

TO: MEMBERS, BOARD OF EDUCATION **AMENDED**
FROM: DR. ANTHONY W. KNIGHT, SUPERINTENDENT
DATE: MARCH 18, 2014
**SUBJECT: C.2.j. APPROVE AWARD OF REQUEST FOR PROPOSALS FOR
MANAGED VOIP TELEPHONE SERVICE**

ACTION

ISSUE: Shall the Board of Education approve the award of the Request for Proposals (RFP) for Managed VOIP Telephone Service?

BACKGROUND: At its meeting February 19, 2014, the Board authorized consultant Infinity Communications & Consulting, Inc. to prepare a Request for Proposals (RFP) to address the requirements of both the federal Erate program and Public Contract Code bidding for acquisition of a hosted VOIP telephone system. Two companies, Jive Communications, Inc., and Verizon Business Network Services submitted proposals responding to the RFP on March 11, 2014. District staff and Infinity have reviewed the proposal and a summary and analysis is attached for the Board's information. It is recommended that the Board award a three-year contract for managed VOIP telephone service to Jive Communications, Inc., utilizing the piggybackable provisions of State of California CALNET 3 Statewide Contract A, C3-A-12-10-TS-10.

ALTERNATIVES:

1. Approve the award of a three-year contract for managed VOIP telephone service to Jive Communications, Inc., utilizing the piggybackable provisions of CALNET 3 Statewide Contract A, C3-A-12-10-TS-10.
2. Do not approve the award of the RFP.

RECOMMENDATION: Alternative No. 1

Prepared by: Enoch Kwok, Director, Educational Technology and Information
Martin Klauss, Assistant Superintendent, Business and Administrative Services

Respectfully submitted:

Anthony W. Knight, Ed.D.
Superintendent

Board Action: On motion of _____, seconded by _____, the Board of Education:

VOTE:	AYES	NOES	ABSTAIN	ABSENT
Laifman	_____	_____	_____	_____
Pallant	_____	_____	_____	_____
Rosen	_____	_____	_____	_____
von Schneidau	_____	_____	_____	_____
Yeoh	_____	_____	_____	_____
Student Rep	_____	_____	_____	_____



OAK PARK UNIFIED SCHOOL DISTRICT
5801 East Conifer Street, Oak Park, California 91377
Business Services: (818) 735-3210 ♦ Classified Personnel: (818) 735-3220

BUSINESS AND ADMINISTRATIVE SERVICES

TO: Members, Board of Education
Anthony W. Knight, Ed.D., Superintendent

FROM: Enoch Kwok, Director
Educational Technology and Information Services

Martin Klauss, Assistant Superintendent
Business and Administrative Services

DATE: March 17, 2014

SUBJECT: **AGENDA ITEM C.2.J, AWARD RFP FOR HOSTED VOIP TELEPHONE SERVICE**

MANAGED VOIP BID SELECTION SUMMARY

Infinity Communications, the district's ERATE Consultant, conducted a mini-bid solicitation to gather proposals for Managed VOIP services from the winners of the State's CALNET 3 master contract. After analyzing the proposals from the two respondents, Verizon and Jive, Infinity scored the Jive proposal higher. Infinity's ERATE Bid Evaluation worksheet is included as an attachment, showing Verizon receiving a score of 55, and Jive receiving a score of 90.

When asked for an explanation of how Infinity came to the conclusion that Jive's proposal was a superior one based on cost analysis, Infinity replied,

"Jive comes in a little bit cheaper [for the first year]. For the other 2 years it does appear that Verizon would be cheaper but in the response they state that their pricing does not include everything and that they must conduct a site visit to add additional items. We do not know how much this will cost but we do know that Jive's is a complete bid package."

Jive also relayed to us a clarification they received from the CALNET administrators regarding the need for every vendor to include the vendor's cost of providing MPLS

MEMORANDUM: BACKGROUND INFORMATION

AGENDA ITEM C.2.J, AWARD RFP FOR HOSTED

VOIP TELEPHONE SERVICE

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(Multi-Protocol Layered Switching), which is a dedicated data circuit to each site as required by the Calnet 3 contract:

1.2.3.1.7 Private VoIP Network. No traffic will be routed through the public Internet. All voice traffic will traverse the Contractor's private MPLS network) to ensure voice traffic did not travel over the public internet.

Jive has revised their proposal to ensure that it complies with this requirement. It is not apparent from Verizon's proposal whether they meet this requirement or not, but there is no line item showing the cost of an MPLS service to each school site. This cost could be an additional cost that could be added to the Verizon proposal.

The district's Technology Department is confident in following the recommendation by Infinity to select Jive as the Managed VOIP service provider to the entire district beginning July 1, 2014.

Jive's Sales Quote shows that there would be a one time implementation cost of \$14,388.80 and a net **monthly** out of pocket charge of **\$2941.17** to the district to provide 329 VOIP handsets which would cover every site and the district office. This net cost includes an ERATE discount of 40% as well as an additional California Teleconnect Fund (CTF) discount of 50%, which is taken off of the base monthly recurring charge. Jive's system design includes a separate dedicated data transport feed to each site providing redundancy and fail-over through their site survivability features ensuring a robust telephony system that could even survive a disruption to the district's internet service or wide area network.

Approving the Jive contract will allow the entire district to migrate over to the proven Jive VOIP telephone system on July 1, 2014 at a lower cost than it is currently spending to keep the legacy telephone systems running via ATT and the breakdown prone Toshiba PBX phone system. Jive has said they will handle all installation, configuration and training at all sites.

E-Rate Bid Evaluation Worksheet

Page 1 of 1

Funding Year: 2014

Billed Entity Name: Oak Park Unified School District

FRN: _____

Project or Service: Managed VoIP - Calnet3

of Responders: 2

Vendor Scoring

Selection Criteria	Weight*	Verizon		Jive		Vendor # 3		Vendor # 4		Vendor # 5	
		Raw Score**	Weighted Score***	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score
Cost (Eligible)	30%	1	0.30	2	0.60		0.00		0.00		0.00
Accuracy of Bid Response	25%	1	0.25	2	0.50		0.00		0.00		0.00
Prior Experience	20%	1	0.20	1	0.20		0.00		0.00		0.00
Qualifications	15%	1	0.15	2	0.30		0.00		0.00		0.00
Service Agreement	10%	2	0.20	2	0.20		0.00		0.00		0.00
Other (describe)	0%		0.00		0.00		0.00		0.00		0.00
	100%										
Overall Ranking		55		90		0		0		0	

Notes:

* Percentage weights must add up to 100%. **Price is the heaviest weighted criteria**

** Evaluated on a "Ranking" scale: Lowest Ranking #=worst - Highest Ranking #=best

*** Weight x Raw Score

Comments, if needed:

At this time we have received two bid proposals and believe the most cost effective choice would be Jive.

Vendor Selected: Jive

Approved By: _____

Signature

Print Name

Title

Date: 03/11/14

Standard Handset offering

Form 471 - Item 21 Attachment

Customer Name: Oak Park Unified School District

Service Provider: Jive Communications

Spin: 143033971

Terms of Service: 36 months

FRN Number _____

Billed Entity Number _____

For use the District's use ONLY. Service Provider will leave BLANK

Service Description	Monthly Recurring Cost		Annual Recurring Cost		One-Time Cost	
	Eligible Monthly Cost	Ineligible Monthly Cost	Eligible Annual Cost	Ineligible Annual Cost	Eligible One-Time Cost	Ineligible One-Time Cost
Standard Converged Package	\$5,709.48	\$0.00	\$68,513.76	\$0.00	\$2,352.00	\$2,940.00
Executive Converged Package	\$679.70	\$0.00	\$8,156.40	\$0.00	\$280.00	\$3,659.60
Site Survivability Option	\$0.00	\$0.00	\$0.00	\$0.00	\$8,700.00	\$0.00
	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Broadband MPLS Circuits	\$1,650.00	\$0.00	\$19,800.00	\$0.00	\$1,650.00	\$0.00
	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Service Cost Total			\$96,470.16	\$0.00	\$12,982.00	\$6,599.60
(Estimated) Taxes/Surcharges			\$10,588.20	\$0.00	\$0.00	\$0.00
Sub-Total			\$107,058.36	\$0.00	\$12,982.00	\$6,599.60
Grand Total			\$107,058.36		\$19,581.60	

Sales Quote



Jive offers institutions the most competitive hosted services in the industry.
All our voice features come standard with every plan.

Jive Communications, Inc.
Attn: New Accounts
3214 N. University Ave #610
Provo, UT 84606

Quote Date: 2014-03-05
Valid Until: 2017-07-31
Prepared By: Rob Johnson

Customer:
Oak Park Unified School District
5801 East Conifer St
Oak Park, Ca 91377

Hosted VOIP- CALNET-3 Services

One-time Charges	Priority 1 Eligible	Unit Price	Qty	Subtotal
BW-ETH-O-1000 - MPLS port, 1 Mbps NRC	X	275.00	6	1,650.00
NW-CSS01 - Site Survivability Option NRC	X	1,450.00	6	8,700.00
VC-CEU - Executive Converged VoIP Handset Service Package NRC (Eligible)	X	8.00	35	280.00
VC-CEU - Executive Converged VoIP Handset Service Package NRC (Ineligible)		104.56	35	3,659.60
VC-CSU - Standard Converged VoIP Handset Service Package NRC (Eligible)	X	8.00	294	2,352.00
VC-CSU - Standard Converged VoIP Handset Service Package NRC (Ineligible)		10.00	294	2,940.00
Total				19,581.60

Monthly Charges	Priority 1 Eligible	Unit Price	Qty	Subtotal
BW-ETH-O-1000 - MPLS port, 1 Mbps MRC	X	275.00	6	1,650.00
VC-CEU - Executive Converged VoIP Handset Service Package MRC	X	19.42	35	679.70
VC-CSU - Standard Converged VoIP Handset Service Package MRC	X	19.42	294	5,709.48
Taxes and Fees				882.35
Total				8,921.53

Notes:

Taxes and Fees are estimated charges which may vary, and include Regulatory Recovery Fees, E911, Universal Service Fees (USF), and other taxes, fees, access charges, and surcharges assessed on the federal, state and local government level.

Terms and Conditions:

CalNet3 proposal includes the following:

PRICING LISTED IS BASED ON A 36 MONTH CONTRACT, On-Site engineering and installation of all eligible equipment

Placement of all phones, all Local/Long Distance, maintenance, support, and upgrades.

Estimated one-time charges:

\$19,581.60

After E-Rate discounts on eligible items

\$14,388.80

Estimated monthly charges:

\$8,921.53

After estimated 40% E-Rate discount

\$5,352.92

Proposal Acceptance

Sign and return this page to your account executive to accept this proposal for Jive hosted services.

I, the undersigned ("Customer"), hereby accept this Proposal for Priority I Eligible Hosted Services as detailed in the quotation referenced by the quote number at the top of this page. I also agree to the following:

Terms and Conditions

Customer has read, understand, and agrees to the *Jive Terms of Service* document found at

<http://www.getjive.com/legal>

Installation Timeline (choose one)

- ☐ Customer chooses to install services prior to receiving E-Rate funding. Customer understands that Customer will be responsible to pay the full cost of the hardware, setup, and services until E-Rate funding is obtained.
- ☐ Customer chooses to NOT install services until after E-Rate funding has been obtained.

Non-Appropriations Option (choose one)

- ☐ Customer and Jive Communications will be bound to the terms of this agreement if, and only if, Customer receives SLD/USAC approval for Federal E-Rate funding for the applicable E-Rate Funding Year. If such funding is approved, Customer and Jive will be bound to the entire agreement, including items listed on the attached quote.
- ☐ Customer agrees to fully compensate Jive for services provided, whether or not any Federal E-Rate funding has been requested or approved by USAC/SLD.

E-Rate Billing Method (choose one)

- ☐ Form 474: Service Provider Invoice Form (or "SPI") will be utilized by Customer.
- ☐ Form 472: Billed Entity Application Reimbursement (or "BEAR") will be utilized by Customer.

Term: 36 months

Customer has the option to renew yearly after this contract expires using the terms of this contract. Incremental increases in the quantity of any of the Hosted Services provided (e.g. for new users in an existing site, or for additional sites) are allowed under the terms of this agreement.

Service Details

Base One-Time Charges:	19,581.60	Base Monthly Recurring Charges:	8,921.53
Est. E-Rate Discount:	5,192.80	Est. E-Rate Discount:	3,568.61
Est. Out-of-pocket One-Time Charges:	14,388.80	Est. CTF Discount:	2,411.75
		Est. Out-of-pocket Monthly Charges:	2,941.17

Customer understands that enabling certain features, including but not limited to international calling or toll-free number service, may increase the monthly charges. Rental hardware is subject to availability and not guaranteed. Customer should verify with their Jive representative that their telephone numbers can be ported. The WAN/911 survivability option requires at least one analog telephone line at each location. Jive Hosted Exchange Email requires the use of Active Directory. Each telephone endpoint requires an ethernet connection. Customer understands that all Jive services have minimum bandwidth requirements and that failure to meet these requirements will result in degraded functionality.

Signed (Oak Park Unified School District):

Signed (Jive Communications):



Name:

Name: Robert Johnson

Title:

Title: Account Manager

Date:

Date: 3-10-2014

ATTACHMENT 4 – AUTHORIZATION TO ORDER (ATO)

Page 1 of 4

AUTHORIZATION TO ORDER UNDER STATE CONTRACT

Jive and the State of California ("State") have entered into a Contract for CALNET 3 Statewide Contract A (SWC-A), **C3-A-12-10-TS-10**, for the following Subcategories and terms. The State may, at its sole option, elect to extend the Contract term for up to the number of additional periods of one (1) year each as indicated below.

<u>Subcategory</u>	<u>Contract Award</u>	<u>Contract End</u>	<u>1 year Optional Extensions</u>
1.2 MPLS, VPN and Converged VoIP	November 15, 2013	June 30, 2018	2
1.3 Standalone VoIP	November 15, 2013	June 30, 2018	2

Pursuant to the Contract, which is incorporated herein by reference, any public agency, as defined in Government Code section 11541, is allowed to order services and products ("Services") solely as set forth in the Contract.

A non-State public Entity (herein "Non-State Entity") shall also be required to complete and submit this Authorization to Order (ATO) Under State Contract prior to ordering Services. A description of the Service(s), applicable rates and charges and the specific terms and conditions under which the Service(s) will be provided to a Non-State Entity are fully set forth in the Contract. Access to the Contract is available at <http://marketing.dts.ca.gov/calnet3/>.

Oak Park Unified School District ("Non-State Entity") desires to order Service(s), and Contractor agrees to provide such Service(s), as identified in the State of California, Telecommunications Service Request (Form. 20), pursuant to the terms and conditions and rates contained in the Contract.

E-Rate Customers

Only complete if applying for E-Rate funding:

Oak Park Unified School District intends to seek Universal Service Funding (E-Rate) for eligible services provided under this ATO.

The Service(s) ordered under this ATO shall commence on **07/01/2014** ("Service Date"). Upon the Service Date, this ATO supersedes and replaces any applicable serving arrangements between Contractor and Non-State Agency for the Service(s) being ordered under this ATO.

This ATO shall become effective upon execution by Non-State Entity, Contractor, and the Office of Technology Services, Statewide Telecommunications and Network Division (OTech/STND). No Service(s) shall be ordered by Non-State Entity or provided by Contractor until this ATO has been executed by both parties and approved by OTech/STND.

By executing this ATO, Non-State Entity agrees to subscribe to the selected services, and Contractor agrees to provide selected services, in accordance with the terms and conditions of this ATO and the Contract. Upon execution of this ATO by Non-State Entity and Contractor, Contractor shall deliver this ATO to OTech/STND for review and approval. The State may, at its sole discretion, revoke any applicable previously approved ATO.

The OTech/STND will provide Contract management and oversight, and upon request by the Non-State Entity or Contractor, will advocate resolving any Contract service issues. The ATO, and any resulting Form 20, is a Contract between the Non-State Entity and the Contractor. The State will not represent the Non-State Entity in resolution of litigated disputes between the parties.

Non-State Entity may terminate this ATO, for specific Service(s) or in total, prior to termination of the Contract, by providing the Contractor with thirty (30) calendar days' of written notice of cancellation. This ATO shall not exceed the term of the CALNET 3 Contract.

Non-State Entity, upon execution of this ATO, certifies that Non-State Entity understands that Contractor and the State may, from time to time and without Non-State Entity's consent, amend the terms and conditions of the Contract thereby affecting the terms of service Non-State Entity receives from Contractor.

Non-State Entity, upon execution of this ATO, certifies that it has reviewed the terms and conditions, including the rates and charges, of the Contract.

Non-State Entity, upon execution of this ATO, certifies the Non-State Entity understands that billing invoices for Service(s) subscribed to under the Contract are subject to review and/or audit by the State, pursuant to provisions of the Contract.

All Service(s) ordered under this ATO will be submitted using the Form 20, signed by the Non-State Entity's authorized signatory. Any additions or deletions to Service(s) shall likewise be accomplished by submission of a Form 20, noting changes. The Non-State Entity understands that Form 20s are subject to review by the CALNET 3 CMO to ensure contract compliance.

Non-State Entity, upon execution of this ATO, certifies the Non-State Entity understands that the Contractor shall provide CALNET 3 CMO all data, reports, and access to trouble tickets for Service(s) subscribed to under the Contract, pursuant to provisions of the Contract.

Non-State Entity may, by placing Service orders issued by its duly authorized representative with Contractor, order any of the Service(s) listed in the Contract and selected below. Contractor shall bill Non-State Entity, and Non-State Entity shall pay Contractor according to the terms and conditions and rates set forth in the Contract for such Service(s).

ATTACHMENT 4 – AUTHORIZATION TO ORDER (ATO)

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Whenever any notice or demand is given under this Contract to Contractor or Non-State Entity, the notice shall be in writing and addressed to the following:

Non-State Entity:

Oak Park Unified School District

5801 E. Conifer St.

Oak Park, CA 91377

Attn:

Martin Klauss, Assistant Superintendent

(818) 735-3216

mklauss@oakparkusd.org

Contractor:

Jive

1275 W. 1600 N., Suite 100

Orem, Utah 84057

Attn: Angela Brunst

Contract Specialist

Notices delivered by overnight courier service shall be deemed delivered on the day following mailing. Notices mailed by U.S. Mail, postage prepaid, registered or certified with return receipt requested, shall be deemed delivered five (5) State business days after mailing. Notices delivered by any other method shall be deemed given upon receipt.

IN WITNESS WHEREOF, the parties hereto have caused this ATO to be executed on the date shown below by their respective duly authorized representatives:

NON-STATE ENTITY	CONTRACTOR
By: Authorized Signature	By: Authorized Signature
Printed Name and Title of Person Signing Martin Klauss, Assistant Superintendent	Printed Name and Title of Person Signing
Date Signed:	Date Signed:

Approved By:

State of California

Department of Technology,

Statewide Telecommunications and Network Division

By: Authorized Signature
Printed Name and Title of Person Signing
Date Signed:

Oak Park Unified School District

Select services for

	<u>Jive C3-A-12-10-TS-10</u>	
Selected Services	Multi-Protocol Label Switching (MPLS) Subcategory 1.2	Customer Initials
<input checked="" type="checkbox"/>	MPLS Port Transport Speed Service	
<input checked="" type="checkbox"/>	MPLS Port & Access Bundled Transport Speed Service	
<input checked="" type="checkbox"/>	MPLS Port, Access & Router Bundled Transport Speed Service	
<input checked="" type="checkbox"/>	MPLS Port, Access & Router Bundled On-Net Transport Speed Service	
<input checked="" type="checkbox"/>	MPLS Port, Access & Router Bundled Off-Net Transport Speed Service	
<input checked="" type="checkbox"/>	MPLS Port, Access & Router Bundled Ethernet On-Net Transport Speed Service	
<input checked="" type="checkbox"/>	MPLS Port, Access & Router Bundled Ethernet Off-Net Transport Speed Service	
<input checked="" type="checkbox"/>	Converged VoIP Service	
<input checked="" type="checkbox"/>	Converged Voice Mail Service	
<input checked="" type="checkbox"/>	Audio Conferencing Service	
<input checked="" type="checkbox"/>	Session Initiated Protocol (SIP) Trunking Service	
<input checked="" type="checkbox"/>	Extended Demarcation Wiring Services	
<input checked="" type="checkbox"/>	Services Related Hourly Support	
Selected Services	Standalone Voice over Internet Protocol (VoIP) Subcategory 1.3	Customer Initials
<input checked="" type="checkbox"/>	Standalone VoIP Service	
<input checked="" type="checkbox"/>	VoIP Voice Mail Service	
<input checked="" type="checkbox"/>	Audio Conferencing Service	
<input checked="" type="checkbox"/>	Extended Demarcation Wiring Services	
<input checked="" type="checkbox"/>	Services Related Hourly Support	

Form 471 - Item 21 Attachment

Customer Name: Oak Park Unified School District

Service Provider Name: Verizon Business Network Services

SPIN: _____

Term of Service: 12 Months

FRN Number: _____

Billed Entity Number: _____

For use the District's use ONLY. Service Provider will leave BLANK.

Service Description	Monthly Recurring Cost		Annual Recurring Cost		One-Time Cost	
	Eligible Monthly Cost	Ineligible Monthly Cost	Eligible Annual Cost	Ineligible Annual Cost	Eligible One-Time Cost	Ineligible One-Time Cost
Standard Standalone VoIP Handset Service Package without Station Cabling	\$1,864.26	\$57.66	\$22,371.15	\$691.89		\$13,221.12
Midrange Standalone VoIP Handset Service Package without Station Cabling	\$2,570.42	\$79.50-	\$30,845.07	\$953.97		\$39,160.94
Standalone VoIP Voice Mail	\$772.44		\$9,269.28			
Standalone VoIP Web-Based Attendant Console	\$93.31	\$ -	\$1,119.72	\$ -	\$ -	\$ -
Service Cost Total			\$63,605.22	\$1,645.86	\$ -	\$52,382.06
(Estimated) Taxes/Surcharges			\$6,996.57	\$181.04	\$ -	\$5,762.03
Sub-Total			\$70,601.79	\$1,826.91	\$ -	\$58,144.09
Grand Total			\$72,428.70		\$58,144.09	

March 7, 2014

Hosted Standalone IP Telephone Business Line Service (HIPC):

Description	Qty	Unit Price	MRC	Qty	Unit Price	NRC	Feat. ID	Eligible MRC	Ineligible MRC	Eligible NRC	Ineligible NRC	12 month Eligible MRC	12 month Ineligible MRC
Standard Standalone VoIP Handset Service Package without Station Cabling	132	\$14.56	\$1,921.92	132	\$100.16	\$13,221.12	SVHS0001 (see notes)	\$1,864.26	\$57.66		\$13,221.12	\$22,371.15	\$691.89
Midrange Standalone VoIP Handset Service Package without Station Cabling	182	\$14.56	\$2,649.92	182	\$215.17	\$39,160.94	SVHS0003 (see notes)	\$2,570.42	\$79.50		\$39,160.94	\$30,845.07	\$953.97
Executive Standalone VoIP Handset Service Package without Station Cabling	0	\$14.56	\$0.00	0	\$255.64	\$0.00	SVHS0005						
Attendant Standalone VoIP Handset Service Package without Station Cabling	0	\$14.56	\$0.00	0	\$396.80	\$0.00	SVHS0007						
Standard Standalone VoIP Speakerphone Service Package without Station Cabling	0	\$14.56	\$0.00	0	\$549.07	\$0.00	SVHS0009						
Executive Standalone VoIP Speakerphone Service Package without Station Cabling	0	\$14.56	\$0.00	0	\$549.07	\$0.00	SVHS0012						
Standalone VoIP Voice Mail	314	\$2.46	\$772.44				SVVM0000	\$772.44				\$9,269.28	\$0.00
Standalone VoIP Web-Based Attendant Console	7	\$13.33	\$93.31				SVAC0000	\$93.31				\$1,119.72	\$0.00
Additional Auto Attendant Levels (1 instance included with service)	0	\$19.99	\$0.00				IAP10000						
Additional Line	0	\$3.33	\$0.00				SVAL0000						
Remote Office	0	\$7.38	\$0.00				IROF0000						
Standalone VoIP Analog and Facsimile Support	0			0	\$298.51	\$0.00							
Standalone VoIP Block of 20 Additional Direct Inward Dialing (DID) Number Reservation	0	\$3.21	\$0.00				SDID0000						
IP Transport (includes router, switch, management)			\$0.00			Included with service							
Totals		MRC:	\$5,437.59		NRC:	\$52,382.06		\$5,300.43	\$137.16	\$0.00	\$52,382.06		
			\$ 65,251.08			\$58,144.09	12 months	\$63,605.22	\$1,645.86	\$0.00	\$52,382.06		
			\$ 72,428.70				Est taxes@11%	6,996.57	181.04	-	5,762.03		
								\$70,601.79	\$1,826.91	\$0.00	\$58,144.09		

The above pricing does not include taxes and surcharges. Pricing is based upon the current CALNET 3 pricing catalog.

notes:
1. MRC for Feature Codes SVHS00-01, 03, 05, 07, 09 & 12 are 97% eligible and 3% Ineligible
2. NRC for Feature Codes SVHS00-01, 03, 05, 07, 09 & 12 are for telephone sets and are not Erate eligible.