PACKET**FUSION**
BRINGING VOICE & DATA TOGETHER

Proposal For:

Presented by:
Dylan Smith
1/30/2015

CIRCLE OF
EXCELLENCE
2013

ShoreTel™
Enterprise IP Phone Systems

Date: 1/30/2015
Customer: City of Manhattan Beach
Attn: Gwen Eng
Re: ShoreTel ShoreWare 14.x

Packet Fusion is pleased to submit our complete System and Installation project proposal. We understand how to leverage technology to increase productivity and reduce bottom line cost of your business. As a certified ShoreTel partner, Packet Fusion, Inc. looks forward to providing you with full-service engineering and installation for all of your technology needs. We are committed to adhering to your schedule while maintaining flexibility and providing you with a technically sound solution.

We are providing a solution for you based on ShoreTel's ShoreGear product which scales from 20 to 40,000 lines. Supported within this unit are all the capabilities your business needs to maximize its success, including robust telephony features, voice mail, call center, computer telephony integration, and much more.

By choosing ShoreTel for your site, you'll be installing a platform that delivers a powerful, affordable solution that's quick to deploy and easy to manage. Since it's an integrated solution, everything you need is right there in one compact chassis that can be managed from a single, intuitive software application.

The design of this proposal is based on the preliminary information that we have gathered. In this proposal you will find our scope of work and pricing. Please take your time to look over this proposal and familiarize yourself with all that Packet Fusion will provide. Should you have any further questions or need further explanation, please do not hesitate to give me a call. We also included leasing options with our leasing partners, Tamco. www.tamcocorp.com

Best Regards,

Dylan Smith

Packet Fusion, Inc.

18025 Sky Park Circle, Ste H

Irvine CA 92614

main (949) 748-8500

fax (949) 474-7711

Email: dsmith@packetfusion.com
Website   www.packetfusion.com

PACKET FUSION OVERVIEW

Packet Fusion provides telephony solutions to mid-market and enterprise companies. We specialize in Voice over IP, LAN applications, wireless technology, switching, routing and advanced, enterprise communication networks. We offer a world class portfolio of products and services with unparalleled customer satisfaction.

Through strong vendor relationships and exceptionally skilled in-house resources, we've built an extensive portfolio of infrastructure hardware, management systems and applications. Whether you have a 20-person single site or a 5,000-line worldwide enterprise, Packet Fusion will provide a specialized team to ensure a successful project completed on time and on budget. Our experienced engineers work closely with your team to design, implement and maintain communications solutions that satisfy critical business needs. We build strong, long-lasting relationships with our customers based on consistent quality and responsiveness.

Packet Fusion offers a variety of communication networking services. Unique to our organization, and a key benefit for you, is our commitment to making certain that not only the proper hardware is identified and delivered, but also that the network is set up and functioning properly, users are trained, and monitoring and support mechanisms are in place to ensure the network's effectiveness as well as your company's overall success.

Packet Fusion Services Include:

• Network Operations Center (NOC) 24 x 7 x 365
• Proactive Monitoring of entire VoIP Network
• 4 Hour Onsite Emergency Response
• Consulting and Implementation
• VoiP Lan / Wan Assessments
• Contact Center Design and Implementation
• Disaster Recovery / Business Continuity Planning
• Training for end users & system administrators
• Dedicated Account Management
• Dedicated Project Managment

ShoreTel Awards / Accolades:

• Circle of Excellence (top 10 vendors worldwide) – 2007, 2008, 2009, 2010, 2011, 2012 & 2013
• Partner of the Year (#1 partner worldwide) – 2008, 2010 and 2012
• Partner of the Year (#2 partner worldwide) – 2011
• Government Partner of the year - 2011
• Major Account Partner (MAP) of the Year – 2008, 2010 and 2012
• Volume Achievement (#2 worldwide) - 2010, 2011 and 2012
• Customer Satisfaction above 95% (currently at 98.69%)
• #1 Volume in Western US, 5 years running.
• "Gold" certified ShoreTel VAR.
• Currently service the 3 largest multi-site single system image of ShoreTel
      - Gensler & Associates - 3,700 lines - 37 locations worldwide
      - CNET/CBSi - 3,200 lines - 14 locations worldwide
      - Robert Half International - 14,000 lines - 200+ locations worldwide

SHORETEL OVERVIEW

ShoreTel® is a leading provider of Pure IP Unified Communications solutions and known for exceptional customer satisfaction. ShoreTel's distributed architecture delivers unmatched reliability, scalability and manageability, plus a user interface that sets the standard for ease-of-use.

ShoreTel's Unified Communications system encompasses phones, switches, and software that are designed to allow easy deployment and rapid flexibility, and deliver world-class quality. ShoreTel's IP phones provide the ultimate in ergonomic and aesthetics design, as well as superior audio quality. ShoreGear® voice switches are purpose-built appliances with no moving media, delivering unmatched reliability and availability. And the ShoreWare® Call Manager end-user application suite makes it easier for users to communicate with anyone, anywhere, anyway they choose.

IP Phone System
The ShoreTel IP phone system is a completely integrated system that scales seamlessly from 1 to 10,000 users including PBX, voice mail, and automated attendant functions. The ShoreTel system is built from the ground up and designed to be the easiest to use, easiest to manage, full-featured IP phone system on the market today. Its distributed architecture is ideal for multi-site companies that span multiple locations because the ShoreTel IP phone system appears and behaves as a single, unified system.

Distributed Architecture
ShoreTel has designed this fully distributed Unified Communications (UC) system based on a unique and innovative architecture that is purpose-built with no single point of failure. The ShoreTel distributed architecture incorporates a switch-based hardware platform that makes each switch and site an independent call processor which continues to operate seamlessly in the event of wide area network (WAN) failure. Unlike other solutions, all servers can be disconnected from the ShoreGear® switches and the ShoreTel phone system will continue to place and receive calls.

Voice applications, including voicemail and automated attendant, run on standard server hardware from anywhere on the IP network. The result is a single-image system across all geographies with complete feature transparency and integration of all PBXs, voice- mail systems, automated attendants, and Automatic Call Distribution (ACD) systems.

System Administration—ShoreWare Director
ShoreWare® Director is a Web-based network management tool that provides a single management interface for all voice applications, across all locations. This best-in-class management interface unifies all systems and tasks, instead of using separate management systems and administrators for multiple PBX, voicemail and automated attendant systems. Extremely easy to learn and use, the system helps improve administrator productivity, lower ownership costs and reduce IT resources.
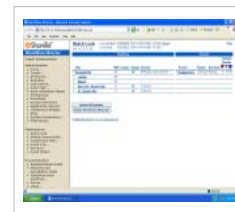
Unified Communications
A successful Unified Communications (UC) solution can deliver significant benefits to any organization and help turn communication challenges into competitive advantages. When people know the most effective way to contact colleagues, they can efficiently obtain needed information and get work done, rather than spending on the job time tracking down the appropriate person.

- Find Me Follow Me
- Desktop Video Conferencing
- Log into any phone on the network
- DID assignment to Cell Phone
- Instant Messaging
- Screen Pop for Contacts
- Presence Information
- Call Handling Modes
- Click to Dial

Terms & Conditions

Packet Fusion, Inc., ("**Company**"), hereby enters into this Agreement ("**Agreement**") w_____**City of Manhattan Beach**_____
("Customer"), having its executive offices at: _____**1400 Highland Avenue, Manhattan Beach, CA 90266**_____ Company and Customer intend that this Agreement shall apply exclusively to all orders placed by Customer with Company during the term hereof, and all Maintenance and Time and Material (T&M) Work performed by Company during the term hereof.   NOW, THEREFORE, in consideration of sufficient good and valuable consideration received by each party, Company and Customer agree as follows:

A. LIMITED WARRANTY

  1. Equipment. All equipment, materials, parts, components, and peripheral equipment ("Equipment"), described in the Scope of Work and supplied and/or installed by Packet Fusion pursuant to the attached Agreement, are warranted to be free of defects under normal use for the period of the manufacturer's written warranty. All assignable manufacturer's warranties applicable to such Equipment will be assigned to the Client upon installation. Any extended warranty available from the manufacturer of such Equipment may be made available to the Client. All Equipment warranties are subject to, and limited by, the terms and conditions imposed by the written warranties extended by the respective manufacturers of the Equipment.

  2. Labor. All labor and/or services ("Labor"), provided by Packet Fusion as described in the Scope of Work and provided pursuant to the attached Agreement, is warranted to be performed in a competent and professional manner, and to be free of defects under normal use for one (1) year from the date such Labor is provided.

  3. Repair or Replace. Except as otherwise provided in the Manufacturer's written warranties, within the Limited Warranty periods set forth above, as to any defects in Equipment and/or Labor installed or supplied by Packet Fusion pursuant to the attached Agreement, the extent of Packet Fusion' liability is limited to the repair and/or the replacement of such Equipment with a similar item, free from the defects in question, or the re-performance of such services without such defects.

  4. No Consequential or Liquidated Damages. In no event shall Packet Fusion be liable for any incidental, consequential or liquidated damages arising from or related to any alleged defect in the Equipment and/or Labor. Packet Fusion shall have no responsibility for, nor any other liability or warranty for, defects, damages or delays caused by the actions or inactions of persons or entities not affiliated with Packet Fusion, or caused by, or attributable to any reason beyond Packet Fusion' reasonable control.

  5. No Other Warranties. The Limited Warranties provided herein are exclusive of, in lieu of, and Client hereby waives, any and all other warranties, guaranties, remedies, or liabilities, express or implied, arising by law or otherwise, including, without limitation, any warranty of merchantability, or fitness for a particular use. This Limited Warranty is only effective upon Client's payment in full of all sums due to Packet Fusion pursuant to the attached Agreement. This Limited Warranty cannot be extended, altered, or voided, except by a written agreement signed by an authorized officer of Packet Fusion and Client.

B. LIMITATIONS OF ACTION. Packet Fusion shall be relieved of all obligations and liability under this Limited Warranty if Client fails to report the defect, in writing, to Packet Fusion within thirty (30) days after such defect becomes reasonably apparent. No action, including, without limitation, contract and/or tort actions, relating to the Equipment and/or Labor supplied and/or performed by Packet Fusion, may be brought by the Client more than one (1) year after the cause of action for same accrues.

C.   PAYMENT TERMS. Unless otherwise specified in the attached Agreement, payment of all amounts due Packet Fusion are due when each invoice is rendered. Invoices remaining unpaid after thirty (30) days from the date of the invoice shall bear interest at the rate of one and one-half percent (1.5%) per month. Packet Fusion reserves the right to suspend all work if Client's account becomes materially past due. By executing the attached Agreement, Client also agrees to pay ALL costs incurred by Packet Fusion to collect the amounts due Packet Fusion, including but not limited to: legal fees, costs, in-house attorney costs and fees, collection service costs, etc.

D. CREATION OF LIEN. It is expressly understood and agreed by Client that a mechanic's lien in favor of Packet Fusion shall be created against the property where the Equipment and/or Labor are installed or provided. Said lien shall take effect immediately upon the installation of such Equipment and/or Labor. Packet Fusion agrees that said lien will not be recorded or foreclosed unless Client fails to timely pay for the Labor and Equipment furnished by Packet Fusion.

E. CONDITION OF PREMISES. Client shall bear full responsibility for the condition of the building and premises in which said Labor and/or Equipment is to be installed. Client shall make any and all alterations or repairs to said building or premises that are reasonably necessary to accommodate such installation, and shall provide reasonable and adequate access to said premises.

F. NO HIRE POLICY. During the term of this Agreement, and for a period of one (1) year after the termination of this Agreement, or the completion of the project, whichever is later, the Client agrees that it will not, either directly or indirectly, hire, employ, retain, offer to employ, or solicit the employment of, any individual that was employed by Packet Fusion during the term of this Agreement, nor will Client attempt to do any of the foregoing. In the event Client breaches this provision, the parties agree that it would be difficult to establish the precise amount of damages incurred by Packet Fusion as a result of such conduct, and therefore the parties agree that immediately upon hiring said individual, Client shall pay to Packet Fusion an amount equal to 50 % of the gross annual salary or wages paid to the individual in question during the twelve months prior to the termination of that individual's employment with Packet Fusion.

G. NON-ASSIGNABLITY. The rights and duties of Client and Packet Fusion cannot be assigned by either party, without the advance written consent of the remaining party to the attached Agreement, which consent shall not be unreasonably withheld.

H. GOVERNING LAW. This Limited Warranty and the attached Agreement shall be governed by and construed in accordance with the laws of the state where such Equipment and/or Labor are supplied by Packet Fusion.

I. TOLL FRAUD. Packet Fusion will adhere to the manufacture's specifications to secure the system to prevent toll fraud. In no way Packet Fusion liable for any toll fraud that may occur.

J. BILLABLE ITEMS NOT COVERED BY MAINTENANCE / WARRANTY or INSTALLATION.
  (a) Remote VOIP Phones: All Hardware is covered. Anytime spent troubleshooting the customer's WAN/ LAN / VPN will be billed on a time and materials basis.
  (b) Desktop Applications: Unified Messaging, Faxing, SoftPhone and all versions of Communicator: Packet Fusion will warrant that the ShoreTel software provided works as per the manufacturer specifications. Any time spent troubleshooting on a customer's PC, Laptop, Notebook , LAN / WAN or desktop image to assure compatibility will be billed at time and materials basis, unless expressly outlined or committed to else where in this agreement.

K. RETURNS.   Unopened hardware may be returned prior to cut-over for 100% credit. All software licenses are not returnable for any type of refund.

L. DELIVERY OF SOFTWARE.   All software will be delivered electronically. No physical media containing the software will be provided.

Customer Initials: _____   Date:_____

SCOPE OF WORK

Work to be performed: Implementation of Telephony Solution 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

TELEPHONY SYSTEM installation is limited to one (1) site per installation purchase. During the installation Packet Fusion shall perform the following tasks:

- Conduct a kick off meeting at the 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 the customer, the customer's vendors working on the project and Packet Fusion.
- Assist in ordering telco from the chosen vendor.
- Install chassis, modules, and software purchased.
- Delivery, setup, installation, 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.
- All software will be the current version that ShoreTel offers.
- All optional features purchased at time of installation purchase will be installed (i.e. voicemail, voice mail upgrades, etc.)
- Configuration of TELEPHONY SYSTEM, extensions, dial plans, telco circuits and telephones.
- Install, 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
- Utilizing test plan to insure that all items installed and configured by Packet Fusion are properly working according to TELEPHONY SYSTEM specifications.
- Provide end user training (up to one hour class with 8 to 10 users in each class) on installed telephone and voicemail functionality.
- Provide System Administrator training. 1 to 2 individuals for a single 3 hour class.
- Provide Documentation
- A drawing indicating the logical layout of the installed TELEPHONY SYSTEM system.
- Written documentation of the TELEPHONY SYSTEM configuration, dial plan, and extensions that were installed and configured by Packet Fusion.
- PFI will install the desktop applications on several of the customers workstations. It is the customers responsibity to deploy these applications.   PFI has allotted 4 hours to assist in this desktop application installation and compatiblity test. Any time above this will be billed on a time and materials basis.

Web Portal

With your purchase, like all Packet Fusion customers, You 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 Project Manager to the installation of your system who will establish milestones and coordinate all steps in the process. With this detail, you 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, the Customer or it's 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 the Customer and Packet Fusion to assist in the execution and training associated with the project.
- Provide VPN access to telephone system to give Packet Fusion remote access to the TELEPHONY SYSTEM for remote system installation, configuration, monitoring and maintenance.
- Provide all required connectivity to the public switched telephone network prior to scheduling the installation.
- Insure that all required electrical facilities are in place to support the TELEPHONY SYSTEM installation and ongoing functionality.
- Provide assistance as required to define the procedures to handle Customer interactions.
- Identify up to (number) staff members to be trained in solution use. All of these agents must work in Customer facility where the solution is installed.
- Allow Packet Fusion reasonable access to the Components during the term of this installation.
- Provide a script for each voice-greeting file to be recorded.
- Customer will 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.
- Customer will have all required outside telephone lines installed with connectivity to the facility.
- Customer will 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, the Customer will have the 3/4 inch plywood mounted to the wall location for TELEPHONY SYSTEM installation.
- Customer to supply all patch cords from patch panel to data switch.
- Customer to provide a LAN/WAN that supports VLANs / Layer 3 routing / POE / QOS. Packet Fusion has allocated 4 hours to consult with the customer on thier LAN/WAN environment. Any time spent troubleshooting customer's LAN/WAN above and beyond this will be billed on a Time and Materials basis.
- If the customer elects to not allow PFI to utilize our Kaseya remote agent to manage windows updates and virus
  protection, it is the customer's responsibility to maintain the servers whether provided by the customer or
  Packet Fusion. This includes: appropriate windows update, virus protection and back ups.
- All back ups of configuration, vociemail WAV files, etc.

OTHER PROJECT CONSIDERATIONS:

Customer must have all paperwork and signatures returned to Packet Fusion in adequate timeframe to facilitate equipment procurement. The typical lead-time is approximately four to six weeks. All work is quoted to be done on a weekday when the customer can be with out phone service. Proposed cut date is to be determined.

EXCLUSIONS:

The following are specifically excluded:
- Any and all cabling unless expressly included.
- All aspects relating to ordering, installation, or testing of circuits from dial tone provider.
- Adds, moves or changes occurring after the installation is complete.
- Training in excess of that provided above.
- Any obligation to provide installation services of future upgrades to any hardware or software

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Pure IP Unified Communications Solutions

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	$	4,594.37
Metlox	$	2,778.25
OPX (6 Sites) (Incl. W/ City Hall)	$	-
Spares	$	23,705.76
CONFERENCE BRIDGE	$	5,536.80
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)	$	-

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ShoreTel
Pure IP Unified Communications Solutions

Quote Number: TB-2014-1006-COMB
Quote Date: 1/30/2015
Project: **RFP #992-15 Telecommunications**
Customer Name: City of Manhattan Beach
Customer Contact: Gwen Eng
Location: **PROPOSAL SUMMARY - ALL LOCATIONS**

Packet Fusion Team
John Ghyselinck, Engineer jghyselinck@packetfusion.com
Kasey Nelson, Sales Manager knelson@packetfusion.com
Dylan Smith dsmith@packetfusion.com

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 ½ 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	**10435**	**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 amphenal)**	**$**	**150.00**	**$ 1,050.00**

			Equipment Subtotal	$	347,979.49
YES		California Installation site? Yes or No	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

* The above quote does not include taxes and shipping charges.

* Customer to supply servers for Shoreware Director and Distributed VM: Windows 2003 Server Standard Edition or Windows 2008, 32 or 64 bit R2 . Unless included above.

* Customer to supply data network (LAN / WAN) that supports QOS and Power over Ethernet. Unless included elsewhere in this proposal.

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Quote Number:	TB-2014-1006-COMB		**Packet Fusion Team**		
Quote Date:	1/30/2015		John Ghyselinck, Engineer	jghyselinck@packetfusion.com	
Project:	**RFP #992-15 Telecommunications**		Kasey Nelson, Sales Manager	knelson@packetfusion.com	
Customer Name:	City of Manhattan Beach		Dylan Smith	dsmith@packetfusion.com	
Customer Contact:	Gwen Eng		Order Processing, Jaemi Kim	Jkim@packetfusion.com	
Location:	**City Hall - HQ**				

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 ½ 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) - Requires ST	$ 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 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	$	-
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 amphenal)	$ 150.00	$	-
			Equipment Subtotal	$	121,727.85
	YES	California Installation site? Yes or No	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 / PFI Discount	$	(51,052.25)
			TOTAL INVESTMENT	$	93,726.05

* The above quote does not include taxes and shipping charges.

* Customer to supply servers for Shoreware Director and Distributed VM: Windows 2008, Windows 2012 (rls. 14) or VMWare. Unless included above.

* Customer to supply data network (LAN / WAN) that supports QOS and Power over Ethernet. Unless included elsewhere in this proposal.

PACKETFUSION
BRINGING VOICE & DATA TOGETHER

ShoreTel
Pure IP Unified Communications Solutions

Quote Number:	TB-2014-1006-COMB
Quote Date:	1/30/2015
Project:	**RFP #992-15 Telecommunications**
Customer Name:	City of Manhattan Beach
Customer Contact:	Gwen Eng
Location:	**City Yard**

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

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 mailboxes 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 ½ 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) - Requires ST	$ 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 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 (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

			Equipment Subtotal $	37,967.17
YES		California Installation site? Yes or No	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 / PFI Discount $		(16,639.55)
			TOTAL INVESTMENT $	28,267.93

* The above quote does not include taxes and shipping charges.

* Customer to supply servers for Shoreware Director and Distributed VM: Windows 2008, Windows 2012 (rls. 14) or VMWare. Unless included above.

* Customer to supply data network (LAN / WAN) that supports QOS and Power over Ethernet. Unless included elsewhere in this proposal.

Quote Number: TB-2014-1006-COMB	Packet Fusion Team
Quote Date: 1/30/2015	John Ghyselinck, Engineer jghyselinck@packetfusion.com
Project: **RFP #992-15 Telecommunications F**	Kasey Nelson, Sales Manager knelson@packetfusion.com
Customer Name: City of Manhattan Beach	Dylan Smith dsmith@packetfusion.com
Customer Contact: Gwen Eng	Order Processing, Jaemi Kim Jkim@packetfusion.com
Location: **Public Safety Facility**	

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 ½ 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 Rooms)**	$ 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 Phone)**	$ 200.00	$ 25,600.00
25	30039	**Extension-only License (Analog Stations, Courtesy Phones , Conf. Phones & Paging)**	$ 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 amphenal)	$ 150.00	$ -
			Equipment Subtotal $	108,604.46
	YES	California Installation site? Yes or No	**Installation / Training** $	17,212.50
		1 Year Premium Partner Support - No Advanced Replacement of Phones $		3,971.80
			Sub-Total $	129,788.76
			Shoretel Equipment / PFI Discount $	(45,673.96)
			TOTAL INVESTMENT $	84,114.80

* The above quote does not include taxes and shipping charges.

* Customer to supply servers for Shoreware Director and Distributed VM: Windows 2008, Windows 2012 (rls. 14) or VMWare. Unless included above.

* Customer to supply data network (LAN / WAN) that supports QOS and Power over Ethernet. Unless included elsewhere in this proposal.

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Quote Number:	TB-2014-1006-COMB
Quote Date:	1/30/2015
Project:	**RFP #992-15 Telecommunications**
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

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 ½ 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) - Require	$	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 amphenal)**	$	150.00	$ 150.00

			Equipment Subtotal	$ 8,158.17
YES		California Installation site? Yes or No	**Installation / Training**	$ 787.50
		1 Year Premium Partner Support - No Advanced Replacement of Phones		$ 412.41
			Sub-Total	$ 9,358.08
			Shoretel Equipment / PFI Discount	$ (3,523.59)
			TOTAL INVESTMENT	$ 5,834.49

The above quote does not include taxes and shipping charges.

Customer to supply servers for Shoreware Director and Distributed VM: Windows 2008, Windows 2012 (rls. 14) or VMWare. Unless included above.

Customer to supply data network (LAN / WAN) that supports QOS and Power over Ethernet. Unless included elsewhere in this proposal.

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Pure IP Unified Communications Solutions

Quote Number: TB-2014-1006-COMB		**Packet Fusion Team**
Quote Date: 1/30/2015		John Ghyselinck, Engineer jghyselinck@packetfusion.com
Project: **RFP #992-15 Telecommunications F**		Kasey Nelson, Sales Manager knelson@packetfusion.com
Customer Name: City of Manhattan Beach		Dylan Smith dsmith@packetfusion.com
Customer Contact: Gwen Eng		Order Processing, Jaemi Kim Jkim@packetfusion.com
Location: **Dial- A- Ride**		

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 ½ 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) - Require	$	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 amphenal)**	$	150.00	$	150.00
			Equipment Subtotal	$	6,271.17	
	YES	California Installation site? Yes or No	**Installation / Training**	$	450.00	
		1 Year Premium Partner Support - No Advanced Replacement of Phones		$	364.41	
			Sub-Total	$	7,085.58	
			Shoretel Equipment / PFI Discount	$	(2,693.31)	
			TOTAL INVESTMENT	$	4,392.27	

The above quote does not include taxes and shipping charges.

Customer to supply servers for Shoreware Director and Distributed VM: Windows 2008, Windows 2012 (rls. 14) or VMWare. Unless included above.

Customer to supply data network (LAN / WAN) that supports QOS and Power over Ethernet. Unless included elsewhere in this proposal.

Quote Number:	TB-2014-1006-COMB		**Packet Fusion Team**		
Quote Date:	1/30/2015		John Ghyselinck, Engineer	jghyselinck@packetfusion.com	
Project:	**RFP #992-15 Telecommunications F**		Kasey Nelson, Sales Manager	knelson@packetfusion.com	
Customer Name:	City of Manhattan Beach		Dylan Smith	dsmith@packetfusion.com	
Customer Contact:	Gwen Eng		Order Processing, Jaemi Kim	Jkim@packetfusion.com	
Location:	**Fire Station 2**				

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 ½ 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) - Require	$	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 amphenal)**	$	150.00	$ 150.00
			Equipment Subtotal	$	8,438.17
	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 / PFI Discount	$	(3,646.79)
			TOTAL INVESTMENT	$	6,238.69

* The above quote does not include taxes and shipping charges.

* Customer to supply servers for Shoreware Director and Distributed VM: Windows 2008, Windows 2012 (rls. 14) or VMWare. Unless included above.

* Customer to supply data network (LAN / WAN) that supports QOS and Power over Ethernet. Unless included elsewhere in this proposal.

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Quote Number:	TB-2014-1006-COMB				**Packet Fusion Team**		
Quote Date:	1/30/2015				John Ghyselinck, Engineer	jghyselinck@packetfusion.com	
Project:	**RFP #992-15 Telecommunications F**				Kasey Nelson, Sales Manager	knelson@packetfusion.com	
Customer Name:	City of Manhattan Beach				Dylan Smith	dsmith@packetfusion.com	
Customer Contact:	Gwen Eng				Order Processing, Jaemi Kim	Jkim@packetfusion.com	
Location:	**Manhattan Heights**						

QTY	PART #	DESCRIPTION		PRICE		XTENDED	
span		**Manhattan Heights**					
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 ½ 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	$	-	
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 amphenal)**	$	150.00	$	150.00	
			Equipment Subtotal	$		6,721.17	
	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 / PFI Discount	$		(2,891.31)	
			TOTAL INVESTMENT	$		4,891.67	

The above quote does not include taxes and shipping charges.

Customer to supply servers for Shoreware Director and Distributed VM: Windows 2008, Windows 2012 (rls. 14) or VMWare. Unless included above.

Customer to supply data network (LAN / WAN) that supports QOS and Power over Ethernet. Unless included elsewhere in this proposal.

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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 ½ 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) - Require	$ 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 amphenal)**	$ 150.00	$ 150.00
			Equipment Subtotal $	6,411.17
	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

* The above quote does not include taxes and shipping charges.

* Customer to supply servers for Shoreware Director and Distributed VM: Windows 2008, Windows 2012 (rls. 14) or VMWare. Unless included above.

* Customer to supply data network (LAN / WAN) that supports QOS and Power over Ethernet. Unless included elsewhere in this proposal.

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Pure IP Unified Communications Solutions

Quote Number: TB-2014-1006-COMB
Quote Date: 1/30/2015
Project: **RFP #992-15 Telecommunications F**
Customer Name: City of Manhattan Beach
Customer Contact: Gwen Eng
Location: **Metlox**

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

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 ½ 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) - Require	$	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

			Equipment Subtotal	$ 3,764.17
YES		California Installation site? Yes or No	**Installation / Training**	$ 337.50
		1 Year Premium Partner Support - No Advanced Replacement of Phones	$ 266.81
			Sub-Total	$ 4,368.48
			Shoretel Equipment / PFI Discount	$ (1,590.23)
			TOTAL INVESTMENT	$ 2,778.25

The above quote does not include taxes and shipping charges.

Customer to supply servers for Shoreware Director and Distributed VM: Windows 2008, Windows 2012 (rls. 14) or VMWare. Unless included above.

Customer to supply data network (LAN / WAN) that supports QOS and Power over Ethernet. Unless included elsewhere in this proposal.

PACKETFUSION
BRINGING VOICE & DATA TOGETHER

ShoreTel
Pure IP Unified Communications Solutions

Quote Number:	TB-2014-1006-COMB			**Packet Fusion Team**		
Quote Date:	1/30/2015		John Ghyselinck, Engineer	jghyselinck@packetfusion.com		
Project:	**RFP #992-15 Telecommunications**		Kasey Nelson, Sales Manager	knelson@packetfusion.com		
Customer Name:	City of Manhattan Beach		Dylan Smith	dsmith@packetfusion.com		
Customer Contact:	Gwen Eng		Order Processing, Jaemi Kim	Jkim@packetfusion.com		
Location:	**OPX (6 Sites) (Incl. W/ City Hall)**					

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 ½ 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) - Require	$	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	$	-
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 amphenal)	$	150.00	$	-
			Equipment Subtotal	**$**		**-**
	YES	California Installation site? Yes or No	**Installation / Training**	**$**		**-**
		1 Year Premium Partner Support - No Advanced Replacement of Phones		**$**		**-**
			Sub-Total	**$**		**-**
			Shoretel Equipment / PFI Discount	**$**		**-**
			TOTAL INVESTMENT	**$**		**-**

* The above quote does not include taxes and shipping charges.

* Customer to supply servers for Shoreware Director and Distributed VM: Windows 2008, Windows 2012 (rls. 14) or VMWare. Unless included above.

* Customer to supply data network (LAN / WAN) that supports QOS and Power over Ethernet. Unless included elsewhere in this proposal.

PACKETFUSION
BRINGING VOICE & DATA TOGETHER

ShoreTel
Pure IP Unified Communications Solutions

Quote Number:	TB-2014-1006-COMB		**Packet Fusion Team**		
Quote Date:	1/30/2015		John Ghyselinck, Engineer	jghyselinck@packetfusion.com	
Project:	**RFP #992-15 Telecommunications**		Kasey Nelson, Sales Manager	knelson@packetfusion.com	
Customer Name:	City of Manhattan Beach		Dylan Smith	dsmith@packetfusion.com	
Customer Contact:	Gwen Eng		Order Processing, Jaemi Kim	Jkim@packetfusion.com	
Location:	**Spares**				

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 ½ 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 paird 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) - Requires ST	$	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 amphenal)	$	150.00	$	-
			Equipment Subtotal	**$**		**39,916.00**
	YES	California Installation site? Yes or No	**Installation / Training**	**$**		**-**
		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**

* The above quote does not include taxes and shipping charges.

* Customer to supply servers for Shoreware Director and Distributed VM: Windows 2008, Windows 2012 (rls. 14) or VMWare. Unless included above.

* Customer to supply data network (LAN / WAN) that supports QOS and Power over Ethernet. Unless included elsewhere in this proposal.

Quote Number: TB-2014-1006-COMB	**Packet Fusion Team**
Quote Date: 1/30/2015	John Ghyselinck, Engineer jghyselinck@packetfusion.com
Project: **CONTACT CENTER**	Kasey Nelson, Sales Manager knelson@packetfusion.com
Customer Name: City of Manhattan Beach	
Customer Contact: Gwen Eng	Order Processing, Jaemi Kim Jkim@packetfusion.com
Location: **Next Level ACD- ShoreTel ECC**	

Next Level ACD- ShoreTel ECC

QTY	PART #	DESCRIPTION	PRICE		XTENDED

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)	• Geographic Redundancy	• Real Time management
• Advanced reporting	• In Queue Announcements	• Multiple music sources
• Overflow and Interflow	• Outbound Dialing	• Presentation of Customer Information
• Unified Desktop	• CRM integration for Agents	• Multimedia routing (voice, email, web)
• Skills Based Routing	• Advanced routing	• Geographic Redundancy
• IVR Script Engine	• Outbound Dialing	• 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 dial list feature	$	400.00 $	-
0	30124	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 enabled	$	400.00 $	-
0	30125	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 enabled.	$	400.00 $	-
0	30126	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 capacity.	$	200.00 $	-

SERVER / MDF MATERIAL

QTY	PART #	DESCRIPTION	PRICE		XTENDED
0	Dell - R420	PowerEdge R420 - Single Intel Xeon E5502 / Single 160 GB HD / Single PS	$	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 / PFI Discount $		(11,023.76)
			TOTAL INVESTMENT $		30,129.56

* The above quote does not include taxes and shipping charges.

* Requires a customer provided server or VMWare.

PACKETFUSION
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ShoreTel
Pure IP Unified Communications Solutions

Quote Number:	TB-2014-1006-COMB	Packet Fusion Team	
Quote Date:	1/30/2015	John Ghyselinck, Engineer	jghyselinck@packetfusion.com
Project:	**RFP #992-15 Telecommunica**	Kasey Nelson, Sales Manager	knelson@packetfusion.com
Customer Name:	City of Manhattan Beach		
Customer Contact:	Gwen Eng	Order Processing, Jaemi Kim	Jkim@packetfusion.com
Location:	**CONFERENCE BRIDGE**		

CONFERENCE BRIDGE

QTY	PART #	DESCRIPTION	PRICE	XTENDED

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.

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.

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.

The SA 100 can scale to 50 simultaneos audio conferneces, 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.

The SA 400 can scale to 200 simultaneos audio conferneces, 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.

FEATURES
-Instant Messaging (XMPP)*   -Audio Conferencing (HD aduio)   -Managed by ShoreWare Director
-Web Conferencing   -Telephone Interface   -Application Sharing
-Document Sharing   -Multiple Language Support   -Secure
-Built in Reporting

*IM is incldued no charge with the base Communicator client in release 13.1 .
**SA100 requires 12.1 or higher. SA 400 requires 12.3 or higher.

Conference Bridge

QTY	PART #	DESCRIPTION	PRICE		XTENDED
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 late**	$	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

The above quote does not include taxes and shipping charges.

PACKETFUSION
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Pure IP Unified Communications Solutions

Quote Number:	TB-2014-1006-COMB	**Packet Fusion Team**	
Quote Date:	1/30/2015	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

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.

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.

AVAILABLE FEATURES:
- 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

QTY	PART #	DESCRIPTION	PRICE	XTENDED
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		**Packet Fusion Team**			
Quote Date:	1/30/2015		John Ghyselinck, Engineer	jghyselinck@packetfusion.com		
Project:	**RFP #992-15 Telecommunications P**		Kasey Nelson, Sales Manager	knelson@packetfusion.com		
Customer Name:	City of Manhattan Beach		Dylan Smith	dsmith@packetfusion.com		
Customer Contact:	Gwen Eng		Order Processing, Jaemi Kim	Jkim@packetfusion.com		
Location:	**ACD CALL CENTER - WORKGROUPS**					

QTY	PART #	DESCRIPTION		PRICE		XTENDED
**ACD CALL CENTER - WORKGROUPS**
**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 Workgroups)	$	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 ShoreTel PC to	$	3,500.00	$	-
0	18016	Outbound Campaign IVR Application. Base Package (5 Simultaneous Calls) Outbound Announcements with transfer to agent.	$	5,495.00	$	-
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 (Windows,	$	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 purchase a Base Bundle.	$	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 purchase a Base Bundle.	$	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 Synchonizes ShoreTel System Directory with Microsoft AD information	$	5,800.00	$	-
			Equipment Subtotal	$		-
	YES	California Installation site? Yes or No	Installation / Training	$		-
		1 Year Premium Partner Support - No Advanced Replacement of Phones		$		-
			Sub-Total	$		-
			Shoretel Equipment / PFI Discount	$		-
			TOTAL INVESTMENT	$		-

* The above quote does not include taxes and shipping charges.

PACKET**FUSION**
BRINGING VOICE & DATA TOGETHER

ShoreTel
Pure IP Unified Communications Solutions

Quote Number:	TB-2014-1006-COMB	**Packet Fusion Team**
Quote Date:	1/30/2015	John Ghyselinck, Engineer jghyselinck@packetfusion.com
Project:	**VoIP / LAN / WAN Assessment**	Kasey Nelson, Sales Manager knelson@packetfusion.com
Customer Name:	City of Manhattan Beach	
Customer Contact:	Gwen Eng	Order Processing, Jaemi Kim Jkim@packetfusion.com
Location:	**All Locations**	

All Locations

QTY	PART #	DESCRIPTION	PRICE	XTENDED

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.
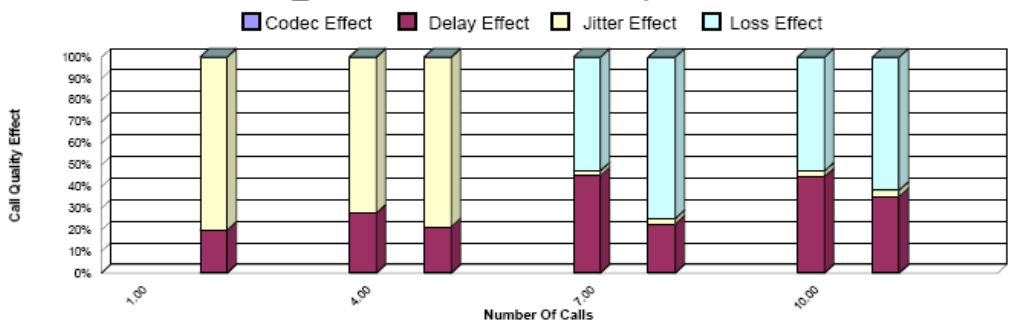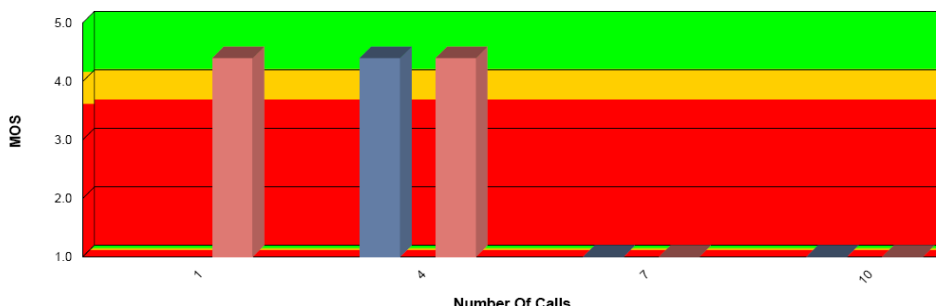
1		Base Price for VoIP Assesment	$ 3,500.00	$ 3,500.00
8		Number of Additional Sites	$ 500.00	$ 4,000.00

	Subtotal	$	7,500.00
	Discount	**$**	**(5,000.00)**
	Total	**$**	**2,500.00**

Quote Number:	TB-2014-1006-COMB
Quote Date:	1/30/2015
Project:	**Maintenance / Support**
Customer Name:	City of Manhattan Beach
Customer Contact:	Gwen Eng
Location:	

Packet Fusion Team
John Ghyselinck, Engineer jghyselinck@packetfusion.com
Kasey Nelson, Sales Manager knelson@packetfusion.com
Dylan Smith dsmith@packetfusion.com

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	If included in agreement and paid upfront with original purchase. **10% Discount**
Years 2, 3, 4 and 5 (5 years total)	$ 55,389.95	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	If included in agreement and paid annually with original purchase - **5% discount**
Years 2, 3, 4 and 5 (5 years total)	$ 61,781.09	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 locations.
* 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 included).
* 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

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.
• Tax and Shipping are not included in this quote.
• 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.

☐ **Lease:**
50% payment due upon contract signing. This payment will be refunded in full to the customer upon complete funding from the customer's chosen leasing company. This down payment is waived if the customer leases the equipment through Tamco and chooses the pre-funding option.

The stated specifications, pricing and conditions are satisfactory and are hereby accepted as stated. Packet Fusion, Inc. is authorized to perform the work as specified.

City of Manhattan Beach

Signature: _____

Purchase Order #: _____
(Hard copy required)

Printed Name: _____

Date: _____

Title: _____

Project Name: _____

Packet Fusion, Inc.

Signature: _____

Date: _____

Printed Name: _____

Title: _____