

| IPPBX Equipped Port Maintenance Pricing (Equipped Ports & IP Phones) | | | | | E-rate Eligible | |
|--|------------|---------------|---------------|-------------------|-----------------|----|
| Maintenance Plan - 1 Year Term Pricing (Per Port Per Month) | 0-99 ports | 100-499 ports | 500-999 ports | 1,000-1,999 ports | Yes | No |
| Basic 8 X 5 | \$1.80 | \$1.60 | \$1.40 | \$1.20 | | X |
| Enhanced 8 X 5 | \$2.20 | \$2.00 | \$1.80 | \$1.60 | | X |
| Premium 7 X 24 | \$2.60 | \$2.40 | \$2.20 | \$2.00 | | X |
| Premium Plus 7 X 24 | \$3.00 | \$2.80 | \$2.60 | \$2.40 | | X |
| Monitoring and Notification | \$0.55 | \$0.50 | \$0.45 | \$0.40 | X | |
| Software Assurance (incremental to per port charges) | ICB | ICB | ICB | ICB | X | |
| | | | | | | |
| IPPBX Equipped Port Maintenance Pricing (Equipped Ports & IP Phones) | | | | | E-rate Eligible | |
| Maintenance Plan - 2 Year Term Pricing (Per Port Per Month) | 0-99 ports | 100-499 ports | 500-999 ports | 1,000-1,999 ports | Yes | No |
| Basic 8 X 5 | \$1.60 | \$1.40 | \$1.20 | \$1.00 | | X |
| Enhanced 8 X 5 | \$2.00 | \$1.80 | \$1.60 | \$1.40 | | X |
| Premium 7 X 24 | \$2.40 | \$2.20 | \$2.00 | \$1.80 | | X |
| Premium Plus 7 X 24 | \$2.80 | \$2.60 | \$2.40 | \$2.20 | | X |
| Monitoring and Notification | \$0.55 | \$0.50 | \$0.45 | \$0.40 | X | |
| Software Assurance (incremental to per port charges) | ICB | ICB | ICB | ICB | X | |
| | | | | | | |
| IPPBX Equipped Port Maintenance Pricing (Equipped Ports & IP Phones) | | | | | E-rate Eligible | |
| Maintenance Plan - 3 Year Term Pricing (Per Port Per Month) | 0-99 ports | 100-499 ports | 500-999 ports | 1,000-1,999 ports | Yes | No |
| Basic 8 X 5 | \$1.40 | \$1.20 | \$1.00 | \$0.80 | | X |
| Enhanced 8 X 5 | \$1.80 | \$1.60 | \$1.40 | \$1.20 | | X |
| Premium 7 X 24 | \$2.20 | \$2.00 | \$1.80 | \$1.60 | | X |
| Premium Plus 7 X 24 | \$2.60 | \$2.40 | \$2.20 | \$2.00 | | X |
| Monitoring and Notification | \$0.55 | \$0.50 | \$0.45 | \$0.40 | X | |
| Software Assurance (incremental to per port charges) | ICB | ICB | ICB | ICB | X | |
| | | | | | | |

NOTES:

Software Assurance is too variable for a fixed price but should average around 15% of system price!

All work performed outside of M - F 8 X 5 for the Basic and Enhanced Plans will be performed at MAC rates below!

All Systems larger than 2,000 ports are an ICB!

| Labor Rates for Installation, Moves, Adds, Changes and Time and Materials | Hourly Rate | E-rate Eligible | |
|---|-------------|-----------------|----|
| | | Yes | No |
| <i>There is a two hour minimum for all Labor requests!</i> | | | |
| Installation Rates M - F (8am - 5pm) | \$ 85.00 | X | |
| Installation Overtime Rates M - Sat. | \$ 125.00 | X | |
| Installation Premium Rates Sun & Holidays | \$ 175.00 | X | |
| MAC Rates M - F (8am - 5pm) | \$ 85.00 | | X |
| MAC Overtime Rates M - Sat. | \$ 125.00 | | X |
| MAC Premium Rates Sun & Holidays | \$ 175.00 | | X |
| T & M Rates M - F (8am - 5pm) | \$ 125.00 | | X |
| T & M Rates M - Sat. | \$ 200.00 | | X |
| T& M Premium Rates Sun & Holidays | \$ 275.00 | | X |
| Remote Software Changes (no Warranty or Maintenance Contract) | \$ 75.00 | | X |

| Professional Services | NRC | E-rate Eligible | |
|--|--------------------|-----------------|----|
| | | Yes | No |
| On Site Technician | \$130,000 Annually | | X |
| Network Assessments | TBD | X | |
| VoIP Readiness Assesments | TBD | X | |
| Structured Cabling (if available through Staley) | ICB | X | |
| IPPBX Equipment Components | Cost + Margin | | X |
| Warranty | ICB | X | |
| Extended Warranty | ICB | | X |
| Traffic Studies | Cost + Margin | | X |
| Source Book | Cost + Margin | X | |
| Toll Fraud Surveillance | TBD | X | |
| Unauthorized Caller Notification | TBD | X | |

| Norstar, BCM, Mitel and IP Office Small (Key) Systems | | E-rate Eligible | |
|--|--------------------------|-----------------|----|
| Norstar | | Yes | No |
| System Type | Price Per Year | | |
| Norstar 3x8 | No Maintenance Available | | X |
| Norstar 4x8 (Old) | No Maintenance Available | | X |
| Norstar 6x16 (Old) | No Maintenance Available | | X |
| Norstar Modular 8x24 (Old) | No Maintenance Available | | X |
| Norstar CICS (4x8 & 8x16) | \$504.00 | | X |
| Norstar CICS (8x24) | \$672.00 | | X |
| Norstar MICS (8x32) | \$840.00 | | X |
| Norstar MICS larger than 8x32 | \$ 1.75 Per Port / Month | | X |
| Software Assurance | ICB | | X |
| BCM, IP Office and Mitel | | | |
| Pricing below applies to Systems 40 lines and below! Standard Port Pricing applies for any System below with 40+ lines! | | | |
| System Type | Price Per Year | | |
| BCM 50 | \$840.00 | | X |
| BCM 450 | \$840.00 | | X |
| Mitel 3000 | \$480.00 | | X |
| Mitel 5000 | \$840.00 | | X |
| IP Office | \$840.00 | | X |
| Software Assurance | ICB | | X |

| Ancillary Services | Annual or MRC | E-rate Eligible | |
|--|-----------------|-----------------|----|
| Call Pilot | | Yes | No |
| Call Pilot Channel Size | Price Per Month | | |
| 4 to 8 channels | \$150.00 | | X |
| 9 to 16 channels | \$200.00 | | X |
| 17 to 24 channels | \$250.00 | | X |
| 25 to 36 channels | \$350.00 | | X |
| 37 to 48 channels | \$450.00 | | X |
| 49 to 72 channels | \$550.00 | | X |
| 73 to 96 channels | \$650.00 | | X |
| NOTE: Add The cost of PASS Basic Technical Support Services See current Avaya pricing. Use a GPM of 20 %. | | | |
| Call Pilot / Call Center | | | |
| System Type | Price Per Year | | |
| Call Pilot 100 | \$300.00 | | X |
| Call Pilot 150 | \$600.00 | | X |

| Ancillary Services | | Annual or MRC | E-rate Eligible |
|--|--|-----------------|-----------------|
| Basic Call Center | | \$100.00 | X |
| Contact Center Manager | | | |
| CCM Type | | Price Per Month | |
| Release 6.0 and above - No Server | | \$150.00 | X |
| Symposium Express 7.0 and Above - No Server | | \$150.00 | X |
| Server Coverage - Obtain Quote from Server Vendor | | Cost + 15 % GPM | X |
| NOTE: Add The cost of PASS Basic Technical Support Services See current Avaya pricing. Use a GPM of 20 %. | | | |
| Optivity / Telephony Manager - Software Support | | | |
| Obtain Quote from Subcontractor) ETEL Tech | | Cost + 15 % GPM | X |
| Remote Solutions | | | |
| Remote System Type | | Price Per Month | |
| Reach Line Card (Each Unit) | | \$30.00 | X |
| Carrier Remote (Each Unit) | | \$30.00 | X |
| Mini-Carrier Remote (Each Unit) | | \$30.00 | X |
| Miscellaneous | | | |
| Description | | Price Per Month | |
| MIRAN - Medium | | \$30.00 | X |
| MIRAN - Large | | \$50.00 | X |
| MICB - 1-12 Ports | | \$50.00 | X |
| MICB - 13-32 Ports | | \$75.00 | X |
| MICB - 32-62 Ports | | \$100.00 | X |
| Paging System | | | |
| Description | | Price Per Month | |
| Amplifier / Page Control Unit | | \$6.25 | X |
| 1-50 Speakers | | \$0.75 | X |
| 51-500 Speakers | | \$0.50 | X |