Missouri Bell Telecom

allworx
communications without compromise

trangobroadband WIRELESS
A division of Trango Systems, Inc.

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AVAYA communication

05/18/16
Camdenton R3 School District
ATTN: PHONE BID Main Campus Expansion Allworx
RE: IP Allworx System

Dear Sirs,

The following is our proposal based on the Allworx Platform. This proposal includes some advanced call center software, of which I can provide a brochure. This system still has the capability to share people and voice mail over your large area network. It also has the capability to utilize SIP services as defined in the original RFP.

The voicemail is fully configurable. This system can also support off site extensions with good Internet connection. It also utilizes your network wiring and phones can be moved from office to office by the user without a technician. This quote also offers the option of SIP applications for smart phones to provide mobile extensions. It has SIP trunking capabilities and is being quoted with 98 SIP trunks per main unit. This would network the three units you have now together with 2 more units that this proposal adds, bringing the capacity of the system to 1250 from the current 650 without adding any more hardware. There is no extension cap.

As far as the set counts are concerned, this is very speculative. Through time teachers may have moved and not taken their extensions with them, so our count could be off by 50-75 extensions as we have no way of easily determining the count. My plan would be to replace the administrative and specialized staff in all buildings first, also including elevators and fax machines. After all of those are completed we would do the teachers that currently have phones.

This quote is based off of best guess, and should be reasonably close. There may be some network wires that would need to be installed if there is no data at a phones location. This would be on a T&M basis. The district would be billed as the equipment was deployed and placed. Below is listed the discounted price each of every item.

ALLWORX

QTY	ITEM	Each	TTL
2	Allworx 48X Server	$ 2,793.00	$ 5,586.00
3	49-100 User License	$ 1,134.00	$ 3,402.00
3	101-150 User License	$ 1,512.00	$ 4,536.00
2	150-200 User License	$ 3,276.00	$ 6,552.00
2	200-250 User License	$ 3,276.00	$ 6,552.00
2	Muti Site Branch Key	$ 535.50	$ 1,071.00
16	9224 Allworx Phone	$ 229.00	$ 3,664.00
3	Expander Keyboard	$ 100.80	$ 302.40
200	9212 Allworx Phone	$ 219.00	$ 43,800.00
430	9204 Allworx Phone	$ 195.00	$ 83,850.00
25	One Port Analog Gateway	$ 63.00	$ 1,575.00
400	Power Supply	$ 8.00	$ 3,200.00
646	10ft Cat5e Patch Cord	$ 3.00	$ 1,938.00
	Total		$ 166,028.40

Installation and programming as well as set placement should take about an hour per extension. This amount could be offset somewhat if the IT departments wants a person trained to do name and button changes.
650 Man Hours @ $55 Per Hour $35,750
Total Cost based on these estimates is $201,778.40 . My honest gut feeling is that it will be less than this.
Let me know if you have any questions.
This price does not include any wiring or network appliances. Although no wiring or appliances are known to be needed as they are parts of other systems that already exist.. References available upon request.

Thank You,