system.

Customer Requirements

During or prior to the installation, Customer or its representative shall perform the following tasks:

- Provide a liaison to manage Customer's participation in the installation and be available to support the project. This person will serve as a primary contact between Customer and Packet Fusion to assist in the execution and training associated with the project.
- Provide virtual private network (VPN) access to give Packet Fusion access to the TELEPHONY SYSTEM for remote system installation and configuration.
- Provide all required connectivity to the public switched telephone network.
- Insure that all required electrical facilities are in place to support the TELEPHONY SYSTEM installation and ongoing functionality.
- Provide assistance as reasonably required to define the procedures to handle Customer interactions.
- Identify up to 4 staff members to be trained in solution use. All of these agents must be reasonably available for ongoing "over-the-shoulder" training in Customer's facility where the solution is installed.
- Allow Packet Fusion reasonable access to the TELEPHONY SYSTEM components ("Components") during the term of this installation.
- Provide a script for each voice-greeting file to be recorded.
- Have a facility available for installation of the TELEPHONY SYSTEM. This facility will be suitable to provide a secure location for the Components, with adequate floor/rack space, power, ventilation, and voice and data network connectivity.

- Have all required outside telephone lines installed with connectivity to the facility.
- Have any required equipment racks and/or cable management hardware in place at the facility. Customer will provide such items as needed to meet Customer's requirements.
- If 19 inch rack space is not used and wall mounting is required, then Customer will have the 3/4 inch plywood mounted to the wall location for the TELEPHONY SYSTEM installation.
- Provide all necessary hardware and software associated with the VMWare, should the Customer opt to utilize their existing environment.

Other Project Considerations

Customer must have all paperwork and signatures returned to Packet Fusion within a reasonably adequate timeframe to facilitate equipment procurement. The typical lead-time is approximately four to five weeks. Cutover and service impacting work is quoted to be done when Customer can be without phone service for 1 to 2 hours. Proposed cutover date is to be determined.

Exclusions

The following are specifically excluded:

- Any and all cabling unless expressly included (patchcords and analog cross-connects are included and will be provided by Packet Fusion).
- All aspects relating to ordering, installation, or testing of circuits from dial tone provider. However, Packet Fusion will provide acceptance testing of the new circuits onto the ShoreTel system.
- Adds, moves or changes occurring after the installation is complete.
- Any obligation to provide installation services of future upgrades to any hardware or software, other than to correct defects of the installation.

This is all-exclusive contract price, subject to a lower adjustment, shall not exceed \$314,255.58 for a term of one (1) year, unless additions are mutually agreed upon.

PRICING OVERVIEW



INVESTMENT SUMMARY	
City Hall - HQ	\$ 93,726.05
City Yard	\$ 28,267.93
Public Safety Facility	\$ 84,114.80
Joslyn	\$ 5,834.49
Dial- A- Ride	\$ 4,392.27
Fire Station 2	\$ 6,238.69
Manhattan Heights	\$ 4,891.67
Cultural Arts	\$ 4,694.37
Metlox	\$ 2,778.25
OPX (6 Sites) (Incl. W/ City Hall)	\$ -
Spares	\$ 23,705.76
CONFERENCE BRIDGE	\$ 5,636.80
Next Level ACD- ShoreTel ECC	\$ 30,129.56
FAX SERVER	\$ 3,845.04
VoIP / LAN / WAN Assessment	\$ 2,500.00
Taxes @ 9.00%	\$ 13,699.94
TOTAL INVESTMENT	\$ 314,255.58
OPTIONAL ITEMS - (Not Included In Contract)	
MICROSOFT LYNC INTEGRATION (for 350 users)	\$ 22,020.00
OPTIONAL MOBILITY ROUTER (150 Users)	\$ 22,188.60
CALL RECORDING (ON-DEMAND RECORDING)	\$ -
SIPERATOR (SESSION BOARDER CONTROLLER - SBC)	\$ -
OPTIONAL Browser Click-to-Dial (50 Users)	\$ 2,012.00
911 OPTIONS	\$ -
TELCO	\$ -
SIPERATOR (SESSION BOARDER CONTROLLER - SBC)	\$ -
SPEECH RECOGNITION	\$ -
PATH SOLUTIONS	\$ -
DoubleTake Software (OPTIONAL Mirrored Redundancy)	\$ -

Quote Number: TB-2014-1006-COMB Quote Date: 4/1/2015 Project: RFP #992-15 Telecommunications Customer Name: City of Manhattan Beach Customer Contact: Gwen Eng Location: PROPOSAL SUMMARY - ALL LOCATIONS	Packet Fusion Team John Ghyselinc, Engineer jghyselinc@packetfusion.com Kasey Nelson, Sales Manager knelson@packetfusion.com Dylan Smith dsmith@packetfusion.com
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PROPOSAL SUMMARY - ALL LOCATIONS				
QTY	PART #	DESCRIPTION	PRICE	XTENDED
APPLIANCES				
1	10320	ShoreGear 30	\$ 1,595.00	\$ 1,595.00
0	10259	ShoreGear 50 (For Smaller Sites-Connect up to 4 POTS and 2 Analog Exts)	\$ 1,995.00	\$ -
5	10324	ShoreGear 50V - 50 IP phones, 2 Analog exts, 4 LS trunks, 50 mailboxes, 22 hrs of storage.	\$ 2,495.00	\$ 12,475.00
5	10260	ShoreGear 90 (Included Additional switches for N+1 local and global redundancy)	\$ 2,995.00	\$ 14,975.00
1	10325	ShoreGear 90V - 90 IP phones, 4 Analog exts, 8 LS trunks, 90 mailboxes, 56 hrs of storage.	\$ 3,695.00	\$ 3,695.00
0	10261	ShoreGear 220T1	\$ 5,995.00	\$ -
0	10229	ShoreGear 220T1A	\$ 6,495.00	\$ -
4	10321	ShoreGear 24A (Analog Stations, OPX, Paging & Fax)	\$ 2,995.00	\$ 11,980.00
3	10322	ShoreGear T1k (PRI's)	\$ 3,495.00	\$ 10,485.00
12	10223	19" relay rack shelf for 1/2 U ShoreGear Units	\$ 95.00	\$ 1,140.00
PHONES				
0	10217	ShorePhone IP 115 - Silver /Black	\$ 159.00	\$ -
0	10198	ShorePhone IP212k - Silver/Black	\$ 299.00	\$ -
0	10196	ShorePhone IP230 - Silver/Black	\$ 259.00	\$ -
0	10268	ShorePhone IP230G - Silver/Black ("Spares" for VPN Concentrator Users)	\$ 329.00	\$ -
0	10218	ShorePhone IP265 Color Screen - Silver/Black	\$ 369.00	\$ -
0	10204	ShorePhone IP560G - Silver/Black	\$ 429.00	\$ -
0	10221	ShorePhone IP565G Color Screen - Silver/Black	\$ 599.00	\$ -
16	10368	ShorePhone IP655 - 12-line, backlit, touch screen, color display (Conference Rooms)	\$ 749.00	\$ 11,984.00
16	10401	Remote Microphone Pod IP655 - QTY 2 (Extended Mics for IP 655 Phones)	\$ 195.00	\$ 3,120.00
19	10175	ShorePhone BB 24 - Silver/Black (Will swap out for new model next year for free)	\$ 349.00	\$ 6,631.00
2	10384	IP930D DECT Phone Starter Kit - (Includes Base, Handset & Charger) (DECT Phone)	\$ 599.00	\$ 1,198.00
0	10386	IP 930D DECT BASE Phone (Add-on) - US/ Canada - Requires ST 14 or later	\$ 499.00	\$ -
0	10388	IP930D DECT Handset Charger (spare)	\$ 29.00	\$ -
0	10449	IP930D DECT Phone Radio Repeater -Requires ST 14 or later	\$ 249.00	\$ -
4	10439	ShorePhone IP420 - 2 line phone - Black (requires 14.x) (Courtesy Phones)	\$ 189.00	\$ 756.00
0	10437	ShorePhone IP480 - 8 line phone - Black (requires 14.x)	\$ 299.00	\$ -
0	10438	ShorePhone IP480G - 8 line phone Gig - Black (Standard Staff, Admin & Exec Phones)	\$ 369.00	\$ -
350	10436	ShorePhone IP485G - 8 line phone Gig Color LCD - Black	\$ 429.00	\$ 150,150.00
0	10157	ShorePhone Power Adaptor (minimum 10 w/o phone order)	\$ 35.00	\$ -
		Black IP 200 / 500 Phone color? Silver or Black		
LICENSES & SERVERS				
335	30035	Extension & Mailbox License (Voicemail & Unified Messaging)	\$ 200.00	\$ 67,000.00
62	30039	Extension-only License (Analog Stations, OPX, Paging, Fax, Conf. Phones & Spare Analog Phones)	\$ 140.00	\$ 8,680.00
179	30040	Mailbox-only License	\$ 90.00	\$ 16,110.00
0	30041	Add'l Language License	\$ 995.00	\$ -
0	30043	SIP Trunk Software License	\$ 50.00	\$ -
0	30053	SIP Device License	\$ 30.00	\$ -
1	21020	Distributed Voice Services License (Distributed Unified Communications and Vmail for City Yard and Public Safety)	\$ 995.00	\$ 995.00
8	30044	Additional Site License	\$ 495.00	\$ 3,960.00
335	30001	Personal Communicator	No Charge	No Charge
22	30052	Professional Communicator ("Spares" Softphone Users)	\$ 80.00	\$ 1,760.00
1	40002	Operator Communicator	\$ 595.00	\$ 595.00
TRIPP LITE UPS				
2	SMART1500CRMXL	SMART PRO UPS 1500VA COMPACT 2U RM 120V 8 OUTLET	\$ 1,037.98	\$ 2,075.97
1	BP48V27-2US	TRIPP LITE EXT 48V BTRY PK FOR SLCT 2U RK/TWR UPS SYS CUST PAY FRT	\$ 878.86	\$ 878.86
1	BP48V242U	XL BATTERY PACK FOR SMART PRO 1500-3000VA 2U RACKMOUNT UPS	\$ 549.48	\$ 549.48
7	SMART750RMXL2U	SMART PRO UPS 750VA RM 2U 120V 5-15P LINE-INT 6OUT XL USB DB9 SLOT	\$ 520.17	\$ 3,641.18
SERVER / MDF MATERIAL				
0	60150	Small Business Edition Server (ShoreTel UC Server 20): Celeron E3400/2.6GHz, 4GB RAM, 500GB HD. Ships with Microsoft Windows Server 2008 R2 for Telecom	\$ 1,500.00	\$ -
1	Dell - R410	PowerEdge R410 - Single Intel Xeon E5502 / Single 160 GB HD / Single PS	\$ 4,350.00	\$ 4,350.00
1	Dell - R410	PowerEdge R410 - Dual Intel Xeon E5502 / Dual 160 GB HD / Dual PS	\$ 5,250.00	\$ 5,250.00
2	MDF	MDF Material (24 Port Patch Panel, IP Power Strip, 16 GB USB, Serial Cable)	\$ 450.00	\$ 900.00
7	MDF	MDF Material (24 Port Patch Panel with preminated amphenol)	\$ 150.00	\$ 1,050.00
<input type="checkbox"/> YES <input type="checkbox"/> No California Installation site? Yes or No			Equipment Subtotal	\$ 347,979.49
			Installation / Training	\$ 44,662.50
			1 Year Premium Partner Support	\$ 13,931.22
			Sub-Total	\$ 406,573.21
			ShoreTel Equipment / PFI Discount	\$ (148,028.98)
			TOTAL INVESTMENT	\$ 258,544.23

Quote Number: TB-2014-1006-COMB Quote Date: 4/1/2015 Project: RFP #992-15 Telecommunication Customer Name: City of Manhattan Beach Customer Contact: Gwen Eng Location: City Hall - HQ	Packet Fusion Team John Ghyselink, Engineer jghyselink@packetfusion.com Kasey Nelson, Sales Manager knelson@packetfusion.com Dylan Smith dsmith@packetfusion.com Order Processing, Jaemi Kim Jkim@packetfusion.com
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City Hall - HQ				
QTY	PART #	DESCRIPTION	PRICE	XTENDED
APPLIANCES				
0	10320	ShoreGear 30	\$ 1,595.00	\$ -
0	10259	ShoreGear 50	\$ 1,995.00	\$ -
0	10324	ShoreGear 50V - 50 IP phones, 2 Analog exts, 4 LS trunks, 50 mailboxes, 22 hrs of storage.	\$ 2,495.00	\$ -
3	10260	ShoreGear 90 (Includes Additional Switch for N+1 Redundancy)	\$ 2,995.00	\$ 8,985.00
0	10325	ShoreGear 90V - 90 IP phones, 4 Analog exts, 8 LS trunks, 90 mailboxes, 56 hrs of storage.	\$ 3,695.00	\$ -
0	10261	ShoreGear 220T1	\$ 5,995.00	\$ -
0	10229	ShoreGear 220T1A	\$ 6,495.00	\$ -
3	10321	ShoreGear 24A (Analog Stations + Fax + OPX Lines + Paging & 6 Party Conf. Calling)	\$ 2,995.00	\$ 8,985.00
2	10322	ShoreGear T1k (2 PRI's at City Hall)	\$ 3,495.00	\$ 6,990.00
3	10223	19" relay rack shelf for 1/2 U ShoreGear Units	\$ 95.00	\$ 285.00
PHONES				
0	10217	ShorePhone IP 115 - Silver /Black	\$ 159.00	\$ -
0	10198	ShorePhone IP212k - Silver/Black	\$ 299.00	\$ -
0	10196	ShorePhone IP230 - Silver/Black	\$ 259.00	\$ -
0	10268	ShorePhone IP230G - Silver/Black	\$ 329.00	\$ -
0	10218	ShorePhone IP265 Color Screen - Silver/Black	\$ 369.00	\$ -
0	10204	ShorePhone IP560G - Silver/Black	\$ 429.00	\$ -
0	10221	ShorePhone IP565G Color Screen - Silver/Black	\$ 599.00	\$ -
9	10368	ShorePhone IP655 - 12-line, backlit ,touch screen, color display (Conference Rooms)	\$ 749.00	\$ 6,741.00
9	10401	Remote Microphone Pod IP655 - QTY 2 (Extended Mics for IP 655 Phones)	\$ 195.00	\$ 1,755.00
8	10175	ShorePhone BB 24 - Silver/Black (Will swap out for new model next year for free)	\$ 349.00	\$ 2,792.00
0	10384	IP930D DECT Phone Starter Kit - US / Canada (Includes Base, Handset & Charger) - Re	\$ 599.00	\$ -
0	10386	IP930D DECT BASE Phone (Add-on) - US/ Canada - Requires ST 14 or later	\$ 499.00	\$ -
0	10388	IP930D DECT Handset Charger (spare)	\$ 29.00	\$ -
0	10449	IP930D DECT Phone Radio Repeater -Requires ST 14 or later	\$ 249.00	\$ -
0	10439	ShorePhone IP420 - 2 line phone - Black (requires 14.x)	\$ 189.00	\$ -
0	10437	ShorePhone IP480 - 8 line phone - Black (requires 14.x)	\$ 299.00	\$ -
0	10438	ShorePhone IP480G - 8 line phone Gig - Black (Standard Staff, Admin & Exec Phones)	\$ 369.00	\$ -
107	10436	ShorePhone IP485G - 8 line phone Gig Color LCD - Black	\$ 429.00	\$ 45,903.00
0	10157	ShorePhone Power Adaptor	\$ 35.00	\$ -
	Black	IP 200 / 500 Phone color? Silver or Black		
LICENSES & SERVERS				
131	30035	Extension & Mailbox License (Voicemail & Unified Messaging- includes OPX Users)	\$ 200.00	\$ 26,200.00
28	30039	Extension-only License (Analog Stations + Fax + Fax Server+ Paging & Conf. Phones)	\$ 140.00	\$ 3,920.00
0	30040	Mailbox-only License	\$ 90.00	\$ -
0	30041	Add'l Language License	\$ 995.00	\$ -
0	30043	SIP Trunk Software License	\$ 50.00	\$ -
0	30053	SIP Device License	\$ 30.00	\$ -
0	21020	Distributed Voice Services License	\$ 995.00	\$ -
0	30044	Additional Site License	\$ 495.00	\$ -
131	40005	Personal Communicator	No Charge	No Charge
12	30052	Professional Communicator	\$ 80.00	\$ 960.00
1	40006	Operator Communicator (PC Attendant Console Desktop Application)	\$ 595.00	\$ 595.00
TRIPP LITE UPS'				
1	SMART1500CRMXL	SMART PRO UPS 1500VA COMPACT 2U RM 120V 8 OUTLET	\$ 1,037.98	\$ 1,037.98
1	BP48V27-2US	TRIPP LITE EXT 48V BTRY PK FOR SLCT 2U RK/TWR UPS SYS CUST PAY FRT	\$ 878.86	\$ 878.86
0	BP48V242U	XL BATTERY PACK FOR SMART PRO 1500-3000VA 2U RACKMOUNT UPS	\$ 549.48	\$ -
0	SMART750RMXL2U	SMART PRO UPS 750VA RM2U 120V 5-15P LINE-INT 6OUT XL USB DB9 SLOT	\$ 520.17	\$ -
SERVER / MDF MATERIAL				
0	60150	Small Business Edition Server (ShoreTel UC Server 20): Celeron E3400/2.6GHz, 4GB RAM, 500GB HD. Ships with Microsoft Windows Server 2008 R2 for Telecom	\$ 1,500.00	\$ -
0	Dell - R410	PowerEdge R420 - Single Intel Xeon E5502 / Single 160 GB HD / Single PS	\$ 4,350.00	\$ -
1	Dell - R410	PowerEdge R420 - Dual Intel Xeon E5502 / Dual 160 GB HD / Dual PS	\$ 5,250.00	\$ 5,250.00
1	MDF	MDF Material (24 Port Patch Panel, IP Power Strip, 16 GB USB, Serial Cable)	\$ 450.00	\$ 450.00
0	MDF	MDF Material (24 Port Patch Panel with preminated amphenol)	\$ 150.00	\$ -
<input type="checkbox"/> YES <input type="checkbox"/> No California Installation site? Yes or No			Equipment Subtotal	\$ 121,727.85
			Installation / Training	\$ 17,887.50
			1 Year Premium Partner Support - No Advanced Replacement of Phones	\$ 5,162.95
			Sub-Total	\$ 144,778.30
			Shoretel Equipment / PR Discount	\$ (51,052.25)
			TOTAL INVESTMENT	\$ 93,726.05

Quote Number: TB-2014-1006-COMB Quote Date: 4/1/2015 Project: RFP #992-15 Telecommunication Customer Name: City of Manhattan Beach Customer Contact: Gwen Eng Location: City Yard	Packet Fusion Team John Ghyselink, Engineer jghyselink@packetfusion.com Kasey Nelson, Sales Manager knelson@packetfusion.com Dylan Smith dsmith@packetfusion.com Order Processing, Jaemi Kim jkim@packetfusion.com
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City Yard				
QTY	PART #	DESCRIPTION	PRICE	XTENDED
APPLIANCES				
0	10320	ShoreGear 30	\$ 1,595.00	\$ -
0	10259	ShoreGear 50	\$ 1,995.00	\$ -
0	10324	ShoreGear 50V - 50 mailboxes max, 22 hrs of storage.	\$ 2,495.00	\$ -
0	10260	ShoreGear 90	\$ 2,995.00	\$ -
1	10325	ShoreGear 90V - 90 malboxes max, 56 hrs of storage.	\$ 3,695.00	\$ 3,695.00
0	10261	ShoreGear 220T1	\$ 5,995.00	\$ -
0	10229	ShoreGear 220T1A	\$ 6,495.00	\$ -
0	10321	ShoreGear 24A	\$ 2,995.00	\$ -
0	10322	ShoreGear T1k	\$ 3,495.00	\$ -
1	10223	19" relay rack shelf for 1/2 U ShoreGear Units	\$ 95.00	\$ 95.00
PHONES				
0	10217	ShorePhone IP 115 - Silver /Black	\$ 159.00	\$ -
0	10198	ShorePhone IP212k - Silver/Black	\$ 299.00	\$ -
0	10196	ShorePhone IP230 - Silver/Black	\$ 259.00	\$ -
0	10268	ShorePhone IP230G - Silver/Black	\$ 329.00	\$ -
0	10218	ShorePhone IP265 Color Screen - Silver/Black	\$ 369.00	\$ -
0	10204	ShorePhone IP560G - Silver/Black	\$ 429.00	\$ -
0	10221	ShorePhone IP565G Color Screen - Silver/Black	\$ 599.00	\$ -
1	10368	ShorePhone IP655 - 12-line, backlit touch screen, color display (Conference Rooms)	\$ 749.00	\$ 749.00
1	10401	Remote Microphone Pod IP655 - QTY 2 (Extended Mics for IP 655 Phones)	\$ 195.00	\$ 195.00
4	10175	ShorePhone BB 24 - Silver/Black (Will swap out for new model next year for free)	\$ 349.00	\$ 1,396.00
0	10384	IP930D DECT Phone Starter Kit - US / Canada (Includes Base, Handset & Charger) - Re	\$ 599.00	\$ -
0	10386	IP930D DECT BASE Phone (Add-on) - US/ Canada - Requires ST 14 or later	\$ 499.00	\$ -
0	10388	IP930D DECT Handset Charger (spare)	\$ 29.00	\$ -
0	10449	IP930D DECT Phone Radio Repeater -Requires ST 14 or later	\$ 249.00	\$ -
0	10439	ShorePhone IP420 - 2 line phone - Black (requires 14.x)	\$ 189.00	\$ -
0	10437	ShorePhone IP480 - 8 line phone - Black (requires 14.x)	\$ 299.00	\$ -
0	10438	ShorePhone IP480G - 8 line phone Gig - Black (Standard Staff, Admin & Exec Phones)	\$ 369.00	\$ -
48	10436	ShorePhone IP485G - 8 line phone Gig Color LCD - Black	\$ 429.00	\$ 20,592.00
0	10157	ShorePhone Power Adaptor	\$ 35.00	\$ -
	Black	IP 200 / 500 Phone color? Silver or Black		
LICENSES & SERVERS				
49	30035	Extension & Mailbox License (Voicemail & Unified Messaging)	\$ 200.00	\$ 9,800.00
2	30039	Extension-only License (Conference Phones & Analog Stations)	\$ 140.00	\$ 280.00
0	30040	Mailbox-only License	\$ 90.00	\$ -
0	30041	Add'l Language License	\$ 995.00	\$ -
0	30043	SIP Trunk Software License	\$ 50.00	\$ -
0	30053	SIP Device License	\$ 30.00	\$ -
0	21020	Distributed Voice Services License	\$ 995.00	\$ -
1	30044	Additional Site License	\$ 495.00	\$ 495.00
49	40005	Personal Communicator	No Charge	No Charge
0	30052	Professional Communicator	\$ 80.00	\$ -
0	40006	Operator Communicator	\$ 595.00	\$ -
TRIPP LITE UPS'				
0	SMART1500CRMXL	SMART PRO UPS 1500VA COMPACT 2U RM 120V 8 OUTLET	\$ 1,037.98	\$ -
0	BP48V27-2US	TRIPP LITE EXT 48V BTRY PK FOR SLCT 2U RK/TWR UPS SYS CUST PAYFRT	\$ 878.86	\$ -
0	BP48V242U	XL BATTERY PACK FOR SMART PRO 1500-3000VA 2U RACKMOUNT UPS	\$ 549.48	\$ -
1	SMART750RMXL2U	SMART PRO UPS 750VA RM 2U 120V 5-15P LINE-INT 6OUT XL USB DB9 SLOT	\$ 520.17	\$ 520.17
SERVER / MDF MATERIAL				
0	60150	Small Business Edition Server (ShoreTel UC Server 20): Celeron E3400/2.6GHz, 4GB RAM, 500GB HD. Ships with Microsoft Windows Server 2008 R2 for Telecom (For DVS)	\$ 1,500.00	\$ -
0	Dell - R410	PowerEdge R420 - Single Intel Xeon E5502 / Single 160 GB HD / Single PS	\$ 4,350.00	\$ -
0	Dell - R410	PowerEdge R420 - Dual Intel Xeon E5502 / Dual 160 GB HD / Dual PS	\$ 5,250.00	\$ -
0	MDF	MDF Material (24 Port Patch Panel, IP Power Strip, 16 GB USB, Serial Cable)	\$ 450.00	\$ -
1	MDF	MDF Material (24 Port Patch Panel with preminated amphenal)	\$ 150.00	\$ 150.00
<input type="checkbox"/> YES <input type="checkbox"/> No California Installation site? Yes or No			Equipment Subtotal	\$ 37,967.17
			Installation / Training	\$ 5,737.50
			1 Year Premium Partner Support - No Advanced Replacement of Phones	\$ 1,202.81
			Sub-Total	\$ 44,907.48
			Shoretel Equipment / PRI Discount	\$ (16,639.55)
			TOTAL INVESTMENT	\$ 28,267.93

Quote Number: TB-2014-1006-COMB Quote Date: 4/1/2015 Project: RFP #992-15 Telecommunication Customer Name: City of Manhattan Beach Customer Contact: Gwen Eng Location: Public Safety Facility	Packet Fusion Team John Ghyselinc, Engineer jghyselinc@packetfusion.com Kasey Nelson, Sales Manager knelson@packetfusion.com Dylan Smith dsmith@packetfusion.com Order Processing, Jaemi Kim jkim@packetfusion.com
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Public Safety Facility				
QTY	PART #	DESCRIPTION	PRICE	XTENDED
APPLIANCES				
0	10320	ShoreGear 30	\$ 1,595.00	\$ -
0	10259	ShoreGear 50	\$ 1,995.00	\$ -
0	10324	ShoreGear 50V - 50 mailboxes max, 22 hrs of storage.	\$ 2,495.00	\$ -
2	10260	ShoreGear 90	\$ 2,995.00	\$ 5,990.00
0	10325	ShoreGear 90V - 90 mailboxes max, 56 hrs of storage.	\$ 3,695.00	\$ -
0	10261	ShoreGear 220T1	\$ 5,995.00	\$ -
0	10229	ShoreGear 220T1A	\$ 6,495.00	\$ -
1	10321	ShoreGear 24A (Analog Stations & Paging)	\$ 2,995.00	\$ 2,995.00
1	10322	ShoreGear T1k (1 PRI)	\$ 3,495.00	\$ 3,495.00
2	10223	19" relay rack shelf for 1/2 U ShoreGear Units	\$ 95.00	\$ 190.00
PHONES				
0	10217	ShorePhone IP 115 - Silver /Black	\$ 159.00	\$ -
0	10198	ShorePhone IP212k - Silver/Black	\$ 299.00	\$ -
0	10196	ShorePhone IP230 - Silver/Black	\$ 259.00	\$ -
0	10268	ShorePhone IP230G - Silver/Black	\$ 329.00	\$ -
0	10218	ShorePhone IP265 Color Screen - Silver/Black	\$ 369.00	\$ -
0	10204	ShorePhone IP560G - Silver/Black	\$ 429.00	\$ -
0	10221	ShorePhone IP565G Color Screen - Silver/Black	\$ 599.00	\$ -
6	10368	ShorePhone IP655 - 12-line, backlit, touch screen, color display (Conference Room)	\$ 749.00	\$ 4,494.00
6	10401	Remote Microphone Pod IP655 - QTY 2 (Extended Mics for IP 655 Phones)	\$ 195.00	\$ 1,170.00
5	10175	ShorePhone BB 24 - Silver/Black (Will swap out for new model next year for free)	\$ 349.00	\$ 1,745.00
1	10384	IP930D DECT Phone Starter Kit - (Includes Base, Handset & Charger) (DECT Phone)	\$ 599.00	\$ 599.00
0	10386	IP930D DECT BASE Phone (Add-on) - US/ Canada - Requires ST 14 or later	\$ 499.00	\$ -
0	10388	IP930D DECT Handset Charger (spare)	\$ 29.00	\$ -
0	10449	IP930D DECT Phone Radio Repeater -Requires ST 14 or later	\$ 249.00	\$ -
4	10439	ShorePhone IP420 - 2 line phone - Black (Courtesy Phones)	\$ 189.00	\$ 756.00
0	10437	ShorePhone IP480 - 8 line phone - Black (requires 14.x)	\$ 299.00	\$ -
0	10438	ShorePhone IP480G - 8 line phone Gig - Black (Standard Staff, Admin & Exec Phones)	\$ 369.00	\$ -
117	10436	ShorePhone IP485G - 8 line phone Gig Color LCD - Black	\$ 429.00	\$ 50,193.00
0	10157	ShorePhone Power Adaptor	\$ 35.00	\$ -
	Black	IP 200 / 500 Phone color? Silver or Black		
LICENSES & SERVERS				
128	30035	Extension & Mailbox License (Voicemail & Unified Messaging-includes DECT	\$ 200.00	\$ 25,600.00
25	30039	Extension-only License (Analog Stations, Courtesy Phones, Conf. Phones &	\$ 140.00	\$ 3,500.00
0	30040	Mailbox-only License	\$ 90.00	\$ -
0	30041	Add'l Language License	\$ 995.00	\$ -
0	30043	SIP Trunk Software License	\$ 50.00	\$ -
0	30053	SIP Device License	\$ 30.00	\$ -
1	21020	Distributed Voice Services License	\$ 995.00	\$ 995.00
1	30044	Additional Site License	\$ 495.00	\$ 495.00
128	40005	Personal Communicator	No Charge	No Charge
0	30052	Professional Communicator	\$ 80.00	\$ -
0	40006	Operator Communicator	\$ 595.00	\$ -
TRIPP LITE UPS'				
1	SMART1500CRMXL	SMART PRO UPS 1500VA COMPACT 2U RM 120V 8 OUTLET	\$ 1,037.98	\$ 1,037.98
0	BP48V27-2US	TRIPP LITE EXT 48V BTRY PK FOR SLCT 2U RK/TWR UPS SYS CUST PAY FRT	\$ 878.86	\$ -
1	BP48V242U	XL BATTERY PACK FOR SMART PRO 1500-3000VA 2U RACKMOUNT UPS	\$ 549.48	\$ 549.48
0	SMART750RMXL2U	SMART PRO UPS 750VA RM 2U 120V 5-15P LINE-INT 6OUT XL USB DB9 SLOT	\$ 520.17	\$ -
SERVER / MDF MATERIAL				
0	60150	Small Business Edition Server (ShoreTel UC Server 20): Celeron E3400/2.6GHz, 4GB RAM, 500GB HD. Ships with Microsoft Windows Server 2008 R2 for Telecom	\$ 1,500.00	\$ -
1	Dell - R410	PowerEdge R420 - Single Intel Xeon E5502 / Single 160 GB HD / Single PS (DVS)	\$ 4,350.00	\$ 4,350.00
0	Dell - R410	PowerEdge R420 - Dual Intel Xeon E5502 / Dual 160 GB HD / Dual PS	\$ 5,250.00	\$ -
1	MDF	MDF Material (24 Port Patch Panel, IP Power Strip, 16 GB USB, Serial Cable)	\$ 450.00	\$ 450.00
0	MDF	MDF Material (24 Port Patch Panel with preminated amphenol)	\$ 150.00	\$ -
<input type="checkbox"/> YES California Installation site? Yes or No 1 Year Premium Partner Support - No Advanced Replacement of Phones			Equipment Subtotal	\$ 108,604.46
			Installation / Training	\$ 17,212.50
			Sub-Total	\$ 129,788.76
			Shoretel Equipment / PR Discount	\$ (45,673.96)
			TOTAL INVESTMENT	\$ 84,114.80

Quote Number: TB-2014-1006-COMB Quote Date: 4/1/2015 Project: RFP #992-15 Telecommunication Customer Name: City of Manhattan Beach Customer Contact: Gwen Eng Location: Joslyn	Packet Fusion Team John Ghyselinck, Engineer jghyselinck@packetfusion.com Kasey Nelson, Sales Manager knelson@packetfusion.com Dylan Smith dsmith@packetfusion.com Order Processing, Jaemi Kim jkim@packetfusion.com
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JOSLYN				
QTY	PART #	DESCRIPTION	PRICE	XTENDED
APPLIANCES				
0	10320	ShoreGear 30	\$ 1,595.00	\$ -
0	10259	ShoreGear 50	\$ 1,995.00	\$ -
1	10324	ShoreGear 50V - 50 mailboxes max, 22 hrs of storage. (2 backup analog lines)	\$ 2,495.00	\$ 2,495.00
0	10260	ShoreGear 90	\$ 2,995.00	\$ -
0	10325	ShoreGear 90V - 90 mailboxes max, 56 hrs of storage.	\$ 3,695.00	\$ -
0	10261	ShoreGear 220T1	\$ 5,995.00	\$ -
0	10229	ShoreGear 220T1A	\$ 6,495.00	\$ -
0	10321	ShoreGear 24A	\$ 2,995.00	\$ -
0	10322	ShoreGear T1k	\$ 3,495.00	\$ -
1	10223	19" relay rack shelf for 1/2 U ShoreGear Units	\$ 95.00	\$ 95.00
PHONES				
0	10217	ShorePhone IP 115 - Silver /Black	\$ 159.00	\$ -
0	10198	ShorePhone IP212k - Silver/Black	\$ 299.00	\$ -
0	10196	ShorePhone IP230 - Silver/Black	\$ 259.00	\$ -
0	10268	ShorePhone IP230G - Silver/Black	\$ 329.00	\$ -
0	10218	ShorePhone IP265 Color Screen - Silver/Black	\$ 369.00	\$ -
0	10204	ShorePhone IP560G - Silver/Black	\$ 429.00	\$ -
0	10221	ShorePhone IP565G Color Screen - Silver/Black	\$ 599.00	\$ -
0	10368	ShorePhone IP655 - 12-line, backlit touch screen, color display	\$ 749.00	\$ -
0	10401	Remote Microphone Pod IP655 - QTY 2	\$ 195.00	\$ -
0	10175	ShorePhone BB 24 - Silver/Black	\$ 349.00	\$ -
0	10384	IP930D DECT Phone Starter Kit - US / Canada (Includes Base, Handset & Charger) - F	\$ 599.00	\$ -
0	10386	IP930D DECT BASE Phone (Add-on) - US/ Canada - Requires ST 14 or later	\$ 499.00	\$ -
0	10388	IP930D DECT Handset Charger (spare)	\$ 29.00	\$ -
0	10449	IP930D DECT Phone Radio Repeater -Requires ST 14 or later	\$ 249.00	\$ -
0	10439	ShorePhone IP420 - 2 line phone - Black (requires 14.x)	\$ 189.00	\$ -
0	10437	ShorePhone IP480 - 8 line phone - Black (requires 14.x)	\$ 299.00	\$ -
0	10438	ShorePhone IP480G - 8 line phone Gig - Black (Standard Staff, Admin & Exec Phones)	\$ 369.00	\$ -
7	10436	ShorePhone IP485G - 8 line phone Gig Color LCD - Black	\$ 429.00	\$ 3,003.00
0	10157	ShorePhone Power Adaptor	\$ 35.00	\$ -
	Black	IP 200 / 500 Phone color? Silver or Black		
LICENSES & SERVERS				
7	30035	Extension & Mailbox License (Voicemail & Unified Messaging)	\$ 200.00	\$ 1,400.00
0	30039	Extension-only License	\$ 140.00	\$ -
0	30040	Mailbox-only License	\$ 90.00	\$ -
0	30041	Add'l Language License	\$ 995.00	\$ -
0	30043	SIP Trunk Software License	\$ 50.00	\$ -
0	30053	SIP Device License	\$ 30.00	\$ -
0	21020	Distributed Voice Services License	\$ 995.00	\$ -
1	30044	Additional Site License	\$ 495.00	\$ 495.00
7	40005	Personal Communicator	No Charge	No Charge
0	30052	Professional Communicator	\$ 80.00	\$ -
0	40006	Operator Communicator	\$ 595.00	\$ -
TRIPP LITE UPS'				
0	SMART1500CRMXL	SMART PRO UPS 1500VA COMPACT 2U RM 120V 8 OUTLET	\$ 1,037.98	\$ -
0	BP48V27-2US	TRIPP LITE EXT 48V BTRY PK FOR SLCT 2U RK/TWR UPS SYS CUST PAY FRT	\$ 878.86	\$ -
0	BP48V242U	XL BATTERY PACK FOR SMART PRO 1500-3000VA 2U RACKMOUNT UPS	\$ 549.48	\$ -
1	SMART750RMXL2U	SMART PRO UPS 750VA RM 2U 120V 5-15P LINE-INT 6OUT XL USB DB9 SLOT	\$ 520.17	\$ 520.17
SERVER / MDF MATERIAL				
0	60150	Small Business Edition Server (ShoreTel UC Server 20): Celeron E3400/2.6GHZ, 4GB RAM, 500GB HD. Ships with Microsoft Windows Server 2008 R2 for Telecom	\$ 1,500.00	\$ -
0	Dell - R410	PowerEdge R420 - Single Intel Xeon E5502 / Single 160 GB HD / Single PS	\$ 4,350.00	\$ -
0	Dell - R410	PowerEdge R420 - Dual Intel Xeon E5502 / Dual 160 GB HD / Dual PS	\$ 5,250.00	\$ -
0	MDF	MDF Material (24 Port Patch Panel, IP Power Strip, 16 GB USB, Serial Cable)	\$ 450.00	\$ -
1	MDF	MDF Material (24 Port Patch Panel with preminated amphenol)	\$ 150.00	\$ 150.00
<input type="checkbox"/> YES California Installation site? Yes or No 1 Year Premium Partner Support - No Advanced Replacement of Phones			Equipment Subtotal	\$ 8,158.17
			Installation / Training	\$ 787.50
			1 Year Premium Partner Support - No Advanced Replacement of Phones	\$ 412.41
			Sub-Total	\$ 9,358.08
			Shoretel Equipment / PI Discount	\$ (3,523.59)
			TOTAL INVESTMENT	\$ 5,834.49

Quote Number: TB-2014-1006-COMB Quote Date: 4/1/2015 Project: RFP #992-15 Telecommunication Customer Name: City of Manhattan Beach Customer Contact: Gwen Eng Location: Dial-A-Ride	Packet Fusion Team John Ghyselincq, Engineer jghyselincq@packetfusion.com Kasey Nelson, Sales Manager knelson@packetfusion.com Dyan Smith dsmith@packetfusion.com Order Processing, Jaemi Kim jkim@packetfusion.com
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Dial- A-Ride				
QTY	PART #	DESCRIPTION	PRICE	XTENDED
APPLIANCES				
0	10320	ShoreGear 30	\$ 1,595.00	\$ -
0	10259	ShoreGear 50	\$ 1,995.00	\$ -
1	10324	ShoreGear 50V - 50 mailboxes max, 22 hrs of storage. (2 backup analog lines)	\$ 2,495.00	\$ 2,495.00
0	10260	ShoreGear 90	\$ 2,995.00	\$ -
0	10325	ShoreGear 90V - 90 mailboxes max, 56 hrs of storage.	\$ 3,695.00	\$ -
0	10261	ShoreGear 220T1	\$ 5,995.00	\$ -
0	10229	ShoreGear 220T1A	\$ 6,495.00	\$ -
0	10321	ShoreGear 24A	\$ 2,995.00	\$ -
0	10322	ShoreGear T1k	\$ 3,495.00	\$ -
1	10223	19" relay rack shelf for 1/2 U ShoreGear Units	\$ 95.00	\$ 95.00
PHONES				
0	10217	ShorePhone IP 115 - Silver /Black	\$ 159.00	\$ -
0	10198	ShorePhone IP212k - Silver/Black	\$ 299.00	\$ -
0	10196	ShorePhone IP230 - Silver/Black	\$ 259.00	\$ -
0	10268	ShorePhone IP230G - Silver/Black	\$ 329.00	\$ -
0	10218	ShorePhone IP265 Color Screen - Silver/Black	\$ 369.00	\$ -
0	10204	ShorePhone IP560G - Silver/Black	\$ 429.00	\$ -
0	10221	ShorePhone IP565G Color Screen - Silver/Black	\$ 599.00	\$ -
0	10368	ShorePhone IP655 - 12-line, backlit, touch screen, color display	\$ 749.00	\$ -
0	10401	Remote Microphone Pod IP655 - QTY 2	\$ 195.00	\$ -
0	10175	ShorePhone BB 24 - Silver/Black	\$ 349.00	\$ -
0	10384	IP930D DECT Phone Starter Kit - US / Canada (Includes Base, Handset & Charger) -	\$ 599.00	\$ -
0	10386	IP930D DECT BASE Phone (Add-on) - US/ Canada - Requires ST 14 or later	\$ 499.00	\$ -
0	10388	IP930D DECT Handset Charger (spare)	\$ 29.00	\$ -
0	10449	IP930D DECT Phone Radio Repeater -Requires ST 14 or later	\$ 249.00	\$ -
0	10439	ShorePhone IP420 - 2 line phone - Black (requires 14.x)	\$ 189.00	\$ -
0	10437	ShorePhone IP480 - 8 line phone - Black (requires 14.x)	\$ 299.00	\$ -
0	10438	ShorePhone IP480G - 8 line phone Gig - Black (Standard Staff, Admin & Exec Phones)	\$ 369.00	\$ -
4	10436	ShorePhone IP485G - 8 line phone Gig Color LCD - Black	\$ 429.00	\$ 1,716.00
0	10157	ShorePhone Power Adaptor	\$ 35.00	\$ -
	Black	IP 200 / 500 Phone color? Silver or Black		
LICENSES & SERVERS				
4	30035	Extension & Mailbox License	\$ 200.00	\$ 800.00
0	30039	Extension-only License	\$ 140.00	\$ -
0	30040	Mailbox-only License	\$ 90.00	\$ -
0	30041	Add'l Language License	\$ 995.00	\$ -
0	30043	SIP Trunk Software License	\$ 50.00	\$ -
0	30053	SIP Device License	\$ 30.00	\$ -
0	21020	Distributed Voice Services License	\$ 995.00	\$ -
1	30044	Additional Site License	\$ 495.00	\$ 495.00
4	40005	Personal Communicator	No Charge	No Charge
0	30052	Professional Communicator	\$ 80.00	\$ -
0	40006	Operator Communicator	\$ 595.00	\$ -
TRIPP LITE UPS'				
0	SMART1500CRMXL	SMART PRO UPS 1500VA COMPACT 2U RM 120V 8 OUTLET	\$ 1,037.98	\$ -
0	BP48V27-2US	TRIPP LITE EXT 48V BTRY PK FOR SLCT 2U RK/TWR UPS SYS CUST PAY FRT	\$ 878.86	\$ -
0	BP48V242U	XL BATTERY PACK FOR SMART PRO 1500-3000VA 2U RACKMOUNT UPS	\$ 549.48	\$ -
1	SMART750RMXL2U	SMART PRO UPS 750VA RM 2U 120V 5-15P LINE-INT 6OUT XL USB DB9 SLOT	\$ 520.17	\$ 520.17
SERVER / MDF MATERIAL				
0	60150	Small Business Edition Server (ShoreTel UC Server 20): Celeron E3400/2.6GHz, 4GB RAM, 500GB HD. Ships with Microsoft Windows Server 2008 R2 for Telecom	\$ 1,500.00	\$ -
0	Dell - R410	PowerEdge R420 - Single Intel Xeon E5502 / Single 160 GB HD / Single PS	\$ 4,350.00	\$ -
0	Dell - R410	PowerEdge R420 - Dual Intel Xeon E5502 / Dual 160 GB HD / Dual PS	\$ 5,250.00	\$ -
0	MDF	MDF Material (24 Port Patch Panel, IP Power Strip, 16 GB USB, Serial Cable)	\$ 450.00	\$ -
1	MDF	MDF Material (24 Port Patch Panel with preminated amphenol)	\$ 150.00	\$ 150.00
<input type="checkbox"/> YES California Installation site? Yes or No 1 Year Premium Partner Support - No Advanced Replacement of Phones			Equipment Subtotal	\$ 6,271.17
			Installation / Training	\$ 450.00
			Sub-Total	\$ 7,085.58
			Shoretel Equipment / PFI Discount	\$ (2,693.31)
			TOTAL INVESTMENT	\$ 4,392.27

Quote Number: TB-2014-1006-COMB Quote Date: 4/1/2015 Project: RFP #992-15 Telecommunication Customer Name: City of Manhattan Beach Customer Contact: Gwen Eng Location: Fire Station 2	Packet Fusion Team John Ghyselincq, Engineer jghyselincq@packetfusion.com Kasey Nelson, Sales Manager knelson@packetfusion.com Dylan Smith dsmith@packetfusion.com Order Processing, Jaemi Kim jkim@packetfusion.com
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Fire Station 2				
QTY	PART #	DESCRIPTION	PRICE	XTENDED
APPLIANCES				
0	10320	ShoreGear 30	\$ 1,595.00	\$ -
0	10259	ShoreGear 50	\$ 1,995.00	\$ -
1	10324	ShoreGear 50V - 50 mailboxes max, 22 hrs of storage. (2 backup analog lines)	\$ 2,495.00	\$ 2,495.00
0	10260	ShoreGear 90	\$ 2,995.00	\$ -
0	10325	ShoreGear 90V - 90 mailboxes max, 56 hrs of storage.	\$ 3,695.00	\$ -
0	10261	ShoreGear 220T1	\$ 5,995.00	\$ -
0	10229	ShoreGear 220T1A	\$ 6,495.00	\$ -
0	10321	ShoreGear 24A	\$ 2,995.00	\$ -
0	10322	ShoreGear T1k	\$ 3,495.00	\$ -
1	10223	19" relay rack shelf for 1/2 U ShoreGear Units	\$ 95.00	\$ 95.00
PHONES				
0	10217	ShorePhone IP 115 - Silver /Black	\$ 159.00	\$ -
0	10198	ShorePhone IP212k - Silver/Black	\$ 299.00	\$ -
0	10196	ShorePhone IP230 - Silver/Black	\$ 259.00	\$ -
0	10268	ShorePhone IP230G - Silver/Black	\$ 329.00	\$ -
0	10218	ShorePhone IP265 Color Screen - Silver/Black	\$ 369.00	\$ -
0	10204	ShorePhone IP560G - Silver/Black	\$ 429.00	\$ -
0	10221	ShorePhone IP565G Color Screen - Silver/Black	\$ 599.00	\$ -
0	10368	ShorePhone IP655 - 12-line, backlit, touch screen, color display	\$ 749.00	\$ -
0	10401	Remote Microphone Pod IP655 - QTY 2	\$ 195.00	\$ -
0	10175	ShorePhone BB 24 - Silver/Black	\$ 349.00	\$ -
0	10384	IP930D DECT Phone Starter Kit - US / Canada (Includes Base, Handset & Charger) - F	\$ 599.00	\$ -
0	10386	IP930D DECT BASE Phone (Add-on) - US/ Canada - Requires ST 14 or later	\$ 499.00	\$ -
0	10388	IP930D DECT Handset Charger (spare)	\$ 29.00	\$ -
0	10449	IP930D DECT Phone Radio Repeater -Requires ST 14 or later	\$ 249.00	\$ -
0	10439	ShorePhone IP420 - 2 line phone - Black (requires 14.x)	\$ 189.00	\$ -
0	10437	ShorePhone IP480 - 8 line phone - Black (requires 14.x)	\$ 299.00	\$ -
0	10438	ShorePhone IP480G - 8 line phone Gig - Black (Standard Staff, Admin & Exec Phones)	\$ 369.00	\$ -
7	10436	ShorePhone IP485G - 8 line phone Gig Color LCD - Black	\$ 429.00	\$ 3,003.00
0	10157	ShorePhone Power Adaptor	\$ 35.00	\$ -
	Black	IP 200 / 500 Phone color? Silver or Black		
LICENSES & SERVERS				
7	30035	Extension & Mailbox License (Voicemail & Unified Messaging)	\$ 200.00	\$ 1,400.00
2	30039	Extension-only License (Analog Stations)	\$ 140.00	\$ 280.00
0	30040	Mailbox-only License	\$ 90.00	\$ -
0	30041	Add'l Language License	\$ 995.00	\$ -
0	30043	SIP Trunk Software License	\$ 50.00	\$ -
0	30053	SIP Device License	\$ 30.00	\$ -
0	21020	Distributed Voice Services License	\$ 995.00	\$ -
1	30044	Additional Site License	\$ 495.00	\$ 495.00
7	40005	Personal Communicator	No Charge	No Charge
0	30052	Professional Communicator	\$ 80.00	\$ -
0	40006	Operator Communicator	\$ 595.00	\$ -
TRIPP LITE UPS'				
0	SMART1500CRMXL	SMART PRO UPS 1500VA COMPACT 2U RM 120V 8 OUTLET	\$ 1,037.98	\$ -
0	BP48V27-2US	TRIPP LITE EXT 48V BTRY PK FOR SLCT 2U RK/TWR UPS SYS CUST PAY FRT	\$ 878.86	\$ -
0	BP48V242U	XL BATTERY PACK FOR SMART PRO 1500-3000VA 2U RACKMOUNT UPS	\$ 549.48	\$ -
1	SMART750RMXL2U	SMART PRO UPS 750VA RM 2U 120V 5-15P LINE-INT 6OUT XL USB DB9 SLOT	\$ 520.17	\$ 520.17
SERVER / MDF MATERIAL				
0	60150	Small Business Edition Server (ShoreTel UC Server 20): Celeron E3400/2.6GHz, 4GB RAM, 500GB HD. Ships with Microsoft Windows Server 2008 R2 for Telecom	\$ 1,500.00	\$ -
0	Dell - R410	PowerEdge R420 - Single Intel Xeon E5502 / Single 160 GB HD / Single PS	\$ 4,350.00	\$ -
0	Dell - R410	PowerEdge R420 - Dual Intel Xeon E5502 / Dual 160 GB HD / Dual PS	\$ 5,250.00	\$ -
0	MDF	MDF Material (24 Port Patch Panel, IP Power Strip, 16 GB USB, Serial Cable)	\$ 450.00	\$ -
1	MDF	MDF Material (24 Port Patch Panel with preminated amphenol)	\$ 150.00	\$ 150.00
			Equipment Subtotal	\$ 8,438.17
<input checked="" type="checkbox"/> YES California Installation site? Yes or No			Installation / Training	\$ 1,012.50
			1 Year Premium Partner Support - No Advanced Replacement of Phones	\$ 434.81
			Sub-Total	\$ 9,885.48
			Shoretel Equipment / PF Discount	\$ (3,646.79)
			TOTAL INVESTMENT	\$ 6,238.69

Quote Number: TB-2014-1006-COMB Quote Date: 4/1/2015 Project: RFP #992-15 Telecommunication Customer Name: City of Manhattan Beach Customer Contact: Gwen Eng Location: Manhattan Heights	Packet Fusion Team John Ghyselincq, Engineer jghyselincq@packetfusion.com Kasey Nelson, Sales Manager knelson@packetfusion.com Dylan Smith dsmith@packetfusion.com Order Processing, Jaemi Kim jkim@packetfusion.com
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Manhattan Heights				
QTY	PART #	DESCRIPTION	PRICE	XTENDED
APPLIANCES				
0	10320	ShoreGear 30	\$ 1,595.00	\$ -
0	10259	ShoreGear 50	\$ 1,995.00	\$ -
1	10324	ShoreGear 50V - 50 mailboxes max, 22 hrs of storage. (2 backup analog lines)	\$ 2,495.00	\$ 2,495.00
0	10260	ShoreGear 90	\$ 2,995.00	\$ -
0	10325	ShoreGear 90V - 90 mailboxes max, 56 hrs of storage.	\$ 3,695.00	\$ -
0	10261	ShoreGear 220T1	\$ 5,995.00	\$ -
0	10229	ShoreGear 220T1A	\$ 6,495.00	\$ -
0	10321	ShoreGear 24A	\$ 2,995.00	\$ -
0	10322	ShoreGear T1k	\$ 3,495.00	\$ -
1	10223	19" relay rack shelf for 1/2 U ShoreGear Units	\$ 95.00	\$ 95.00
PHONES				
0	10217	ShorePhone IP 115 - Silver /Black	\$ 159.00	\$ -
0	10198	ShorePhone IP212k - Silver/Black	\$ 299.00	\$ -
0	10196	ShorePhone IP230 - Silver/Black	\$ 259.00	\$ -
0	10268	ShorePhone IP230G - Silver/Black	\$ 329.00	\$ -
0	10218	ShorePhone IP265 Color Screen - Silver/Black	\$ 369.00	\$ -
0	10204	ShorePhone IP560G - Silver/Black	\$ 429.00	\$ -
0	10221	ShorePhone IP565G Color Screen - Silver/Black	\$ 599.00	\$ -
0	10368	ShorePhone IP655 - 12-line, backlit, touch screen, color display	\$ 749.00	\$ -
0	10401	Remote Microphone Pod IP655 - QTY2	\$ 195.00	\$ -
0	10175	ShorePhone BB 24 - Silver/Black	\$ 349.00	\$ -
1	10384	IP930D DECT Phone Starter Kit - (Includes Base, Handset & Charger) (DECT Phone)	\$ 599.00	\$ 599.00
0	10386	IP930D DECT BASE Phone (Add-on) - US/ Canada - Requires ST 14 or later	\$ 499.00	\$ -
0	10388	IP930D DECT Handset Charger (spare)	\$ 29.00	\$ -
0	10449	IP930D DECT Phone Radio Repeater -Requires ST 14 or later	\$ 249.00	\$ -
0	10439	ShorePhone IP420 - 2 line phone - Black (requires 14.x)	\$ 189.00	\$ -
0	10437	ShorePhone IP480 - 8 line phone - Black (requires 14.x)	\$ 299.00	\$ -
0	10438	ShorePhone IP480G - 8 line phone Gig - Black (Standard Staff, Admin & Exec Phones)	\$ 369.00	\$ -
3	10436	ShorePhone IP485G - 8 line phone Gig Color LCD - Black	\$ 429.00	\$ 1,287.00
0	10157	ShorePhone Power Adaptor	\$ 35.00	\$ -
	Black	IP 200 / 500 Phone color? Silver or Black		
LICENSES & SERVERS				
4	30035	Extension & Mailbox License (Voicemail & Unified Messaging)	\$ 200.00	\$ 800.00
2	30039	Extension-only License (Analog Stations)	\$ 140.00	\$ 280.00
0	30040	Mailbox-only License	\$ 90.00	\$ -
0	30041	Add'l Language License	\$ 995.00	\$ -
0	30043	SIP Trunk Software License	\$ 50.00	\$ -
0	30053	SIP Device License	\$ 30.00	\$ -
0	21020	Distributed Voice Services License	\$ 995.00	\$ -
1	30044	Additional Site License	\$ 495.00	\$ 495.00
4	40005	Personal Communicator	No Charge	No Charge
0	30052	Professional Communicator	\$ 80.00	\$ -
0	40006	Operator Communicator	\$ 595.00	\$ -
TRIPP LITE UPS'				
0	SMART1500CRMXL	SMART PRO UPS 1500VA COMPACT 2U RM 120V 8 OUTLET	\$ 1,037.98	\$ -
0	BP48V27-2US	TRIPP LITE EXT 48V BTRY PK FOR SLCT 2U RK/TWR UPS SYS CUST PAY FRT	\$ 878.86	\$ -
0	BP48V242U	XL BATTERY PACK FOR SMART PRO 1500-3000VA 2U RACKMOUNT UPS	\$ 549.48	\$ -
1	SMART750RMXL2U	SMART PRO UPS 750VA RM 2U 120V 5-15P LINE-INT 6OUT XL USB DB9 SLOT	\$ 520.17	\$ 520.17
SERVER / MDF MATERIAL				
0	60150	Small Business Edition Server (ShoreTel UC Server 20): Celeron E3400/2.6GHz, 4GB RAM, 500GB HD. Ships with Microsoft Windows Server 2008 R2 for Telecom	\$ 1,500.00	\$ -
0	Dell - R410	PowerEdge R420 - Single Intel Xeon E5502 / Single 160 GB HD / Single PS	\$ 4,350.00	\$ -
0	Dell - R410	PowerEdge R420 - Dual Intel Xeon E5502 / Dual 160 GB HD / Dual PS	\$ 5,250.00	\$ -
0	MDF	MDF Material (24 Port Patch Panel, IP Power Strip, 16 GB USB, Serial Cable)	\$ 450.00	\$ -
1	MDF	MDF Material (24 Port Patch Panel with preminated amphenol)	\$ 150.00	\$ 150.00
			Equipment Subtotal	\$ 6,721.17
<input checked="" type="checkbox"/> YES California installation site? Yes or No			Installation / Training	\$ 675.00
			1 Year Premium Partner Support - No Advanced Replacement of Phones	\$ 386.81
			Sub-Total	\$ 7,782.98
			Shoretel Equipment / PF Discount	\$ (2,891.31)
			TOTAL INVESTMENT	\$ 4,891.67

Quote Number: TB-2014-1006-COMB Quote Date: 4/1/2015 Project: RFP #992-15 Telecommunication Customer Name: City of Manhattan Beach Customer Contact: Gwen Eng Location: Cultural Arts	Packet Fusion Team John Ghyselincq, Engineer jghyselincq@packetfusion.com Kasey Nelson, Sales Manager knelson@packetfusion.com Dylan Smith dsmith@packetfusion.com Order Processing, Jaemi Kim jkim@packetfusion.com
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Cultural Arts				
QTY	PART #	DESCRIPTION	PRICE	XTENDED
APPLIANCES				
0	10320	ShoreGear 30	\$ 1,595.00	\$ -
0	10259	ShoreGear 50	\$ 1,995.00	\$ -
1	10324	ShoreGear 50V - 50 mailboxes max, 22 hrs of storage. (2 backup analog lines)	\$ 2,495.00	\$ 2,495.00
0	10260	ShoreGear 90	\$ 2,995.00	\$ -
0	10325	ShoreGear 90V - 90 mailboxes max, 56 hrs of storage.	\$ 3,695.00	\$ -
0	10261	ShoreGear 220T1	\$ 5,995.00	\$ -
0	10229	ShoreGear 220T1A	\$ 6,495.00	\$ -
0	10321	ShoreGear 24A	\$ 2,995.00	\$ -
0	10322	ShoreGear T1k	\$ 3,495.00	\$ -
1	10223	19" relay rack shelf for 1/2 U ShoreGear Units	\$ 95.00	\$ 95.00
PHONES				
0	10217	ShorePhone IP 115 - Silver /Black	\$ 159.00	\$ -
0	10198	ShorePhone IP212k - Silver/Black	\$ 299.00	\$ -
0	10196	ShorePhone IP230 - Silver/Black	\$ 259.00	\$ -
0	10268	ShorePhone IP230G - Silver/Black	\$ 329.00	\$ -
0	10218	ShorePhone IP265 Color Screen - Silver/Black	\$ 369.00	\$ -
0	10204	ShorePhone IP560G - Silver/Black	\$ 429.00	\$ -
0	10221	ShorePhone IP565G Color Screen - Silver/Black	\$ 599.00	\$ -
0	10368	ShorePhone IP655 - 12-line, backlit ,touch screen, color display	\$ 749.00	\$ -
0	10401	Remote Microphone Pod IP655 - QTY 2	\$ 195.00	\$ -
0	10175	ShorePhone BB 24 - Silver/Black	\$ 349.00	\$ -
0	10384	IP930D DECT Phone Starter Kit - US / Canada (Includes Base, Handset & Charger) - f	\$ 599.00	\$ -
0	10386	IP930D DECT BASE Phone (Add-on) - US/ Canada - Requires ST 14 or later	\$ 499.00	\$ -
0	10388	IP930D DECT Handset Charger (spare)	\$ 29.00	\$ -
0	10449	IP930D DECT Phone Radio Repeater -Requires ST 14 or later	\$ 249.00	\$ -
0	10439	ShorePhone IP420 - 2 line phone - Black (requires 14.x)	\$ 189.00	\$ -
0	10437	ShorePhone IP480 - 8 line phone - Black (requires 14.x)	\$ 299.00	\$ -
0	10438	ShorePhone IP480G - 8 line phone Gig - Black (Standard Staff, Admin & Exec Phones)	\$ 369.00	\$ -
4	10436	ShorePhone IP485G - 8 line phone Gig Color LCD - Black	\$ 429.00	\$ 1,716.00
0	10157	ShorePhone Power Adaptor	\$ 35.00	\$ -
	Black	IP 200 / 500 Phone color? Silver or Black		
LICENSES & SERVERS				
4	30035	Extension & Mailbox License (Voicemail & Unified Messaging)	\$ 200.00	\$ 800.00
1	30039	Extension-only License (Analog Station)	\$ 140.00	\$ 140.00
0	30040	Mailbox-only License	\$ 90.00	\$ -
0	30041	Add'l Language License	\$ 995.00	\$ -
0	30043	SIP Trunk Software License	\$ 50.00	\$ -
0	30053	SIP Device License	\$ 30.00	\$ -
0	21020	Distributed Voice Services License	\$ 995.00	\$ -
1	30044	Additional Site License	\$ 495.00	\$ 495.00
4	40005	Personal Communicator	No Charge	No Charge
0	30052	Professional Communicator	\$ 80.00	\$ -
0	40006	Operator Communicator	\$ 595.00	\$ -
TRIPP LITE UPS'				
0	SMART1500CRMXL	SMART PRO UPS 1500VA COMPACT 2U RM 120V 8 OUTLET	\$ 1,037.98	\$ -
0	BP48V27-2US	TRIPP LITE EXT 48V BTRY PK FOR SLCT 2U RK/TWR UPS SYS CUST PAY FRT	\$ 878.86	\$ -
0	BP48V242U	XL BATTERY PACK FOR SMART PRO 1500-3000VA 2U RACKMOUNT UPS	\$ 549.48	\$ -
1	SMART750RMXL2U	SMART PRO UPS 750VA RM 2U 120V 5-15P LINE-INT 6OUT XL USB DB9 SLOT	\$ 520.17	\$ 520.17
SERVER / MDF MATERIAL				
0	60150	Small Business Edition Server (ShoreTel UC Server 20): Celeron E3400/2.6GHz, 4GB RAM, 500GB HD. Ships with Microsoft Windows Server 2008 R2 for Telecom	\$ 1,500.00	\$ -
0	Dell - R410	PowerEdge R420 - Single Intel Xeon E5502 / Single 160 GB HD / Single PS	\$ 4,350.00	\$ -
0	Dell - R410	PowerEdge R420 - Dual Intel Xeon E5502 / Dual 160 GB HD / Dual PS	\$ 5,250.00	\$ -
0	MDF	MDF Material (24 Port Patch Panel, IP Power Strip, 16 GB USB, Serial Cable)	\$ 450.00	\$ -
1	MDF	MDF Material (24 Port Patch Panel with preminated amphenol)	\$ 150.00	\$ 150.00
			Equipment Subtotal	\$ 6,411.17
<input checked="" type="checkbox"/> YES California Installation site? Yes or No			Installation / Training	\$ 562.50
			1 Year Premium Partner Support - No Advanced Replacement of Phones	\$ 375.61
			Sub-Total	\$ 7,349.28
			Shoretel Equipment / PFI Discount	\$ (2,754.91)
			TOTAL INVESTMENT	\$ 4,594.37

Quote Number: TB-2014-1006-COMB Quote Date: 4/1/2015 Project: RFP #992-15 Telecommunication Customer Name: City of Manhattan Beach Customer Contact: Gwen Eng Location: Metlox	Packet Fusion Team John Ghyselink, Engineer jghyselink@packetfusion.com Kasey Nelson, Sales Manager knelson@packetfusion.com Dylan Smith dsmith@packetfusion.com Order Processing, Jaemi Kim jkim@packetfusion.com
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Metlox				
QTY	PART #	DESCRIPTION	PRICE	XTENDED
APPLIANCES				
1	10320	ShoreGear 30 (2 Backup Analog Lines & 2 Analog Stations)	\$ 1,595.00	\$ 1,595.00
0	10259	ShoreGear 50	\$ 1,995.00	\$ -
0	10324	ShoreGear 50V - 50 mailboxes max, 22 hrs of storage.	\$ 2,495.00	\$ -
0	10260	ShoreGear 90	\$ 2,995.00	\$ -
0	10325	ShoreGear 90V - 90 mailboxes max, 56 hrs of storage.	\$ 3,695.00	\$ -
0	10261	ShoreGear 220T1	\$ 5,995.00	\$ -
0	10229	ShoreGear 220T1A	\$ 6,495.00	\$ -
0	10321	ShoreGear 24A	\$ 2,995.00	\$ -
0	10322	ShoreGear T1k	\$ 3,495.00	\$ -
1	10223	19" relay rack shelf for 1/2 U ShoreGear Units	\$ 95.00	\$ 95.00
PHONES				
0	10217	ShorePhone IP 115 - Silver /Black	\$ 159.00	\$ -
0	10198	ShorePhone IP212k - Silver/Black	\$ 299.00	\$ -
0	10196	ShorePhone IP230 - Silver/Black	\$ 259.00	\$ -
0	10268	ShorePhone IP230G - Silver/Black	\$ 329.00	\$ -
0	10218	ShorePhone IP265 Color Screen - Silver/Black	\$ 369.00	\$ -
0	10204	ShorePhone IP560G - Silver/Black	\$ 429.00	\$ -
0	10221	ShorePhone IP565G Color Screen - Silver/Black	\$ 599.00	\$ -
0	10368	ShorePhone IP655 - 12-line, backlit ,touch screen, color display	\$ 749.00	\$ -
0	10401	Remote Microphone Pod IP655 - QTY 2	\$ 195.00	\$ -
0	10175	ShorePhone BB 24 - Silver/Black	\$ 349.00	\$ -
0	10384	IP930D DECT Phone Starter Kit - US / Canada (Includes Base, Handset & Charger) - I	\$ 599.00	\$ -
0	10386	IP930D DECT BASE Phone (Add-on) - US/ Canada - Requires ST 14 or later	\$ 499.00	\$ -
0	10388	IP930D DECT Handset Charger (spare)	\$ 29.00	\$ -
0	10449	IP930D DECT Phone Radio Repeater -Requires ST 14 or later	\$ 249.00	\$ -
0	10439	ShorePhone IP420 - 2 line phone - Black (requires 14.x)	\$ 189.00	\$ -
0	10437	ShorePhone IP480 - 8 line phone - Black (requires 14.x)	\$ 299.00	\$ -
0	10438	ShorePhone IP480G - 8 line phone Gig - Black (Standard Staff, Admin & Exec Phones)	\$ 369.00	\$ -
1	10436	ShorePhone IP485G - 8 line phone Gig Color LCD - Black	\$ 429.00	\$ 429.00
0	10157	ShorePhone Power Adaptor	\$ 35.00	\$ -
	Black	IP 200 / 500 Phone color? Silver or Black		
LICENSES & SERVERS				
1	30035	Extension & Mailbox License (Voicemail & Unified Messaging)	\$ 200.00	\$ 200.00
2	30039	Extension-only License (Analog Stations)	\$ 140.00	\$ 280.00
0	30040	Mailbox-only License	\$ 90.00	\$ -
0	30041	Add'l Language License	\$ 995.00	\$ -
0	30043	SIP Trunk Software License	\$ 50.00	\$ -
0	30053	SIP Device License	\$ 30.00	\$ -
0	21020	Distributed Voice Services License	\$ 995.00	\$ -
1	30044	Additional Site License	\$ 495.00	\$ 495.00
1	40005	Personal Communicator	No Charge	No Charge
0	30052	Professional Communicator	\$ 80.00	\$ -
0	40006	Operator Communicator	\$ 595.00	\$ -
TRIPP LITE UPS'				
0	SMART1500CRMXL	SMART PRO UPS 1500VA COMPACT 2U RM 120V 8 OUTLET	\$ 1,037.98	\$ -
0	BP48V27-2US	TRIPP LITE EXT 48V BTRY PK FOR SLCT 2U RK/TWR UPS SYS CUST PAY FRT	\$ 878.86	\$ -
0	BP48V242U	XL BATTERY PACK FOR SMART PRO 1500-3000VA 2U RACKMOUNT UPS	\$ 549.48	\$ -
1	SMART750RMXL2U	SMART PRO UPS 750VA RM 2U 120V 5-15P LINE-INT 6OUT XL USB DB9 SLOT	\$ 520.17	\$ 520.17
SERVER / MDF MATERIAL				
0	60150	Small Business Edition Server (ShoreTel UC Server 20): Celeron E3400/2.6GHz, 4GB RAM, 500GB HD. Ships with Microsoft Windows Server 2008 R2 for Telecom	\$ 1,500.00	\$ -
0	Dell - R410	PowerEdge R420 - Single Intel Xeon E5502 / Single 160 GB HD / Single PS	\$ 4,350.00	\$ -
0	Dell - R410	PowerEdge R420 - Dual Intel Xeon E5502 / Dual 160 GB HD / Dual PS	\$ 5,250.00	\$ -
0	MDF	MDF Material (24 Port Patch Panel, IP Power Strip, 16 GB USB, Serial Cable)	\$ 450.00	\$ -
1	MDF	MDF Material (24 Port Patch Panel with preminated amphenal)	\$ 150.00	\$ 150.00
<input type="checkbox"/> YES California Installation site? Yes or No 1 Year Premium Partner Support - No Advanced Replacement of Phones			Equipment Subtotal	\$ 3,764.17
			Installation / Training	\$ 337.50
			Sub-Total	\$ 4,368.48
			Shoretel Equipment / PFI Discount	\$ (1,590.23)
			TOTAL INVESTMENT	\$ 2,778.25

Quote Number: TB-2014-1006-COMB Quote Date: 4/1/2015 Project: RFP #992-15 Telecommunication Customer Name: City of Manhattan Beach Customer Contact: Gwen Eng Location: OPX (6 Sites) (Incl. W/ City Hall)	Packet Fusion Team John Ghyselinc, Engineer jghyselinc@packetfusion.com Kasey Nelson, Sales Manager knelson@packetfusion.com Dyan Smith dsmith@packetfusion.com Order Processing, Jaemi Kim jkim@packetfusion.com
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OPX (6 Sites) (Incl. W/ City Hall)				
QTY	PART #	DESCRIPTION	PRICE	XTENDED
APPLIANCES				
0	10320	ShoreGear 30	\$ 1,595.00	\$ -
0	10259	ShoreGear 50	\$ 1,995.00	\$ -
0	10324	ShoreGear 50V - 50 mailboxes max, 22 hrs of storage.	\$ 2,495.00	\$ -
0	10260	ShoreGear 90	\$ 2,995.00	\$ -
0	10325	ShoreGear 90V - 90 mailboxes max, 56 hrs of storage.	\$ 3,695.00	\$ -
0	10261	ShoreGear 220T1	\$ 5,995.00	\$ -
0	10229	ShoreGear 220T1A	\$ 6,495.00	\$ -
0	10321	ShoreGear 24A	\$ 2,995.00	\$ -
0	10322	ShoreGear T1k	\$ 3,495.00	\$ -
0	10223	19" relay rack shelf for 1/2 U ShoreGear Units	\$ 95.00	\$ -
PHONES				
0	10217	ShorePhone IP 115 - Silver/Black	\$ 159.00	\$ -
0	10198	ShorePhone IP212k - Silver/Black	\$ 299.00	\$ -
0	10196	ShorePhone IP230 - Silver/Black	\$ 259.00	\$ -
0	10268	ShorePhone IP230G - Silver/Black	\$ 329.00	\$ -
0	10218	ShorePhone IP265 Color Screen - Silver/Black	\$ 369.00	\$ -
0	10204	ShorePhone IP560G - Silver/Black	\$ 429.00	\$ -
0	10221	ShorePhone IP565G Color Screen - Silver/Black	\$ 599.00	\$ -
0	10368	ShorePhone IP655 - 12-line, backlit, touch screen, color display	\$ 749.00	\$ -
0	10401	Remote Microphone Pod IP655 - QTY 2	\$ 195.00	\$ -
0	10175	ShorePhone BB 24 - Silver/Black	\$ 349.00	\$ -
0	10384	IP930D DECT Phone Starter Kit - US / Canada (Includes Base, Handset & Charger) - f	\$ 599.00	\$ -
0	10386	IP930D DECT BASE Phone (Add-on) - US/ Canada - Requires ST 14 or later	\$ 499.00	\$ -
0	10388	IP930D DECT Handset Charger (spare)	\$ 29.00	\$ -
0	10449	IP930D DECT Phone Radio Repeater -Requires ST 14 or later	\$ 249.00	\$ -
0	10439	ShorePhone IP420 - 2 line phone - Black (requires 14.x)	\$ 189.00	\$ -
0	10437	ShorePhone IP480 - 8 line phone - Black (requires 14.x)	\$ 299.00	\$ -
0	10438	ShorePhone IP480G - 8 line phone Gig - Black (Standard Staff, Admin & Exec Phone	\$ 369.00	\$ -
0	10436	ShorePhone IP485G - 8 line phone Gig Color LCD - Black	\$ 429.00	\$ -
0	10157	ShorePhone Power Adaptor	\$ 35.00	\$ -
	Black	IP 200 / 500 Phone color? Silver or Black		
LICENSES & SERVERS				
0	30035	Extension & Mailbox License	\$ 200.00	\$ -
0	30039	Extension-only License	\$ 140.00	\$ -
0	30040	Mailbox-only License	\$ 90.00	\$ -
0	30041	Add'l Language License	\$ 995.00	\$ -
0	30043	SIP Trunk Software License	\$ 50.00	\$ -
0	30053	SIP Device License	\$ 30.00	\$ -
0	21020	Distributed Voice Services License	\$ 995.00	\$ -
0	30044	Additional Site License	\$ 495.00	\$ -
0	40005	Personal Communicator	No Charge	No Charge
0	30052	Professional Communicator	\$ 80.00	\$ -
0	40006	Operator Communicator	\$ 595.00	\$ -
TRIPP LITE UPS'				
0	SMART1500CRMXL	SMART PRO UPS 1500VA COMPACT 2U RM 120V 8 OUTLET	\$ 1,037.98	\$ -
0	BP48V27-2US	TRIPP LITE EXT 48V BTRY PK FOR SLCT 2U RK/TWR UPS SYS CUST PAY FRT	\$ 878.86	\$ -
0	BP48V242U	XL BATTERY PACK FOR SMART PRO 1500-3000VA 2U RACKMOUNT UPS	\$ 549.48	\$ -
0	SMART750RMXL2U	SMART PRO UPS 750VA RM 2U 120V 5-15P LINE-INT 6OUT XL USB DB9 SLOT	\$ 520.17	\$ -
SERVER / MDF MATERIAL				
0	60150	Small Business Edition Server (ShoreTel UC Server 20): Celeron E3400/2.6GHz, 4GB RAM, 500GB HD. Ships with Microsoft Windows Server 2008 R2 for Telecom	\$ 1,500.00	\$ -
0	Dell - R410	PowerEdge R420 - Single Intel Xeon E5502 / Single 160 GB HD / Single PS	\$ 4,350.00	\$ -
0	Dell - R410	PowerEdge R420 - Dual Intel Xeon E5502 / Dual 160 GB HD / Dual PS	\$ 5,250.00	\$ -
0	MDF	MDF Material (24 Port Patch Panel, IP Power Strip, 16 GB USB, Serial Cable)	\$ 450.00	\$ -
0	MDF	MDF Material (24 Port Patch Panel with preminated amphenol)	\$ 150.00	\$ -
<input type="checkbox"/> YES California Installation site? Yes or No			Equipment Subtotal	\$ -
			Installation / Training	\$ -
			1 Year Premium Partner Support - No Advanced Replacement of Phones	\$ -
			Sub-Total	\$ -
			Shoretel Equipment / PF Discount	\$ -
			TOTAL INVESTMENT	\$ -

Quote Number: TB-2014-1006-COMB Quote Date: 4/1/2015 Project: RFP #992-15 Telecommunication Customer Name: City of Manhattan Beach Customer Contact: Gwen Eng Location: Spare	Packet Fusion Team John Ghyselinc, Engineer jghyselinc@packetfusion.com Kasey Nelson, Sales Manager knelson@packetfusion.com Dylan Smith dsmith@packetfusion.com Order Processing, Jaemi Kim jkim@packetfusion.com
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Spares				
QTY	PART #	DESCRIPTION	PRICE	XTENDED
APPLIANCES				
0	10320	ShoreGear 30	\$ 1,595.00	\$ -
0	10259	ShoreGear 50	\$ 1,995.00	\$ -
0	10324	ShoreGear 50V - 50 mailboxes max, 22 hrs of storage.	\$ 2,495.00	\$ -
0	10260	ShoreGear 90	\$ 2,995.00	\$ -
0	10325	ShoreGear 90V - 90 mailboxes max, 56 hrs of storage.	\$ 3,695.00	\$ -
0	10261	ShoreGear 220T1	\$ 5,995.00	\$ -
0	10229	ShoreGear 220T1A	\$ 6,495.00	\$ -
0	10321	ShoreGear 24A	\$ 2,995.00	\$ -
0	10322	ShoreGear T1k	\$ 3,495.00	\$ -
0	10223	19" relay rack shelf for 1/2 U ShoreGear Units	\$ 95.00	\$ -
PHONES				
0	10217	ShorePhone IP 115 - Silver/Black	\$ 159.00	\$ -
0	10198	ShorePhone IP212k - Silver/Black	\$ 299.00	\$ -
0	10196	ShorePhone IP230 - Silver/Black	\$ 259.00	\$ -
0	10268	ShorePhone IP230G - Silver/Black (10 VPN Phones- Need to be paired w/ VPN Concentrator- see separate Optional Pricing)	\$ 329.00	\$ -
0	10218	ShorePhone IP265 Color Screen - Silver/Black	\$ 369.00	\$ -
0	10204	ShorePhone IP560G - Silver/Black	\$ 429.00	\$ -
0	10221	ShorePhone IP565G Color Screen - Silver/Black	\$ 599.00	\$ -
0	10368	ShorePhone IP655 - 12-line, backlit, touch screen, color display (Conference Rooms)	\$ 749.00	\$ -
0	10401	Remote Microphone Pod IP655 - QTY 2 (Extended Mics for IP 655 Phones)	\$ 195.00	\$ -
2	10175	ShorePhone BB 24 - Silver/Black (Will swap out for new model next year for free)	\$ 349.00	\$ 698.00
0	10384	IP930D DECT Phone Starter Kit - US / Canada (Includes Base, Handset & Charger) - R	\$ 599.00	\$ -
0	10386	IP930D DECT BASE Phone (Add-on) - US/ Canada - Requires ST 14 or later	\$ 499.00	\$ -
0	10388	IP930D DECT Handset Charger (spare)	\$ 29.00	\$ -
0	10449	IP930D DECT Phone Radio Repeater -Requires ST 14 or later	\$ 249.00	\$ -
0	10439	ShorePhone IP420 - 2 line phone - Black (requires 14.x)	\$ 189.00	\$ -
0	10437	ShorePhone IP480 - 8 line phone - Black (requires 14.x)	\$ 299.00	\$ -
0	10438	ShorePhone IP480G - 8 line phone Gig - Black (Standard Staff, Admin & Exec Phones)	\$ 369.00	\$ -
52	10436	ShorePhone IP485G - 8 line phone Gig Color LCD - Black	\$ 429.00	\$ 22,308.00
0	10157	ShorePhone Power Adaptor	\$ 35.00	\$ -
	Black	IP 200 / 500 Phone color? Silver or Black		
LICENSES & SERVERS				
0	30035	Extension & Mailbox License	\$ 200.00	\$ -
0	30039	Extension-only License	\$ 140.00	\$ -
179	30040	Mailbox-only License	\$ 90.00	\$ 16,110.00
0	30041	Add'l Language License	\$ 995.00	\$ -
0	30043	SIP Trunk Software License	\$ 50.00	\$ -
0	30053	SIP Device License	\$ 30.00	\$ -
0	21020	Distributed Voice Services License	\$ 995.00	\$ -
0	30044	Additional Site License	\$ 495.00	\$ -
0	40005	Personal Communicator	No Charge	No Charge
10	30052	Professional Communicator (Provides users with Softphone & P2P Video over VPN)	\$ 80.00	\$ 800.00
0	40006	Operator Communicator	\$ 595.00	\$ -
TRIPP LITE UPS				
0	SMART1500CRMXL	SMART PRO UPS 1500VA COMPACT 2U RM 120V 8 OUTLET	\$ 1,037.98	\$ -
0	BP48V27-2US	TRIPP LITE EXT 48V BTRY PK FOR SLCT 2U RK/TWR UPS SYS CUST PAY FRT	\$ 878.86	\$ -
0	BP48V242U	XL BATTERY PACK FOR SMART PRO 1500-3000VA 2U RACKMOUNT UPS	\$ 549.48	\$ -
0	SMART750RMXL2U	SMART PRO UPS 750VA RM 2U 120V 5-15P LINE-INT 6OUT XL USB DB9 SLOT	\$ 520.17	\$ -
SERVER / MDF MATERIAL				
0	60150	Small Business Edition Server (ShoreTel UC Server 20): Celeron E3400/2.6GHz, 4GB RAM, 500GB HD. Ships with Microsoft Windows Server 2008 R2 for Telecom	\$ 1,500.00	\$ -
0	Dell - R410	PowerEdge R420 - Single Intel Xeon E5502 / Single 160 GB HD / Single PS	\$ 4,350.00	\$ -
0	Dell - R410	PowerEdge R420 - Dual Intel Xeon E5502 / Dual 160 GB HD / Dual PS	\$ 5,250.00	\$ -
0	MDF	MDF Material (24 Port Patch Panel, IP Power Strip, 16 GB USB, Serial Cable)	\$ 450.00	\$ -
0	MDF	MDF Material (24 Port Patch Panel with preminated amphenol)	\$ 150.00	\$ -
<input type="checkbox"/> YES California Installation site? Yes or No			Equipment Subtotal	\$ 39,916.00
			Installation / Training	\$ -
			1 Year Premium Partner Support - No Advanced Replacement of Phones	\$ 1,352.80
			Sub-Total	\$ 41,268.80
			Shoretel Equipment / PFI Discount	\$ (17,563.04)
			TOTAL INVESTMENT	\$ 23,705.76

Quote Number: TB-2014-1006-COMB	Packet Fusion Team
Quote Date: 4/1/2015	John Ghyselincq, Engineer jghyselincq@packetfusion.com
Project: CONTACT CENTER	Kasey Nelson, Sales Manager knelson@packetfusion.com
Customer Name: City of Manhattan Beach	Order Processing, Jaemi Kim Jkim@packetfusion.com
Customer Contact: Gwen Eng	
Location: Next Level ACD- ShoreTel ECC	

Next Level ACD- ShoreTel ECC

QTY	PART #	DESCRIPTION	PRICE	XTENDED
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ShoreTel's Enterprise Contact Center (ECC): Powerful inbound call center solution with advanced routing, scheduled and abandoned callback features, supervisor real-time management tools and historical measurement tools. Advanced multimedia solution with voice/web/e-mail routing, outbound campaigns, CRM integration, intuitive scripting and self service modules.

- Advanced call routing (routing by ANI)
- Advanced reporting
- Overflow and Interflow
- Unified Desktop
- Skills Based Routing
- IVR Script Engine
- Geographic Redundancy
- In Queue Announcements
- Outbound Dialing
- CRM integration for Agents
- Advanced routing
- Outbound Dialing
- Real Time management
- Multiple music sources
- Presentation of Customer Information
- Multimedia routing (voice, email, web)
- Geographic Redundancy
- CRM integration

SOFTWARE				
QTY	PART #	DESCRIPTION	PRICE	XTENDED
1	30133	ECC Base 10 Package for release 7 and above - Includes server based software for contact center. Includes 10 Agent licenses (inbound voice / callbacks), 30 IVR Port, 1 Supervisor, 2 group/agent feed licenses	\$ 8,504.00	\$ 8,504.00
10	30122	Enterprise Contact Center Inbound Voice License for release 7 and above - Add-on 1 agent and 1 IVR Port (concurrent)	\$ 825.00	\$ 8,250.00
0	30123	ECC Outbound Campaign License for release 7 and above - 1 concurrent agent license for outbound campaign. This is an add on to inbound voice licenses. License consumed every time an agent logs into a group with ECC Email License for release 7 and above - 1 concurrent agent license for handling emails. Add on to inbound voice licenses. License is consumed every time an agent logs into a group that has email feature	\$ 400.00	\$ -
0	30124	ECC Web License for release 7 and above - 1 concurrent agent licenses for handling web chat. Add on to inbound voice licenses. License is consumed every time an agent logs into a group that has chat feature	\$ 400.00	\$ -
0	30125	Enterprise Contact Center IVR License for release 7 and above - One concurrent IVR port license. These are incremental licenses over either the ECC Base 10 Package or the ECC Base 10 IVR Package.	\$ 200.00	\$ -
4	30127	Enterprise Contact Center Supervisor License for release 7 and above - One concurrent supervisor license. Includes capability to access Agent manager, Director, Reports, GCCS and Wallboard Editor.	\$ 825.00	\$ 3,300.00
0	30128	Enterprise Contact Center Redundant Server License - License for the redundant or warm standby ECC server. Will be configured with the same licenses as the primary server.	\$ 6,500.00	\$ -
0	18023	ShoreTel Contact Center Real-time Monitoring Bundle (includes 1 CC Interaction Viewer user, 1 CCIR Transform Service & 5 CC Agent Dashboard user licenses). Must be installed on separate server from CC server	\$ 3,000.00	\$ -

CALL RECORDING				
QTY	PART #	DESCRIPTION	PRICE	XTENDED
1	18024	ShoreTel Call Recorder - Base package (5 simultaneous sessions) - Automated recording of external calls. Features rich, flexible recording profiles & web-based player for accessing recordings.	\$ 5,000.00	\$ 5,000.00
0	18025	ShoreTel Call Recorder - Add-on (5 simultaneous sessions). Combine with Base Package incrementally for increased concurrent call recording	\$ 200.00	\$ -

SERVER / MDF MATERIAL				
QTY	PART #	DESCRIPTION	PRICE	XTENDED
0	Dell - R420	PowerEdge R420 - Single Intel Xeon E5502 / Single 160 GB HD / Single	\$ 3,450.00	\$ -
1	Dell - R420	PowerEdge R420 - Dual Intel Xeon E5502 / Dual 160 GB HD / Dual PS	\$ 5,250.00	\$ 5,250.00
			Equipment Subtotal	\$ 30,304.00
			Installation / Training	\$ 8,425.00
			1 Year Premium Partner Support	\$ 2,424.32
			Sub-Total	\$ 41,153.32
			Shoretel Equipment / PF Discount	\$ (11,023.76)
			TOTAL INVESTMENT	\$ 30,129.56

Quote Number: TB-2014-1006-COMB	Packet Fusion Team
Quote Date: 4/1/2015	John Ghyselinck, Engineer jghyselinck@packetfusion.com
Project: RFP #992-15 Telecommuni	Kasey Nelson, Sales Manager knelson@packetfusion.com
Customer Name: City of Manhattan Beach	Order Processing, Jaemi Kim Jkim@packetfusion.com
Customer Contact: Gwen Eng	
Location: CONFERENCE BRIDGE	

CONFERENCE BRIDGE

QTY	PART #	DESCRIPTION	PRICE	XTENDED												
<p>When employees can communicate and collaborate easily across an organization —whether sharing information in a presentation, working on a document together or instant messaging (IM) each other— productivity and business performance improve. By combining voice and data over the enterprise phone system, ShoreTel Conferencing provides rich conferencing and collaboration features, cost-effectively. Conferencing and instant messaging services are fully managed through ShoreTel Director. Conferences are managed through an intuitive Microsoft Outlook add-on and via a conferencing Web portal.</p> <p>The SA-100 / SA-400 is a sealed appliance, optimized for resiliency and security, designed to run ShoreTel services such as integrated Audio Conferencing, Web Conferencing, and Instant Messaging.</p> <p>The SA-100 / SA-400 can be deployed anywhere, including into a corporate DMZ. The appliance has been tested with well-known security tools for potential application and network vulnerabilities.</p> <p>The SA 100 can scale to 50 simultaneous audio confernces, 30 simultaneous web conferences and 500 Simultaneous IM users. Upto (5) SA 100 or SA400 may be combined in a single stack to offer a single managment view. No single audio conference can exceed 50 simultaneous audio or 30 simultaneous web conferences or 500 simultaneous IM Sessions.</p> <p>The SA 400 can scale to 200 simultaneous audio confernces, 100 simultaneous web conferences and 2,000 Simultaneous IM users. Upto (5) SA 100 or SA400 may be combined in a single stack to offer a single managment view. No single audio conference can exceed 200 simultaneous audio or 100 simultaneous web conferences or 2,000 simultaneous IM sessions.</p> <p>FEATURES</p> <table border="0"> <tr> <td>-Instant Messaging (XMPP)*</td> <td>-Audio Conferencing (HD audio)</td> <td>-Managed by ShoreWare Director</td> </tr> <tr> <td>-Web Conferencing</td> <td>-Telephone Interface</td> <td>-Application Sharing</td> </tr> <tr> <td>-Document Sharing</td> <td>-Multiple Language Support</td> <td>-Secure</td> </tr> <tr> <td>-Built in Reporting</td> <td></td> <td></td> </tr> </table> <p>*IM is included no charge with the base Communicator client in release 13.1. **SA100 requires 12.1 or higher. SA 400 requires 12.3 or higher.</p>					-Instant Messaging (XMPP)*	-Audio Conferencing (HD audio)	-Managed by ShoreWare Director	-Web Conferencing	-Telephone Interface	-Application Sharing	-Document Sharing	-Multiple Language Support	-Secure	-Built in Reporting		
-Instant Messaging (XMPP)*	-Audio Conferencing (HD audio)	-Managed by ShoreWare Director														
-Web Conferencing	-Telephone Interface	-Application Sharing														
-Document Sharing	-Multiple Language Support	-Secure														
-Built in Reporting																

Conference Bridge				
1	60125	SA-100 appliance required to host Conferencing and Instant Messaging. Requires ShoreTel 12 or later. 50 audio / 30 web / 500 IM	\$ 2,995.00	\$ 2,995.00
0	60145	SA-400 appliance required to host Conferencing and Instant Messaging. Requires ShoreTel 12.3 or later. 200 audio / 100 web / 2,000 IM	\$ 12,995.00	\$ -
0	30091	10 Concurrent Audio Conferencing Ports. Requires ShoreTel 12.1 or later	\$ 1,750.00	\$ -
1	30093	10 Concurrent Web Conferencing Ports. Requires ShoreTel 12.3 or	\$ 1,750.00	\$ 1,750.00
			Equipment Subtotal	\$ 4,745.00
			Installation / Training	\$ 2,500.00
			1 Year Premium Partner Support - No Advanced Replacement of Phones	\$ 379.60
			Sub-Total	\$ 7,624.60
			Shoretel Equipment / PFI Discount	\$ (2,087.80)
			TOTAL INVESTMENT	\$ 5,536.80

Quote Number: TB-2014-1006-COMB	Packet Fusion Team
Quote Date: 4/1/2015	John Ghyselinck, Engineer jghyselinck@packetfusion.com
Project: FAX SERVER	Kasey Nelson, Sales Manager knelson@packetfusion.com
Customer Name: City of Manhattan Beach	Dylan Smith dsmith@packetfusion.com
Customer Contact: Gwen Eng	
Location: FAX SERVER	

FAX SERVER

QTY	PART #	DESCRIPTION	PRICE	XTENDED
MULTI-TECH				
<p>Our family of fax server solutions allows users to receive faxes wherever they are as e-mails and send faxes from any application that can print. By taking headquarters fax functionality and pushing it out to remote locations and mobile sales force, businesses cost-effectively increase productivity, while ensuring a high degree of security for both the sender and the recipient. Multi-Tech's FaxFinder is an easy to manage, scalable solution that is green and environmentally friendly, as it eliminates the need to keep paper records of fax communication.</p> <p>The FaxFinder® V.34 fax server is a turnkey solution that connects to an analog port(s) of a PBX capable of DID to DTMF conversion. It converts faxes to PDF or TIFF files allowing the user to send, receive, and route faxes to/from the desktop from any application that can print. Available in 1-, 2-, 4- or 8-port models, it provides for easy set-up and configuration via its web interface, and provides error correction for fast, reliable fax transmissions.</p> <p>AVAILABLE FEATURES:</p> <ul style="list-style-type: none"> - Available in 1, 2, 4 or 8 port models. - Utilizes DTMF to route faxes to email. - Faxes converted to PDF or TIFF files. - Includes a send fax client compatible with Windows Vista, 2003, XP and 2000. - Build one fax of multiple documents from multiple applications. - Schedule faxes to sent at a later time. - Faxes are routed to first available FaxFinder fax server. - Super G3 V.34/33.6K fax compression. - MH, MR and MMR compression. - Error Correction Mode (ECM) provides fast and reliable fax transmission. - Informs user of failed transmission via email. - Connects to 10/100BaseT Ethernet 				

FAX SERVER

0	FF240	Multi-Tech 2-Port V.34 Fax Server	\$ 1,799.00	\$ -
1	FF440	Multi-Tech 4-Port V.34 Fax Server	\$ 2,599.00	\$ 2,599.00
0	FF840	Multi-Tech 8-Port V.34 Fax Server	\$ 4,199.00	\$ -
*Each Fax Server Port Requires a Dedicated Analog Station Port from the ShoreTel System				
			Equipment Subtotal	\$ 2,599.00
			Installation / Training	\$ 1,250.00
			1 Year Premium Partner Support	\$ 307.92
			Sub-Total	\$ 4,156.92
			Equipment / PFI Discount	\$ (311.88)
			TOTAL INVESTMENT	\$ 3,845.04

Quote Number: TB-2014-1006-COMB Quote Date: 4/1/2015 Project: RFP #992-15 Telecommunication Customer Name: City of Manhattan Beach Customer Contact: Gwen Eng Location: ACD CALL CENTER - WORKGROUPS	Packet Fusion Team John Ghyselinc, Engineer jghyselinc@packetfusion.com Kasey Nelson, Sales Manager knelson@packetfusion.com Dylan Smith dsmith@packetfusion.com Order Processing, Jaemi Kim jkim@packetfusion.com
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ACD CALL CENTER - WORKGROUPS				
QTY	PART #	DESCRIPTION	PRICE	XTENDED
WORKGRUOPS / CALL CENTER				
0	40007	Agent Communicator (Workgroups- ShoreTel's inherent ACD Solution)	\$ 295.00	\$ -
0	40008	Supervisor Communicator (Workgroups- ShoreTel's inherent ACD Solution)	\$ 595.00	\$ -
0	18007	Bundle of three Enhanced ShoreWare Workgroup Reports (Abandoned Call, Target SLA, and Agent Daily Login/Logout) and ShoreWare Workgroup Monitor Application (Realtime performance monitor for ShoreTel Workarounds)	\$ 7,425.00	\$ -
0	18045	Report Scheduler - Application that runs, stores, and delivers ShoreTel CDR based historical reports (both built-in and Enhanced) unattended. Requires a separate Non	\$ 3,500.00	\$ -
0	18016	Outbound Campaign IVR Application. Base Package (5 Simultaneous Calls)	\$ 5,495.00	\$ -
0	18017	Outbound Announcements with transfer to agent	\$ 1,095.00	\$ -
0	18017	Outbound Campaign IVR Application. Add-on Bundle (5 Simultaneous Calls)	\$ 1,095.00	\$ -
0	18027	Cost Recovery Integration Application - Do Not Call Application Base Server License. Calls from a database (customer provided) can be blocked from being called.	\$ 4,000.00	\$ -
0	18028	Do Not Call Application Desktop User License.	\$ 40.00	\$ -
CRM INTEGRATION				
0	41002	CRM Integration Adapter: SALESFORCE.COM	\$ 200.00	\$ -
0	41004	CRM Integration Adapter: NETSUITE	\$ 200.00	\$ -
0	41005	CRM Integration Adapter: MS DYNAMICS	\$ 200.00	\$ -
SHORETEL's CALL RECORDING				
0	18024	ShoreTel Call Recorder - Base package (5 simultaneous sessions) - Automated recording of external calls. Features rich, flexible recording profiles & web-based player for accessing recordings.	\$ 5,000.00	\$ -
0	18025	ShoreTel Call Recorder - Add-on (5 simultaneous sessions). Combine with Base Package incrementally for increased concurrent call recording capacity.	\$ 200.00	\$ -
WEB DIALER				
0	93111	Single Web Dialer License. Provides click to dial functionality. One license per user is required. Supported configurations include IE (Windows) plus Chrome and Firefox	\$ 72.00	\$ -
0	18049	Base Bundle of 25 Web Dialer application licenses. Provides click to dial functionality. One license per user is required. Supported configurations include IE (Windows) plus Chrome and Firefox (Windows, Mac, Linux)	\$ 500.00	\$ -
0	18050	Base Bundle of 50 Web Dialer application licenses. Provides click to dial functionality. One license per user is required. Supported configurations include IE (Windows) plus Chrome and Firefox (Windows, Mac, Linux).	\$ 800.00	\$ -
0	18051	Add On Bundle of 5 ShoreTel Web Dialer licenses. Provides click to dial functionality. Supported configurations include IE (Windows) plus Chrome and Firefox (Windows, Mac, Linux). One license per user is required. Must first purchase a Base Bundle.	\$ 70.00	\$ -
APP DIALER				
0	18012	Single Application Dialer License. Provides click to dial functionality from within Microsoft applications. One license per user is required.	\$ 72.00	\$ -
0	18053	Base Bundle of 25 Application Dialer licenses. Provides click to dial functionality from within Microsoft applications. One license per user is required.	\$ 500.00	\$ -
0	18054	Base Bundle of 50 Application Dialer licenses. Provides click to dial functionality from within Microsoft applications. One license per user is required.	\$ 800.00	\$ -
0	18055	Add On Bundle of 5 Application Dialer licenses. Provides click to dial functionality from within Microsoft applications. One license per user is required. Must first	\$ 70.00	\$ -
WEB / APP DIALER - BUNDLE				
0	18057	Base Bundle of 25 Web Dialer plus 25 Application Dialer licenses. Provides click to dial functionality from within popular browsers and Microsoft applications.	\$ 600.00	\$ -
0	18058	Base Bundle of 50 Web Dialer plus 50 Application Dialer licenses. Provides click to dial functionality from within popular browsers and Microsoft applications.	\$ 1,000.00	\$ -
0	18059	Add On Bundle of 5 Web Dialer plus 5 Application Dialer licenses. Provides click to dial functionality from within popular browsers and Microsoft applications. Must first	\$ 90.00	\$ -
ENHANCED PAGING				
0	18029	ShoreTel Enhanced Paging Application - Base package - Enhanced Paging including Audio & Text Alerts	\$ 5,500.00	\$ -
0	18030	ShoreTel Enhanced Paging Application - Additional server instances. Needed for any location requiring this application other than main location.	\$ 500.00	\$ -
ACTIVE DIRECTORY				
0	93080	Active Directory (AD) Import Application. Auto Synchronizes ShoreTel System Directory with Microsoft AD information	\$ 5,800.00	\$ -
<input type="checkbox"/> YES California Installation site? Yes or No			Equipment Subtotal	\$ -
			Installation / Training	\$ -
			1 Year Premium Partner Support - No Advanced Replacement of Phones	\$ -
			Sub-Total	\$ -
			Shoretel Equipment / PR Discount	\$ -
			TOTAL INVESTMENT	\$ -

Quote Number: TB-2014-1006-COMB Quote Date: 4/1/2015 Project: VoIP / LAN / WAN Assessment Customer Name: City of Manhattan Beach Customer Contact: Gwen Eng Location: All Locations	Packet Fusion Team John Ghyselinck, Engineer jghyselinck@packetfusion.com Kasey Nelson, Sales Manager knelson@packetfusion.com Order Processing, Jaemi Kim jkim@packetfusion.com
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All Locations

QTY	PART #	DESCRIPTION	PRICE	XTENDED
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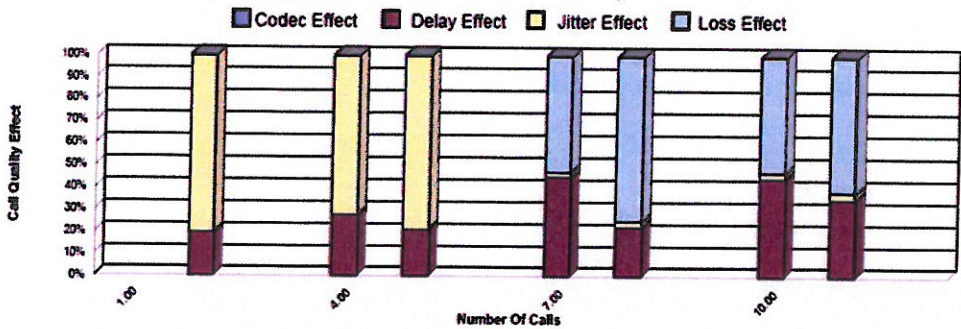
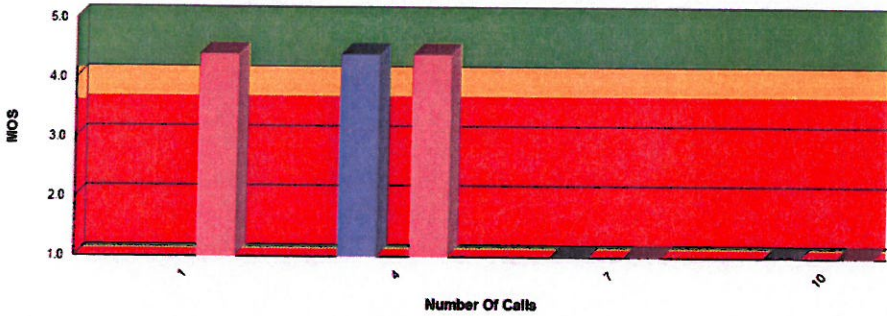
Voice-over-IP (VoIP) enables organizations to integrate voice and data into a single network and realize a wide range of benefits, including significant cost savings and reduced headaches associated with managing multiple networks.

But combining voice and data (and sometimes video) on the same corporate network is risky. You need sufficient bandwidth to support multiple services running concurrently, and you need to ensure acceptable quality and non-stop availability, even if new applications are added, traffic increases or the network itself changes.

If you're thinking about implementing a VoIP network, Packet Fusion can assess your situation and recommend and implement a configuration that meets your company's needs for the short and long term.

If you already have a VoIP network, or are thinking about adding voice on top of your existing data network, Packet Fusion can stress test any combination of network conditions, such as latency, packet loss, bandwidth congestion, BER, link disconnects, or traffic conditions, and make recommendations to improve performance and reliability.

For companies experiencing voice quality issues on their network, Packet Fusion can provide diagnostic tests to determine how to remedy the situation and side step issues that may occur when you make changes to your enterprise environment in the future.



1	Base Price for VoIP Assessment		\$	3,500.00	\$ 3,500.00
8	Number of Additional Sites		\$	500.00	\$ 4,000.00
				Subtotal	\$ 7,500.00
				Discount	\$ (5,000.00)
				Total	\$ 2,500.00

<p>Quote Number: TB-2014-1006-COMB Quote Date: 4/1/2015 Project: Maintenance / Support Customer Name: City of Manhattan Beach Customer Contact: Gwen Eng Location:</p>	<p style="text-align: center;">Packet Fusion Team</p> <p>John Ghyselinc, Engineer jghyselinc@packetfusion.com Kasey Nelson, Sales Manager knelson@packetfusion.com Dylan Smith dsmith@packetfusion.com</p>
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MAINTENANCE / SUPPORT - Excluding Optional Items

PAID UPFRONT OPTION:	
Year 1:	Included
Year 2: \$	17,043.06
Years 2 and 3 (3 years total) \$	28,973.20
Years 2, 3, 4 and 5 (5 years total) \$	55,389.95
	If included in agreement and paid upfront with original purchase. 10% Discount
	If included in agreement and paid upfront with original purchase. 15% Discount
PAID ANNUALLY OPTION:	
Year 1:	Included
Year 2: \$	17,043.06
Years 2 and 3 (3 years total) \$	31,529.66
Years 2, 3, 4 and 5 (5 years total) \$	61,781.09
	If included in agreement and paid annually with original purchase - 5% discount
	If included in agreement and paid annually with original purchase - 7.5% discount

Maintenance costs quoted above represent 4 hour response time, and full coverage for all equipment; our "Premium" best package available.

Description

Premium Maintenance Agreement additionally includes:

- * PPM - Primary Period of Maintenance: 24 x 7 x 365
- * Response Time for Minor Malfunction: 2 hours by Telephone and 24 hours on site for California locations.
- * Response Time for Major Malfunction: 1 hour by Telephone and 4 hours on-site for California loca
- * Next Business Day Parts replacements for sites outside California but within US.
- * This SLA does not cover international locations.
- * Full Advanced Replacement Warranty on all equipment - phones not covered.
- * Packet Fusion Personalized Web Portal for on-line account control, tracking and equipment inventory info.
- * All ShoreTel Software updates are included: Patches / Fixes / Updates / New Releases - (hardware and OS labor not incl
- * Proactive Remote System Monitoring with Maintenance and Diagnostics
- * Access to ShoreTel.com website for Knowledge Base / Whitepaper / FAQ's / Downloads
- * 1 Free Scheduled Preventive Maintenance Visit per Year
- * Non ShoreTel Products may require costs for upgrades.

In addition to these services, the purchase of these contracts will entitle you to preferred rates on labor outside the scope of the contract including:

Traffic Studies, Scheduled Customer Care, Software Upgrades, System Audits (power & grounding), After-hour services, & MAC (Moves, Adds, & Changes)

Normal Business Hour Labor Rates

T & M:	\$175.00 per hour
Support Customers:	\$125.00 per hour for on site California Customer and all remote work worldwide.
	\$175.00 per hour for all on site work for customers outside of California.

****Requirements for all Services:**

- Minimum billed labor hours of 0.5 for remote service & 1 hour for on-site services plus 1 hour of travel
- After hour service rates will be based on 1.5x normal labor rates
- Travel Charges may be applied to locations 25 miles outside of PFI office areas
- All Materials will be charged separately
- VPN access is required for remote support

EXHIBIT B
SCHEDULE OF PAYMENT

PACKET FUSION/SHORETEL PRICING & ACCEPTANCE

Total Investment: \$314,255.58 *(includes shipping and taxes, but no optional items)*

Notes:

- The information contained in this quotation is proprietary to Packet Fusion, Inc. and customer named above.
- Prices are subject to change after 30 days of quote date.

Payment Terms:

- Cash:**
- 30% due upon contract execution
 - 30% due upon equipment delivery to specified client site, inventory and validation
 - 30% due as progress payments - invoiced by Vendor after Installation and User Acceptance Testing of the phases delineated in Schedule A and Schedule of Events
 - 10% due within 35 days of Delivery and Acceptance, by phase.