

Schedule A Pricing Worksheet

Base Platform	Equipment or Taxable	Labor or Non-Taxable	Total	Notes
6 Core Voice System	\$ 229,139.00	\$ 140,262.50	\$ 369,401.50	input
5.3.1.5 Geographic Redundancy	\$ 8,245.00	\$ 1,500.00	\$ 9,745.00	input
5.3.2 Voice Mail/Integrated Messaging	\$ 4,350.00	\$ 1,500.00	\$ 5,850.00	input
5.3.5 Automated Attendant	\$ -	\$ -	\$ -	included in Voice Mail
5.3.13 Uninterruptable Power Supply (UPS)	\$ 7,145.49	\$ 500.00	\$ 7,645.49	input
Input	Input	Input	\$ -	input
Input	Input	Input	\$ -	input
Input	Input	Input	\$ -	input

By Location (media gateway with local PSTN, Telephones, user/device/voicemail licenses)	Equipment or Taxable	Labor or Non-Taxable	Total	Notes
Input	Input	Input	\$ -	input
Input	Input	Input	\$ -	input
Input	Input	Input	\$ -	input
Input	Input	Input	\$ -	input
Input	Input	Input	\$ -	input
Input	Input	Input	\$ -	input
Input	Input	Input	\$ -	input

LAN/WAN Equipment	Equipment or Taxable	Labor or Non-Taxable	Total	Notes
VoIP Readiness Assessment	Input	\$ 2,500.00	\$ 2,500.00	input
Input	Input	Input	\$ -	input
Input	Input	Input	\$ -	input
Input	Input	Input	\$ -	input

Miscellaneous - required but can't be assigned to categories above	Equipment or Taxable	Labor or Non-Taxable	Total	Notes
Shipping and Handling	Input	\$ -	\$ -	included
Contact Center (ECC)	\$ 5,250.00	\$ 28,479.00	\$ 33,729.00	input
Conference Bridge (Web & Audio)	\$ 2,995.00	\$ 4,250.00	\$ 7,245.00	input
Fax Server)	\$ 2,599.00	\$ 1,250.00	\$ 3,849.00	input

Additional Installation	Equipment or Taxable	Labor or Non-Taxable	Total	Notes
Implementation	Input	Input	\$ -	If not already included above
End User Training	Input	Input	\$ -	If not already included above
System Admin Training	Input	Input	\$ -	If not already included above
Cut-Coverage	Input	Input	\$ -	If not already included above

Warranty and Maintenance on all Equipment quoted above this line	Contract	Notes
1st Year Maintenance/Warranty (Per Specs in RFP)	\$ 17,043.06	If not already included above
2nd Year Maintenance (Per Specs in RFP)	\$ 17,043.06	input
3rd Year Maintenance (Per Specs in RFP)	\$ 17,043.06	input
Major X.0 Software release upgrade of every part of your response per RFP in year 3 (including hardware, software, and installation labor)	\$ -	\$ -
4th Year Maintenance (Per Specs in RFP)	\$ 17,043.06	input
5th Year Maintenance (Per Specs in RFP)	\$ 17,043.06	input

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TOTAL	Equipment or Taxable	Labor or Non-Taxable	Total
Base Platform	\$ 248,879.49	\$ 143,762.50	\$ 392,641.99
By Location (media gateway with local PSTN, Telephones, user/device/voicemail licenses)	\$ -	\$ -	\$ -
LAN/WAN Equipment	\$ -	\$ 2,500.00	\$ 2,500.00
Miscellaneous	\$ 10,844.00	\$ 33,979.00	\$ 44,823.00
Additional Installation	\$ -	\$ -	\$ -
1st Year Warranty			\$ 17,043.06
Discount	\$ (107,501.94)	\$ (48,950.47)	\$ (156,452.41)
Limited Time Discount	Input	Input	\$ -
Sales tax on Initial Purchase Price	Vendor must confirm tax %	9.000%	\$ 13,699.94
INITIAL PURCHASE PRICE			\$ 314,255.58
Maintenance and upgrades Years 2 to 5			\$ 68,172.24
TOTAL COST OF OWNERSHIP OVER 5 YEARS			\$ 382,427.82

Input as -Negative number
Input as -Negative number

Calculated on total Column B

Vendor should ensure this matches their BoM

Options	Equipment or Taxable	Labor or Non-Taxable	Total	Notes
5.3.1.3 Mirrored Redundancy	\$ -	\$ -	\$ -	standard feature with our included Geo Redundancy
6.1.2.1 Downgrade to non-GigE phones	\$ (15,435.01)	\$ -	\$ (15,435.01)	Show cost differential only
6.1.3.4 Upgrade to full color display telephones	\$ 13,299.29	\$ -	\$ 13,299.29	Show cost differential only
5.3.3 Instant Message / Presence (100 users)	\$ 1,946.75	\$ 1,250.00	\$ 3,196.75	input
5.3.3.3 Integration to Microsoft Lync IM/P & client	Input	\$ 22,020.00	\$ 22,020.00	input
5.3.6 / 10.1.5 ACD	\$ -	\$ 9,242.60	\$ 9,242.60	PLEASE NOTE THAT THIS IS ALREADY INCLUDED IN OUR CORE PRICE ABOVE
10.2.2 Next Level ACD software	\$ 5,250.00	\$ 25,415.59	\$ 30,665.59	input
5.3.9 On-Demand Call Recording	\$ -	\$ -	\$ -	STANDARD FEATURE FOR ALL USERS
9.3.1 Click to Dial from Outlook 2010	\$ -	\$ -	\$ -	STANDARD FEATURE FOR ALL USERS
9.3.3 Click to Dial from a browser	\$ -	\$ 2,068.00	\$ 2,068.00	FOR 50 USERS
9.5.1 Extend to Cell Phone	\$ -	\$ -	\$ -	STANDARD FEATURE FOR ALL USERS
9.5.2 Mobility applications (100 users)	\$ 6,995.00	\$ 16,977.90	\$ 23,972.90	input
Input	Input	Input	\$ -	input
Input	Input	Input	\$ -	input
Input	Input	Input	\$ -	input
Input	Input	Input	\$ -	input
Input	Input	Input	\$ -	input
Input	Input	Input	\$ -	input
Input	Input	Input	\$ -	input
Input	Input	Input	\$ -	input
Input	Input	Input	\$ -	input
Input	Input	Input	\$ -	input
Input	Input	Input	\$ -	input
AC adapter for phone (power brick)	\$ 35.00	\$ -	\$ 35.00	Each

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Wall mount kit	\$ 15.00	\$ -	\$ 15.00	Each
13.1.2 Yearly maintenance cost to cover all telephones 8x5xNBD			\$ 12,151.12	Incremental cost per year (show as differential cost)
13.1.3 and Schedule C row 286: 24x7x4 Maintenance Option			\$ 3,452.46	Incremental cost per year (show as differential cost)
Schedule C row 288: Single Point of Maintenance option			\$ -	INCLUDED AS PART OF OUR STANDARD SUPPORT AGREEMENT
Software support for LAN switches that come with replacement warranty			na	Incremental cost per year (show as differential cost)
Other Maintenance options available (specify)			na	Incremental cost per year (show as differential cost)
8am-5pm Standard Hourly Rate for MAC			\$ 125.00	PER HOUR WITH 1 HOUR MIN.
8am-5pm Remote Service Rate for RMAT			\$ 125.00	PER HOUR WITH .5 HOUR MIN.
5pm-8am Expedited Hourly Rate for RMAT			\$ 187.50	PER HOUR WITH .5 HOUR MIN.