Appendix 3.1 to Schedule 3

SOW Pricing

Appendix 3.1 to Schedule 3 SOW Pricing Table of Contents	Pricing Workbook Table of Contents
Worksheet Title / Hyperlink	**Description**
Pricing Summary Sheets	
Pricing Summary - 5 Year Rollup	Summary of Five-Year pricing across all Service Areas
Recurring Monthly Charges	
Converged Network (excluding L & JA)	Pricing for Supporting County-wide Converged Network Excluding Law and Justice Agencies
Voice Communication (excluding L & JA)	Pricing for Supporting County-wide Converged Voice Communications Excluding Law and Justice Agencies
Converged Network (L & JA)	Pricing for Supporting Converged Network for Law and Justice Agencies
Voice Communication (L & JA)	Pricing for Supporting Converged Voice Communications for Law and Justice Agencies
Network & VOIP Transformation Fees (excluding L &JA)	Pricing for Transformation to Converged Network and VOIP, excluding L&JA agencies
Network & VOIP Transformation Fees (L &JA)	Pricing for Transformation to Converged Network and VOIP for L & JA Agencies
VOIP Call Rate Plan	Pricing for local, toll, and long distance voice rate plans that will be provided to the County as part of the converged network solution
International Call Rate	Pricing for international call plans that will be provided to the County as part of the converged network solution
Other Charges	
Hourly Rate	Worksheet for itemizing Service Provider hourly rate structures for project personnel for each year
Termination Fees	Worksheet for itemizing annual Termination Fees for each Service Area
Termination Fee Monthly Schedule	Worksheet for monthly Termination Fees for each Service Area
Disentanglement Fee Estimate	Worksheet for providing estimate of Disentanglement Fee each year for each tower
Vendor Pricing Assumptions	
Pricing Assumptions	Worksheet to itemize all assumptions upon which its pricing is dependent

Appendix 3.1 to Schedule 3 *SOW Pricing*	Amendment 3
Service Recipient:	**County of Orange**
Vendor Name:	**Atos - Scope 2**

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TOC page Pricing Assumptions

RECURRING FEES								
SCOPE 2 SERVICE AREAS	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**	**Year 6 (Option Year 1)**	**Year 7 (Option Year 2)**	**Total**
Converged Network (Excluding L &JA)	$ 9,662,366	$ 12,317,222	$ 16,755,860	$ 17,852,592	$ 17,444,580	$ 6,837,276	$ 6,837,276	$ 87,707,172
Voice Communications (Excluding L &JA)	$ 5,585,114	$ 6,575,496	$ 7,122,410	$ 7,479,396	$ 7,109,088	$ 3,100,440	$ 3,100,272	$ 40,072,216
Converged Network (L &JA)	$ 91,257	$ 211,713	$ 215,486	$ 602,184	$ 1,510,620	$ 455,232	$ 455,232	$ 3,541,724
Voice Communications (L &JA)	$ 1,242,505	$ 2,011,295	$ 2,280,140	$ 1,744,080	$ 1,983,156	$ 553,044	$ 553,044	$ 10,367,264
Anend 3 BILLING FEES SHEET	$ 16,581,242	$ 21,115,726	$ 26,373,896	$ 27,678,252	$ 28,047,444	$ 10,945,992	$ 10,945,824	$ 141,688,376
EARLY TERMINATION FEES								
Early Termination Fees - Converged Network (Excluding L &JA)	$ 17,235,084	$ 15,792,764	$ 11,516,317	$ 6,624,661	$ -	N/A	N/A	
Early Termination Fees - Voice Communications (Excluding L &JA)	$ 5,745,028	$ 5,264,255	$ 3,838,773	$ 2,208,220	$ -	N/A	N/A	
Early Termination Fees - Converged Network (L &JA)	$ 577,626	$ 566,210	$ 385,908	$ 210,772	$ -	N/A	N/A	
Early Termination Fees - Voice Communications (L &JA)	$ 1,732,877	$ 1,698,629	$ 1,157,724	$ 632,316	$ -	N/A	N/A	
TOTAL TERMINATION FEES	$ 25,290,615	$ 23,321,858	$ 16,898,722	$ 9,675,969	$ -			

NOTE: Early termination fees apply only to termination for convenience

YEAR 1 ONE-TIME TRANSITION COSTS	
Converged Network (Excluding L &JA)	$ 686,666
Voice Communications (Excluding L &JA)	$ 210,643
Converged Network (L &JA)	$ 32,521
Voice Communications (L &JA)	$ 19,480
TOTAL TRANSITION FEES - SCOPE 2	$ 949,310

NETWORK & VOIP TRANSFORMATION COSTS	
NW & VOIP Transformation Fees (Excluding L & JA)	$ 12,599,971
NW & VOIP Transformation Fees (L & JA)	$ 1,165,220

Disentanglement Fees Estimate							
Disentanglement Fees Estimate - Converged Network (Excluding L &JA)	$ 1,837,405	$ 2,281,711	$ 2,556,394	$ 2,547,679	$ 2,504,777	N/A	N/A
Disentanglement Fees Estimate- Voice Communications (Excluding L &JA)	$ 926,261	$ 1,040,532	$ 928,942	$ 911,687	$ 894,607	N/A	N/A
Disentanglement Fees Estimate - Converged Network (L &JA)	$ 56,230	$ 100,881	$ 100,420	$ 99,983	$ 99,565	N/A	N/A
Disentanglement Fees Estimate- Voice Communications (L &JA)	$ 202,173	$ 178,099	$ 149,479	$ 147,998	$ 146,545	N/A	N/A
TOTAL DISENTANGLEMENT FEES - Scope 2	$ 3,022,069	$ 3,601,223	$ 3,735,235	$ 3,707,347	$ 3,645,494		

NOTE: The amount provided is estimate only. The final amount shall be determined at the time of disentanglement

Appendix 3.1 to Schedule 3

Service Recipient: County of Orange
Vendor Name: Atos - Scope 2

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Vendor Provided Services

Resource Unit Category	Unit of Measure	Mar-14 Year 1 (Month 1) Price Per Month: Baseline Quantity	Monthly Unit Price	Monthly Total	Apr-14 Year 1 (Month 2) Price Per Month: Baseline Quantity	Monthly Unit Price	Monthly Total	May-14 Year 1 (Month 3) Price Per Month: Baseline Quantity	Monthly Unit Price	Monthly Total	Jun-14 Year 1 (Month 4) Price Per Month: Baseline Quantity	Monthly Unit Price	Monthly Total
Management Services (including fees associated with Schedule 1 - Relationship Management)	Fixed	1	$ 196,391.86	$196,391.86	1	$ 196,391.86	$196,391.86	1	$ 196,391.86	$196,391.86	1	$ 196,391.86	$196,391.86
County Legacy Resource Units (vendor services only) Vendor to adjust counts in green cells based on its Transformation Plan													
Managed Legacy Circuits	Qty of Circuits	296	$ 11.25	$3,330.00	282	$ 11.25	$3,172.50	266	$ 11.25	$2,992.50	247	$ 11.25	$2,778.75
Routers (small)	Qty of routers	159	$ 458.25	$72,861.75	152	$ 458.25	$69,654.00	143	$ 458.25	$65,529.75	133	$ 458.25	$60,947.25
LAN Switches (small)	Qty of switches	530	$ 357.35	$189,395.50	503	$ 357.35	$179,747.05	477	$ 357.35	$170,455.95	414	$ 357.35	$147,942.90
LAN Wireless Access Points (Including L & JA Consortium devices)	Qty of access points	289	$ 164.00	$47,396.00	289	$ 164.00	$47,396.00	289	$ 164.00	$47,396.00	289	$ 164.00	$47,396.00
Wireless Controller (Including L & JA Consortium devices)	Qty of devices	5	$ 427.90	$2,139.50	5	$ 427.90	$2,139.50	5	$ 427.90	$2,139.50	5	$ 427.90	$2,139.50
Internet Bandwidth	Mbps	350	$ 14.35	$5,022.50	350	$ 14.35	$5,022.50	350	$ 14.35	$5,022.50	350	$ 14.35	$5,022.50
VPN Services (Including L & JA Users)	Qty of VPN users	2,576	$ 3.28	$8,449.28	2,576	$ 3.28	$8,449.28	2,576	$ 3.28	$8,449.28	2,576	$ 3.28	$8,449.28
VPN Appliances	Qty of devices	3	$ 342.32	$1,026.96	3	$ 342.32	$1,026.96	3	$ 342.32	$1,026.96	3	$ 342.32	$1,026.96
Point to Point VPN	Qty of P-to-P VPNs	7	$ 500.00	$3,500.00	7	$ 500.00	$3,500.00	7	$ 500.00	$3,500.00	7	$ 500.00	$3,500.00
Security Management Services	Fixed	1	$ 125,431.24	$125,431.24	1	$ 125,431.24	$125,431.24	1	$ 125,431.24	$125,431.24	1	$ 125,431.24	$125,431.24
Firewalls	Qty of firewalls	16	$ 423.22	$6,771.52	-	$ 423.22	$0.00	-	$ 423.22	$0.00	-	$ 423.22	$0.00
Proxy Servers	Qty of proxy servers	2	$ 500.00	$1,000.00	2	$ 500.00	$1,000.00	2	$ 500.00	$1,000.00	2	$ 500.00	$1,000.00
IPS/IDS Devices	Qty of IPS/IDS devices	17	$ 1,012.36	$17,210.12	17	$ 1,012.36	$17,210.12	17	$ 1,012.36	$17,210.12	17	$ 1,012.36	$17,210.12
Content/Internet Filter	Qty of devices	6	$ 1,012.36	$6,074.16	6	$ 1,012.36	$6,074.16	6	$ 1,012.36	$6,074.16	6	$ 1,012.36	$6,074.16
eMail Gateway	Qty of devices	5	$ 1,012.36	$5,061.80	5	$ 1,012.36	$5,061.80	5	$ 1,012.36	$5,061.80	5	$ 1,012.36	$5,061.80
eMail Encryption	Qty of devices		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Load Balancer	Qty of devices	5	$ 427.90	$2,139.50	5	$ 427.90	$2,139.50	5	$ 427.90	$2,139.50	5	$ 427.90	$2,139.50
Radius Server	Qty of devices	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00
SNA Gateway	Qty of devices	1	$ 450.43	$450.43	1	$ 450.43	$450.43	1	$ 450.43	$450.43	1	$ 450.43	$450.43
Soft IMACs for Network Devices (Vendor to enter number of Soft IMACs/year included in fee)	Qty of Monthly IMACs	225			225			225			225		
Hard IMACs for Network Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	9			9			9			9		
Vendor Solution Specific Resource Units (services only e.g., large router management, small router management, small switch) Include description in comments column													
Managed Converged Network Circuits (Non-County Legacy Circuits)	Qty of Circuits	10	$ 9.00	$90.00	19	$ 9.00	$171.00	31	$ 9.00	$279.00	45	$ 9.00	$405.00
Router (small)	Qty of routers	-	$ 366.60	$0.00	-	$ 366.60	$0.00	-	$ 366.60	$0.00	5	$ 366.60	$1,833.00
Router (medium)	Qty of routers	6	$ 397.15	$2,382.90	9	$ 397.15	$3,574.35	11	$ 397.15	$4,368.65	16	$ 397.15	$6,354.40
Router (large)	Qty of routers	9	$ 534.63	$4,811.67	16	$ 534.63	$8,554.08	25	$ 534.63	$13,365.75	28	$ 534.63	$14,969.64
Router (extra large)	Qty of routers			$0.00			$0.00	2	$ 575.00	$1,150.00	2	$ 575.00	$1,150.00
Switch (xtra small)	Qty of routers												
Switch (small)	Qty of switches	-	$ 238.23	$0.00	-	$ 238.23	$0.00	-	$ 238.23	$0.00	4	$ 238.23	$952.92
Switch (medium)	Qty of switches	86	$ 309.70	$26,634.20	108	$ 309.70	$33,447.60	129	$ 309.70	$39,951.30	175	$ 309.70	$54,197.50
Switch (large)	Qty of switches	-	$ 416.91	$0.00	-	$ 416.91	$0.00	-	$ 416.91	$0.00	-	$ 416.91	$0.00
Wireless Controller	Qty of devices		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
LAN Wireless Access Points (Light)	Qty of access points			$0.00			$0.00			$0.00			$0.00
VPN Services	Qty of VPN users		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
VPN Appliances	Qty of devices		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Point to Point VPN	Qty of P-to-P VPNs		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Security Management Services	Fixed		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Firewalls	Qty of firewalls	4	$ 458.90	$1,835.60	4	$ 458.90	$1,835.60	4	$ 458.90	$1,835.60	4	$ 458.90	$1,835.60
Proxy Servers	Qty of proxy servers		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
IPS/IDS Devices	Qty of IPS/IDS devices		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Content/Internet Filter	Qty of devices		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
eMail Gateway	Qty of devices		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Load Balancer	Qty of devices		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
SNA Gateway	Qty of devices		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Soft IMACs for Network Devices (Vendor to enter number of Soft IMACs/year included in fee)	Qty of Monthly IMACs	-											
Hard IMACs for Network Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	-											
UPS (xtra small)	Qty of UPS												
UPS (small)	Qty of UPS			$0.00			$0.00			$0.00			$0.00
UPS (medium)	Qty of UPS			$0.00			$0.00			$0.00			$0.00
UPS (large)	Qty of UPS	100	$ 6.59	$659.00	100	$ 6.59	$659.00	100	$ 6.59	$659.00	100	$ 6.59	$659.00
UPS (Extra large)	Qty of UPS			$0.00			$0.00			$0.00			$0.00
Vendor Solution Specific Resource Units (non-services only e.g., hardware, point to point circuits, MPLS) Include description in comments column													
Converged Network Circuits (Non-County Legacy Circuits)	Qty of Circuits	1	$ 81,358.09	$81,358.09	1	$ 81,358.09	$81,358.09	1	$ 81,358.09	$81,358.09	1	$ 81,358.09	$81,358.09
Router (small)	Qty of routers	-	$ 161.15	$0.00	-	$ 161.15	$0.00	-	$ 161.15	$0.00	5	$ 161.15	$805.75
Router (medium)	Qty of routers	6	$ 354.39	$2,126.34	9	$ 354.39	$3,189.51	11	$ 354.39	$3,898.29	16	$ 354.39	$5,670.24
Router (large)	Qty of routers	9	$ 2,949.46	$26,545.14	16	$ 2,949.46	$47,191.36	25	$ 2,949.46	$73,736.50	28	$ 2,949.46	$82,584.88
Router (Extra Large 7010)	Qty of routers			$0.00			$0.00	2	$ 4,771.75	$9,543.50	2	$ 4,771.75	$9,543.50
Switch (small)	Qty of switches	-	$ 99.35	$0.00	-	$ 99.35	$0.00	-	$ 99.35	$0.00	4	$ 99.35	$397.40
Switch (medium)	Qty of switches	86	$ 352.88	$30,347.68	108	$ 352.88	$38,111.04	129	$ 352.88	$45,521.52	175	$ 352.88	$61,754.00
Switch (large)	Qty of switches	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00
Wireless Enterprise Base Infrastructure	Fixed		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
LAN Wireless Access Points (e.g. Vendor provided hardware) - Internal	Qty of access points		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
LAN Wireless Access Points - External	Qty of access points												
Location Services	New RU			$0.00			$0.00			$0.00			$0.00
Firewalls	Qty of firewalls	4	$ 201.75	$807.00	4	$ 201.75	$807.00	4	$ 201.75	$807.00	4	$ 201.75	$807.00
Load Balancer	Qty of devices		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
UPS (small)	Qty of UPS	-		$0.00	-		$0.00	-		$0.00	-		$0.00
UPS (medium)	Qty of UPS	-		$0.00	-		$0.00	-		$0.00	-		$0.00
UPS (large)	Qty of UPS	100	$ 36.53	$3,653.00	100	$ 36.53	$3,653.00	100	$ 36.53	$3,653.00	100	$ 36.53	$3,653.00
UPS (Extra large)	Qty of UPS	-		$0.00	-		$0.00	-		$0.00	-		$0.00
MONTHLY SERVICES FEES				$ 874,903			$ 896,419			$ 940,399			$ 961,893

Resource Unit Category	Unit of Measure	Jul-14 Year 1 (Month 5) Price Per Month: Baseline Quantity	Monthly Unit Price	Monthly Total	Aug-14 Year 1 (Month 6) Price Per Month: Baseline Quantity	Monthly Unit Price	Monthly Total	Sep-14 Year 1 (Month 7) Price Per Month: Baseline Quantity	Monthly Unit Price	Monthly Total	Oct-14 Year 1 (Month 8) Price Per Month: Baseline Quantity	Monthly Unit Price	Monthly Total
Management Services (including fees associated with Schedule 1 - Relationship Management)	Fixed	1	$ 196,391.86	$196,391.86	1	$ 196,391.86	$196,391.86	1	$ 196,391.86	$196,391.86	1	$ 196,391.86	$196,391.86
County Legacy Resource Units (vendor services only) Vendor to adjust counts in green cells based on its Transformation Plan													
Managed Legacy Circuits	Qty of Circuits	131	$ 15.82	$2,072.42	131	$ 15.82	$2,072.42	131	$ 15.82	$2,072.42	131	$ 15.82	$2,072.42
Routers (small)	Qty of routers	188	$ 388.54	$73,045.52	188	$ 388.54	$73,045.52	188	$ 388.54	$73,045.52	188	$ 388.54	$73,045.52
LAN Switches (small)	Qty of switches	448	$ 376.37	$168,613.76	448	$ 376.37	$168,613.76	448	$ 376.37	$168,613.76	448	$ 376.37	$168,613.76
LAN Wireless Access Points (Including L & JA Consortium devices)	Qty of access points	254	$ 173.33	$44,025.82	254	$ 173.33	$44,025.82	254	$ 173.33	$44,025.82	254	$ 173.33	$44,025.82
Wireless Controller (Including L & JA Consortium devices)	Qty of devices	4	$ 454.64	$1,818.56	4	$ 454.64	$1,818.56	4	$ 454.64	$1,818.56	4	$ 454.64	$1,818.56
Internet Bandwidth	Mbps	350	$ 14.35	$5,022.50	350	$ 14.35	$5,022.50	350	$ 14.35	$5,022.50	350	$ 14.35	$5,022.50
VPN Services (Including L & JA Users)	Qty of VPN users	2,923	$ 3.14	$9,178.22	2,923	$ 3.14	$9,178.22	2,923	$ 3.14	$9,178.22	2,923	$ 3.14	$9,178.22
VPN Appliances	Qty of devices	2	$ 445.02	$890.04	2	$ 445.02	$890.04	2	$ 445.02	$890.04	2	$ 445.02	$890.04
Point to Point VPN	Qty of P-to-P VPNs	16	$ 456.25	$7,300.00	16	$ 456.25	$7,300.00	16	$ 456.25	$7,300.00	16	$ 456.25	$7,300.00
Security Management Services	Fixed	1	$ 125,431.24	$125,431.24	1	$ 125,431.24	$125,431.24	1	$ 125,431.24	$125,431.24	1	$ 125,431.24	$125,431.24
Firewalls	Qty of firewalls	13	$ 423.22	$5,501.86	13	$ 423.22	$5,501.86	13	$ 423.22	$5,501.86	13	$ 423.22	$5,501.86
Proxy Servers	Qty of proxy servers	-	$ 500.00	$0.00	-	$ 500.00	$0.00	-	$ 500.00	$0.00	-	$ 500.00	$0.00
IPS/IDS Devices	Qty of IPS/IDS devices	-	$ 1,012.36	$0.00	-	$ 1,012.36	$0.00	-	$ 1,012.36	$0.00	-	$ 1,012.36	$0.00
Content/Internet Filter	Qty of devices	8	$ 860.51	$6,884.08	8	$ 860.51	$6,884.08	8	$ 860.51	$6,884.08	8	$ 860.51	$6,884.08
eMail Gateway	Qty of devices	4	$ 1,075.63	$4,302.52	4	$ 1,075.63	$4,302.52	4	$ 1,075.63	$4,302.52	4	$ 1,075.63	$4,302.52
eMail Encryption	Qty of devices		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Load Balancer	Qty of devices	6	$ 410.07	$2,460.42	6	$ 410.07	$2,460.42	6	$ 410.07	$2,460.42	6	$ 410.07	$2,460.42
Radius Server	Qty of devices	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00
SNA Gateway	Qty of devices	-	$ 450.43	$0.00	-	$ 450.43	$0.00	-	$ 450.43	$0.00	-	$ 450.43	$0.00
Soft IMACs for Network Devices (Vendor to enter number of Soft IMACs/year included in fee)	Qty of Monthly IMACs	82			82			82			82		
Hard IMACs for Network Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	16			16			16			16		
Vendor Solution Specific Resource Units (services only e.g., large router management, small router management, small switch) Include description in comments column													
Managed Converged Network Circuits (Non-County Legacy Circuits)	Qty of Circuits	6	$ 9.00	$54.00	6	$ 9.00	$54.00	6	$ 9.00	$54.00	6	$ 9.00	$54.00
Router (small)	Qty of routers	1	$ 366.60	$366.60	1	$ 366.60	$366.60	1	$ 366.60	$366.60	1	$ 366.60	$366.60
Router (medium)	Qty of routers	9	$ 397.15	$3,574.35	9	$ 397.15	$3,574.35	9	$ 397.15	$3,574.35	9	$ 397.15	$3,574.35
Router (large)	Qty of routers	-	$ 534.63	$0.00	-	$ 534.63	$0.00	-	$ 534.63	$0.00	-	$ 534.63	$0.00
Router (extra large)	Qty of routers	-	$ 575.00	$0.00	-	$ 575.00	$0.00	-	$ 575.00	$0.00	-	$ 575.00	$0.00
Switch (xtra small)	Qty of routers												
Switch (small)	Qty of switches	1	$ 238.23	$238.23	1	$ 238.23	$238.23	1	$ 238.23	$238.23	1	$ 238.23	$238.23
Switch (medium)	Qty of switches	4	$ 309.70	$1,238.80	4	$ 309.70	$1,238.80	4	$ 309.70	$1,238.80	4	$ 309.70	$1,238.80
Switch (large)	Qty of switches	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00
Wireless Controller	Qty of devices		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
LAN Wireless Access Points (Light)	Qty of access points			$0.00			$0.00			$0.00			$0.00
VPN Services	Qty of VPN users		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
VPN Appliances	Qty of devices		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Point to Point VPN	Qty of P-to-P VPNs		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Security Management Services	Fixed		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Firewalls	Qty of firewalls	6	$ 458.90	$2,753.40	6	$ 458.90	$2,753.40	6	$ 458.90	$2,753.40	6	$ 458.90	$2,753.40
Proxy Servers	Qty of proxy servers		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
IPS/IDS Devices	Qty of IPS/IDS devices			$0.00			$0.00			$0.00			$0.00
Content/Internet Filter	Qty of devices			$0.00			$0.00			$0.00			$0.00
eMail Gateway	Qty of devices			$0.00			$0.00			$0.00			$0.00
Load Balancer	Qty of devices			$0.00			$0.00			$0.00			$0.00
SNA Gateway	Qty of devices			$0.00			$0.00			$0.00			$0.00
Soft IMACs for Network Devices (Vendor to enter number of Soft IMACs/year included in fee)	Qty of Monthly IMACs												
Hard IMACs for Network Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs												
UPS (xtra small)	Qty of UPS												
UPS (small)	Qty of UPS		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
UPS (medium)	Qty of UPS		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
UPS (large)	Qty of UPS	-	$ 6.59	$0.00	-	$ 6.59	$0.00	-	$ 6.59	$0.00	-	$ 6.59	$0.00
UPS (Extra large)	Qty of UPS	2	$ -	$0.00	2	$ -	$0.00	2	$ -	$0.00	2	$ -	$0.00
Vendor Solution Specific Resource Units (non-services only e.g., hardware, point to point circuits, MPLS) Include description in comments column													
Converged Network Circuits (Non-County Legacy Circuits)	Qty of Circuits	1	$ 81,358.09	$81,358.09	1	$ 81,358.09	$81,358.09	1	$ 81,358.09	$81,358.09	1	$ 81,358.09	$81,358.09
Router (small)	Qty of routers	1	$ 161.15	$161.15	1	$ 161.15	$161.15	1	$ 161.15	$161.15	1	$ 161.15	$161.15
Router (medium)	Qty of routers	9	$ 354.39	$3,189.51	9	$ 354.39	$3,189.51	9	$ 354.39	$3,189.51	9	$ 354.39	$3,189.51
Router (large)	Qty of routers	-	$ 2,949.46	$0.00	-	$ 2,949.46	$0.00	-	$ 2,949.46	$0.00	-	$ 2,949.46	$0.00
Router (Extra Large 7010)	Qty of routers	-	$ 4,771.75	$0.00	-	$ 4,771.75	$0.00	-	$ 4,771.75	$0.00	-	$ 4,771.75	$0.00
Switch (small)	Qty of switches	1	$ 99.35	$99.35	1	$ 99.35	$99.35	1	$ 99.35	$99.35	1	$ 99.35	$99.35
Switch (medium)	Qty of switches	4	$ 352.88	$1,411.52	4	$ 352.88	$1,411.52	4	$ 352.88	$1,411.52	4	$ 352.88	$1,411.52
Switch (large)	Qty of switches	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00
Wireless Enterprise Base Infrastructure	Fixed		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
LAN Wireless Access Points (e.g. Vendor provided hardware) - Internal	Qty of access points		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
LAN Wireless Access Points - External	Qty of access points												
Location Services	New RU			$0.00			$0.00			$0.00			$0.00
Firewalls	Qty of firewalls	6	$ 201.75	$1,210.50	6	$ 201.75	$1,210.50	6	$ 201.75	$1,210.50	6	$ 201.75	$1,210.50
Load Balancer	Qty of devices		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
UPS (small)	Qty of UPS	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00
UPS (medium)	Qty of UPS	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00
UPS (large)	Qty of UPS	-	$ 36.53	$0.00	-	$ 36.53	$0.00	-	$ 36.53	$0.00	-	$ 36.53	$0.00
UPS (Extra large)	Qty of UPS	2	$ -	$0.00	2	$ -	$0.00	2	$ -	$0.00	2	$ -	$0.00
MONTHLY SERVICES FEES				$ 748,594			$ 748,594			$ 748,594			$ 748,594

Resource Unit Category	Unit of Measure	Nov-14 Year 1 (Month 9) Price Per Month: Baseline Quantity	Monthly Unit Price	Monthly Total	Dec-14 Year 1 (Month 10) Price Per Month: Baseline Quantity	Monthly Unit Price	Monthly Total	Jan-15 Year 1 (Month 11) Price Per Month: Baseline Quantity	Monthly Unit Price	Monthly Total	Feb-15 Year 1 (Month 12) Price Per Month: Baseline Quantity	Monthly Unit Price	Monthly Total
Management Services (including fees associated with Schedule 1 - Relationship Management)	Fixed	1	$ 196,391.86	$196,391.86	1	$ 196,391.86	$196,391.86	1	$ 196,391.86	$196,391.86	1	$ 196,391.86	$196,391.86
County Legacy Resource Units (vendor services only) Vendor to adjust counts in green cells based on its Transformation Plan													
Managed Legacy Circuits	Qty of Circuits	131	$ 15.82	$2,072.42	131	$ 15.82	$2,072.42	131	$ 15.82	$2,072.42	131	$ 15.82	$2,072.42
Routers (small)	Qty of routers	188	$ 388.54	$73,045.52	188	$ 388.54	$73,045.52	188	$ 388.54	$73,045.52	188	$ 388.54	$73,045.52
LAN Switches (small)	Qty of switches	448	$ 376.37	$168,613.76	448	$ 376.37	$168,613.76	448	$ 376.37	$168,613.76	448	$ 376.37	$168,613.76
LAN Wireless Access Points (Including L & JA Consortium devices)	Qty of access points	254	$ 173.33	$44,025.82	254	$ 173.33	$44,025.82	254	$ 173.33	$44,025.82	254	$ 173.33	$44,025.82
Wireless Controller (Including L & JA Consortium devices)	Qty of devices	4	$ 454.64	$1,818.56	4	$ 454.64	$1,818.56	4	$ 454.64	$1,818.56	4	$ 454.64	$1,818.56
Internet Bandwidth	Mbps	350	$ 14.35	$5,022.50	350	$ 14.35	$5,022.50	350	$ 14.35	$5,022.50	350	$ 14.35	$5,022.50
VPN Services (Including L & JA Users)	Qty of VPN users	2,923	$ 3.14	$9,178.22	2,923	$ 3.14	$9,178.22	2,923	$ 3.14	$9,178.22	2,923	$ 3.14	$9,178.22
VPN Appliances	Qty of devices	2	$ 445.02	$890.04	2	$ 445.02	$890.04	2	$ 445.02	$890.04	2	$ 445.02	$890.04
Point to Point VPN	Qty of P-to-P VPNs	16	$ 456.25	$7,300.00	16	$ 456.25	$7,300.00	16	$ 456.25	$7,300.00	16	$ 456.25	$7,300.00
Security Management Services	Fixed	1	$ 125,431.24	$125,431.24	1	$ 125,431.24	$125,431.24	1	$ 125,431.24	$125,431.24	1	$ 125,431.24	$125,431.24
Firewalls	Qty of firewalls	13	$ 423.22	$5,501.86	13	$ 423.22	$5,501.86	13	$ 423.22	$5,501.86	13	$ 423.22	$5,501.86
Proxy Servers	Qty of proxy servers	-	$ 500.00	$0.00	-	$ 500.00	$0.00	-	$ 500.00	$0.00	-	$ 500.00	$0.00
IPS/IDS Devices	Qty of IPS/IDS devices	-	$ 1,012.36	$0.00	-	$ 1,012.36	$0.00	-	$ 1,012.36	$0.00	-	$ 1,012.36	$0.00
Content/Internet Filter	Qty of devices	8	$ 860.51	$6,884.08	8	$ 860.51	$6,884.08	8	$ 860.51	$6,884.08	8	$ 860.51	$6,884.08
eMail Gateway	Qty of devices	4	$ 1,075.63	$4,302.52	4	$ 1,075.63	$4,302.52	4	$ 1,075.63	$4,302.52	4	$ 1,075.63	$4,302.52
eMail Encryption	Qty of devices		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Load Balancer	Qty of devices	6	$ 410.07	$2,460.42	6	$ 410.07	$2,460.42	6	$ 410.07	$2,460.42	6	$ 410.07	$2,460.42
Radius Server	Qty of devices	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00
SNA Gateway	Qty of devices	-	$ 450.43	$0.00	-	$ 450.43	$0.00	-	$ 450.43	$0.00	-	$ 450.43	$0.00
Soft IMACs for Network Devices (Vendor to enter number of Soft IMACs/year included in fee)	Qty of Monthly IMACs	82			82			82			82		
Hard IMACs for Network Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	16			16			16			16		
Vendor Solution Specific Resource Units (services only e.g., large router management, small router management, small switch) Include description in comments column													
Managed Converged Network Circuits (Non-County Legacy Circuits)	Qty of Circuits	6	$ 9.00	$54.00	6	$ 9.00	$54.00	6	$ 9.00	$54.00	6	$ 9.00	$54.00
Router (small)	Qty of routers	1	$ 366.60	$366.60	1	$ 366.60	$366.60	1	$ 366.60	$366.60	1	$ 366.60	$366.60
Router (medium)	Qty of routers	9	$ 397.15	$3,574.35	9	$ 397.15	$3,574.35	9	$ 397.15	$3,574.35	9	$ 397.15	$3,574.35
Router (large)	Qty of routers	-	$ 534.63	$0.00	-	$ 534.63	$0.00	-	$ 534.63	$0.00	-	$ 534.63	$0.00
Router (extra large)	Qty of routers	-	$ 575.00	$0.00	-	$ 575.00	$0.00	-	$ 575.00	$0.00	-	$ 575.00	$0.00
Switch (xtra small)	Qty of routers												
Switch (small)	Qty of switches	1	$ 238.23	$238.23	1	$ 238.23	$238.23	1	$ 238.23	$238.23	1	$ 238.23	$238.23
Switch (medium)	Qty of switches	4	$ 309.70	$1,238.80	4	$ 309.70	$1,238.80	4	$ 309.70	$1,238.80	4	$ 309.70	$1,238.80
Switch (large)	Qty of switches	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00
Wireless Controller	Qty of devices		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
LAN Wireless Access Points (Light)	Qty of access points			$0.00			$0.00			$0.00			$0.00
VPN Services	Qty of VPN users		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
VPN Appliances	Qty of devices		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Point to Point VPN	Qty of P-to-P VPNs		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Security Management Services	Fixed		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Firewalls	Qty of firewalls	6	$ 458.90	$2,753.40	6	$ 458.90	$2,753.40	6	$ 458.90	$2,753.40	6	$ 458.90	$2,753.40
Proxy Servers	Qty of proxy servers		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
IPS/IDS Devices	Qty of IPS/IDS devices			$0.00			$0.00			$0.00			$0.00
Content/Internet Filter	Qty of devices			$0.00			$0.00			$0.00			$0.00
eMail Gateway	Qty of devices			$0.00			$0.00			$0.00			$0.00
Load Balancer	Qty of devices			$0.00			$0.00			$0.00			$0.00
SNA Gateway	Qty of devices			$0.00			$0.00			$0.00			$0.00
Soft IMACs for Network Devices (Vendor to enter number of Soft IMACs/year included in fee)	Qty of Monthly IMACs												
Hard IMACs for Network Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs												
UPS (xtra small)	Qty of UPS												
UPS (small)	Qty of UPS		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
UPS (medium)	Qty of UPS		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
UPS (large)	Qty of UPS	-	$ 6.59	$0.00	-	$ 6.59	$0.00	-	$ 6.59	$0.00	-	$ 6.59	$0.00
UPS (Extra large)	Qty of UPS	2	$ -	$0.00	2	$ -	$0.00	2	$ -	$0.00	2	$ -	$0.00
Vendor Solution Specific Resource Units (non-services only e.g., hardware, point to point circuits, MPLS) Include description in comments column													
Converged Network Circuits (Non-County Legacy Circuits)	Qty of Circuits	1	$ 81,358.09	$81,358.09	1	$ 81,358.09	$81,358.09	1	$ 81,358.09	$81,358.09	1	$ 81,358.09	$81,358.09
Router (small)	Qty of routers	1	$ 161.15	$161.15	1	$ 161.15	$161.15	1	$ 161.15	$161.15	1	$ 161.15	$161.15
Router (medium)	Qty of routers	9	$ 354.39	$3,189.51	9	$ 354.39	$3,189.51	9	$ 354.39	$3,189.51	9	$ 354.39	$3,189.51
Router (large)	Qty of routers	-	$ 2,949.46	$0.00	-	$ 2,949.46	$0.00	-	$ 2,949.46	$0.00	-	$ 2,949.46	$0.00
Router (Extra Large 7010)	Qty of routers	-	$ 4,771.75	$0.00	-	$ 4,771.75	$0.00	-	$ 4,771.75	$0.00	-	$ 4,771.75	$0.00
Switch (small)	Qty of switches	1	$ 99.35	$99.35	1	$ 99.35	$99.35	1	$ 99.35	$99.35	1	$ 99.35	$99.35
Switch (medium)	Qty of switches	4	$ 352.88	$1,411.52	4	$ 352.88	$1,411.52	4	$ 352.88	$1,411.52	4	$ 352.88	$1,411.52
Switch (large)	Qty of switches	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00
Wireless Enterprise Base Infrastructure	Fixed		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
LAN Wireless Access Points (e.g. Vendor provided hardware) - Internal	Qty of access points		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
LAN Wireless Access Points - External	Qty of access points												
Location Services	New RU			$0.00			$0.00			$0.00			$0.00
Firewalls	Qty of firewalls	6	$ 201.75	$1,210.50	6	$ 201.75	$1,210.50	6	$ 201.75	$1,210.50	6	$ 201.75	$1,210.50
Load Balancer	Qty of devices		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
UPS (small)	Qty of UPS	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00
UPS (medium)	Qty of UPS	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00
UPS (large)	Qty of UPS	-	$ 36.53	$0.00	-	$ 36.53	$0.00	-	$ 36.53	$0.00	-	$ 36.53	$0.00
UPS (Extra large)	Qty of UPS	2	$ -	$0.00	2	$ -	$0.00	2	$ -	$0.00	2	$ -	$0.00
MONTHLY SERVICES FEES				$ 748,594			$ 748,594			$ 748,594			$ 748,594

Resource Unit Category	Unit of Measure	3/1/2015 (Updated with March Actual) Year 2 (Month 1) Price Per Month: Baseline Quantity	Monthly Unit Price	Monthly Total	4/1/2015 (Updated with April Actual) Year 2 (Month 2) Price Per Month: Baseline Quantity	Monthly Unit Price	Monthly Total	5/1/2015 (Updated with May Actual) Year 2 (Month 3) Price Per Month: Baseline Quantity	Monthly Unit Price	Monthly Total	6/1/2015 (Updated New Baseline) Year 2 (Month 4) Price Per Month: Baseline Quantity	Monthly Unit Price	Monthly Total
Management Services (including fees associated with Schedule 1 - Relationship Management)	Fixed	1	$ 185,628.81	$185,628.81	1	$ 185,628.81	$185,628.81	1	$ 185,628.81	$185,628.81	1	$ 185,628.81	$185,628.81
County Legacy Resource Units (vendor services only) Vendor to adjust counts in green cells based on its Transformation Plan													
Managed Legacy Circuits	Qty of Circuits	132	$ 15.82	$2,088.24	132	$ 15.82	$2,088.24	129	$ 15.82	$2,040.78	126	$ 15.82	$1,993.32
Routers (small)	Qty of routers	173	$ 388.54	$67,217.42	173	$ 388.54	$67,217.42	171	$ 388.54	$66,440.34	165	$ 388.54	$64,109.10
LAN Switches (small)	Qty of switches	398	$ 376.37	$149,795.26	388	$ 376.37	$146,031.56	383	$ 376.37	$144,149.71	360	$ 376.37	$135,493.20
LAN Wireless Access Points (Including L & JA Consortium devices)	Qty of access points	253	$ 173.33	$43,852.49	251	$ 173.33	$43,505.83	251	$ 173.33	$43,505.83	249	$ 173.33	$43,159.17
Wireless Controller (Including L & JA Consortium devices)	Qty of devices	4	$ 454.64	$1,818.56	4	$ 454.64	$1,818.56	4	$ 454.64	$1,818.56	4	$ 454.64	$1,818.56
Internet Bandwidth	Mbps	350	$ 14.35	$5,022.50	350	$ 14.35	$5,022.50	350	$ 14.35	$5,022.50	350	$ 14.35	$5,022.50
VPN Services (Including L & JA Users)	Qty of VPN users	3,189	$ 3.14	$10,013.46	3,208	$ 3.14	$10,073.12	3,212	$ 3.14	$10,085.68	3,247	$ 3.14	$10,195.58
VPN Appliances	Qty of devices	2	$ 445.02	$890.04	2	$ 445.02	$890.04	2	$ 445.02	$890.04	2	$ 445.02	$890.04
Point to Point VPN	Qty of P-to-P VPNs	16	$ 456.25	$7,300.00	16	$ 456.25	$7,300.00	16	$ 456.25	$7,300.00	14	$ 456.25	$6,387.50
Security Management Services	Fixed	-	$ 125,431.24	$0.00	-	$ 125,431.24	$0.00	-	$ 125,431.24	$0.00	-	$ 125,431.24	$0.00
Firewalls	Qty of firewalls	6	$ 423.22	$2,539.32	6	$ 423.22	$2,539.32	6	$ 423.22	$2,539.32	6	$ 423.22	$2,539.32
Proxy Servers	Qty of proxy servers	-	$ 500.00	$0.00	-	$ 500.00	$0.00	-	$ 500.00	$0.00	-	$ 500.00	$0.00
IPS/IDS Devices	Qty of IPS/IDS devices	-	$ 1,012.36	$0.00	-	$ 1,012.36	$0.00	-	$ 1,012.36	$0.00	-	$ 1,012.36	$0.00
Content/Internet Filter	Qty of devices	8	$ 860.51	$6,884.08	8	$ 860.51	$6,884.08	8	$ 860.51	$6,884.08	8	$ 860.51	$6,884.08
eMail Gateway	Qty of devices	4	$ 1,075.63	$4,302.52	4	$ 1,075.63	$4,302.52	4	$ 1,075.63	$4,302.52	4	$ 1,075.63	$4,302.52
eMail Encryption	Qty of devices		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Load Balancer	Qty of devices	6	$ 410.07	$2,460.42	6	$ 410.07	$2,460.42	6	$ 410.07	$2,460.42	6	$ 410.07	$2,460.42
Radius Server	Qty of devices	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00
SNA Gateway	Qty of devices	-	$ 450.43	$0.00	-	$ 450.43	$0.00	-	$ 450.43	$0.00	-	$ 450.43	$0.00
Soft IMACs for Network Devices (Vendor to enter number of Soft IMACs/year included in fee)	Qty of Monthly IMACs	196			196			245			214		
Hard IMACs for Network Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	24			24			21			11		
Vendor Solution Specific Resource Units (services only e.g., large router management, small router management, small switch) Include description in comments column													
Managed Converged Network Circuits (Non-County Legacy Circuits)	Qty of Circuits	20	$ 8.78	$175.60	21	$ 8.78	$184.38	24	$ 8.78	$210.72	26	$ 8.78	$228.28
Router (small)	Qty of routers	5	$ 357.44	$1,787.20	6	$ 357.44	$2,144.64	9	$ 357.44	$3,216.96	9	$ 357.44	$3,216.96
Router (medium)	Qty of routers	29	$ 387.22	$11,229.38	30	$ 387.22	$11,616.60	30	$ 387.22	$11,616.60	33	$ 387.22	$12,778.26
Router (large)	Qty of routers	4	$ 521.26	$2,085.04	4	$ 521.26	$2,085.04	4	$ 521.26	$2,085.04	4	$ 521.26	$2,085.04
Router (extra large)	Qty of routers	2	$ 560.63	$1,121.26	2	$ 560.63	$1,121.26	2	$ 560.63	$1,121.26	2	$ 560.63	$1,121.26
Switch (xtra small)	Qty of routers												
Switch (small)	Qty of switches	21	$ 232.28	$4,877.88	22	$ 232.28	$5,110.16	23	$ 232.28	$5,342.44	23	$ 232.28	$5,342.44
Switch (medium)	Qty of switches	51	$ 301.96	$15,399.96	55	$ 301.96	$16,607.80	58	$ 301.96	$17,513.68	84	$ 301.96	$25,364.64
Switch (large)	Qty of switches	11	$ 416.91	$4,586.01	12	$ 416.91	$5,002.92	12	$ 416.91	$5,002.92	15	$ 416.91	$6,253.65
Wireless Controller	Qty of devices	-	$ 333.77	$0.00	-	$ 333.77	$0.00	-	$ 333.77	$0.00	-	$ 333.77	$0.00
LAN Wireless Access Points (Light)	Qty of access points			$0.00			$0.00			$0.00			$0.00
VPN Services	Qty of VPN users	-	$ 3.18	$0.00	-	$ 3.18	$0.00	-	$ 3.18	$0.00	-	$ 3.18	$0.00
VPN Appliances	Qty of devices	-	$ 267.01	$0.00	-	$ 267.01	$0.00	-	$ 267.01	$0.00	-	$ 267.01	$0.00
Point to Point VPN	Qty of P-to-P VPNs	-	$ 487.50	$0.00	-	$ 487.50	$0.00	-	$ 487.50	$0.00	-	$ 487.50	$0.00
Security Management Services	Fixed	1	$ 148,592.84	$148,592.84	1	$ 148,592.84	$148,592.84	1	$ 148,592.84	$148,592.84	1	$ 148,592.84	$148,592.84
Firewalls	Qty of firewalls	6	$ 447.42	$2,684.52	6	$ 447.42	$2,684.52	6	$ 447.42	$2,684.52	8	$ 447.42	$3,579.36
Proxy Servers	Qty of proxy servers	-	$ 390.00	$0.00	-	$ 390.00	$0.00	-	$ 390.00	$0.00	-	$ 390.00	$0.00
IPS/IDS Devices	Qty of IPS/IDS devices	9	$ 789.64	$7,106.76	9	$ 789.64	$7,106.76	9	$ 789.64	$7,106.76	9	$ 789.64	$7,106.76
Content/Internet Filter	Qty of devices		$ 789.64	$0.00		$ 789.64	$0.00	-	$ 789.64	$0.00		$ 789.64	$0.00
eMail Gateway	Qty of devices		$ 789.64	$0.00		$ 789.64	$0.00	-	$ 789.64	$0.00		$ 789.64	$0.00
Load Balancer	Qty of devices	-	$ 333.77	$0.00	-	$ 333.77	$0.00	-	$ 333.77	$0.00	-	$ 333.77	$0.00
SNA Gateway	Qty of devices	-	$ 351.33	$0.00	-	$ 351.33	$0.00	-	$ 351.33	$0.00	-	$ 351.33	$0.00
Soft IMACs for Network Devices (Vendor to enter number of Soft IMACs/year included in fee)	Qty of Monthly IMACs	4			3			15			17		
Hard IMACs for Network Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	7			2			3			8		
UPS (xtra small)	Qty of UPS												
UPS (small)	Qty of UPS	16	$ 6.43	$102.88	17	$ 6.43	$109.31	19	$ 6.43	$122.17	20	$ 6.43	$128.60
UPS (medium)	Qty of UPS	5	$ 6.43	$32.15	6	$ 6.43	$38.58	7	$ 6.43	$45.01	14	$ 6.43	$90.02
UPS (large)	Qty of UPS	14	$ 6.43	$90.02	15	$ 6.43	$96.45	15	$ 6.43	$96.45	16	$ 6.43	$102.88
UPS (Extra large)	Qty of UPS	3	$ 6.43	$19.29	3	$ 6.43	$19.29	3	$ 6.43	$19.29	3	$ 6.43	$19.29
Vendor Solution Specific Resource Units (non-services only e.g., hardware, point to point circuits, MPLS) Include description in comments column													
Converged Network Circuits (Non-County Legacy Circuits)	Qty of Circuits	1	$ 250,598.62	$250,598.62	1	$ 250,598.62	$250,598.62	1	$ 250,598.62	$250,598.62	1	$ 250,598.62	$250,598.62
Router (small)	Qty of routers	5	$ 161.15	$805.75	6	$ 161.15	$966.90	9	$ 161.15	$1,450.35	9	$ 161.15	$1,450.35
Router (medium)	Qty of routers	29	$ 354.39	$10,277.31	30	$ 354.39	$10,631.70	30	$ 354.39	$10,631.70	33	$ 354.39	$11,694.87
Router (large)	Qty of routers	4	$ 2,949.46	$11,797.84	4	$ 2,949.46	$11,797.84	4	$ 2,949.46	$11,797.84	4	$ 2,949.46	$11,797.84
Router (Extra Large 7010)	Qty of routers	2	$ 4,771.75	$9,543.50	2	$ 4,771.75	$9,543.50	2	$ 4,771.75	$9,543.50	2	$ 4,771.75	$9,543.50
Switch (small)	Qty of switches	21	$ 99.35	$2,086.35	22	$ 99.35	$2,185.70	23	$ 99.35	$2,285.05	23	$ 99.35	$2,285.05
Switch (medium)	Qty of switches	51	$ 352.88	$17,996.88	55	$ 352.88	$19,408.40	58	$ 352.88	$20,467.04	84	$ 352.88	$29,641.92
Switch (large)	Qty of switches	11	$ 1,421.72	$15,638.92	12	$ 1,421.72	$17,060.64	12	$ 1,421.72	$17,060.64	15	$ 1,421.72	$21,325.80
Wireless Enterprise Base Infrastructure	Fixed		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
LAN Wireless Access Points (e.g. Vendor provided hardware) - Internal	Qty of access points		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
LAN Wireless Access Points - External	Qty of access points												
Location Services	New RU			$0.00			$0.00			$0.00			$0.00
Firewalls	Qty of firewalls	6	$ 201.75	$1,210.50	6	$ 201.75	$1,210.50	6	$ 201.75	$1,210.50	8	$ 201.75	$1,614.00
Load Balancer	Qty of devices		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
UPS (small)	Qty of UPS	16	$ 37.07	$593.12	17	$ 37.07	$630.19	19	$ 37.07	$704.33	20	$ 37.07	$741.40
UPS (medium)	Qty of UPS	5	$ 33.48	$167.40	6	$ 33.48	$200.88	7	$ 33.48	$234.36	14	$ 33.48	$468.72
UPS (large)	Qty of UPS	14	$ 36.53	$511.42	15	$ 36.53	$547.95	15	$ 36.53	$547.95	16	$ 36.53	$584.48
UPS (Extra large)	Qty of UPS	3	$ 41.67	$125.01	3	$ 41.67	$125.01	3	$ 41.67	$125.01	3	$ 41.67	$125.01
MONTHLY SERVICES FEES				$ 1,011,057			$ 1,013,191			$ 1,014,502			$ 1,028,766
													$ 1,760,643

Resource Unit Category	Unit of Measure	Jul-15 Year 2 (Month 5) Price Per Month: Baseline Quantity	Monthly Unit Price	Monthly Total	Aug-15 Year 2 (Month 6) Price Per Month: Baseline Quantity	Monthly Unit Price	Monthly Total	Sep-15 Year 2 (Month 7) Price Per Month: Baseline Quantity	Monthly Unit Price	Monthly Total	Oct-15 Year 2 (Month 8) Price Per Month: Baseline Quantity	Monthly Unit Price	Monthly Total
Management Services (including fees associated with Schedule 1 - Relationship Management)	Fixed	1	$ 185,628.81	$185,628.81	1	$ 185,628.81	$185,628.81	1	$ 185,628.81	$185,628.81	1	$ 185,628.81	$185,628.81
County Legacy Resource Units (vendor services only) Vendor to adjust counts in green cells based on its Transformation Plan													
Managed Legacy Circuits	Qty of Circuits	126	$ 15.82	$1,993.32	126	$ 15.82	$1,993.32	126	$ 15.82	$1,993.32	126	$ 15.82	$1,993.32
Routers (small)	Qty of routers	165	$ 388.54	$64,109.10	165	$ 388.54	$64,109.10	165	$ 388.54	$64,109.10	165	$ 388.54	$64,109.10
LAN Switches (small)	Qty of switches	360	$ 376.37	$135,493.20	360	$ 376.37	$135,493.20	360	$ 376.37	$135,493.20	360	$ 376.37	$135,493.20
LAN Wireless Access Points (Including L & JA Consortium devices)	Qty of access points	249	$ 173.33	$43,159.17	249	$ 173.33	$43,159.17	249	$ 173.33	$43,159.17	249	$ 173.33	$43,159.17
Wireless Controller (Including L & JA Consortium devices)	Qty of devices	4	$ 454.64	$1,818.56	4	$ 454.64	$1,818.56	4	$ 454.64	$1,818.56	4	$ 454.64	$1,818.56
Internet Bandwidth	Mbps	350	$ 14.35	$5,022.50	350	$ 14.35	$5,022.50	350	$ 14.35	$5,022.50	350	$ 14.35	$5,022.50
VPN Services (Including L & JA Users)	Qty of VPN users	3,247	$ 3.14	$10,195.58	3,247	$ 3.14	$10,195.58	3,247	$ 3.14	$10,195.58	3,247	$ 3.14	$10,195.58
VPN Appliances	Qty of devices	2	$ 445.02	$890.04	2	$ 445.02	$890.04	2	$ 445.02	$890.04	2	$ 445.02	$890.04
Point to Point VPN	Qty of P-to-P VPNs	14	$ 456.25	$6,387.50	14	$ 456.25	$6,387.50	14	$ 456.25	$6,387.50	14	$ 456.25	$6,387.50
Security Management Services	Fixed	-	$ 125,431.24	$0.00	-	$ 125,431.24	$0.00	-	$ 125,431.24	$0.00	-	$ 125,431.24	$0.00
Firewalls	Qty of firewalls	6	$ 423.22	$2,539.32	6	$ 423.22	$2,539.32	6	$ 423.22	$2,539.32	6	$ 423.22	$2,539.32
Proxy Servers	Qty of proxy servers	-	$ 500.00	$0.00	-	$ 500.00	$0.00	-	$ 500.00	$0.00	-	$ 500.00	$0.00
IPS/IDS Devices	Qty of IPS/IDS devices	-	$ 1,012.36	$0.00	-	$ 1,012.36	$0.00	-	$ 1,012.36	$0.00	-	$ 1,012.36	$0.00
Content/Internet Filter	Qty of devices	8	$ 860.51	$6,884.08	8	$ 860.51	$6,884.08	8	$ 860.51	$6,884.08	8	$ 860.51	$6,884.08
eMail Gateway	Qty of devices	4	$ 1,075.63	$4,302.52	4	$ 1,075.63	$4,302.52	4	$ 1,075.63	$4,302.52	4	$ 1,075.63	$4,302.52
eMail Encryption	Qty of devices		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Load Balancer	Qty of devices	6	$ 410.07	$2,460.42	6	$ 410.07	$2,460.42	6	$ 410.07	$2,460.42	6	$ 410.07	$2,460.42
Radius Server	Qty of devices	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00
SNA Gateway	Qty of devices	-	$ 450.43	$0.00	-	$ 450.43	$0.00	-	$ 450.43	$0.00	-	$ 450.43	$0.00
Soft IMACs for Network Devices (Vendor to enter number of Soft IMACs/year included in fee)	Qty of Monthly IMACs	214			214			214			214		
Hard IMACs for Network Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	11			11			11			11		
Vendor Solution Specific Resource Units (services only e.g., large router management, small router management, small switch) Include description in comments column													
Managed Converged Network Circuits (Non-County Legacy Circuits)	Qty of Circuits	26	$ 8.78	$228.28	26	$ 8.78	$228.28	26	$ 8.78	$228.28	26	$ 8.78	$228.28
Router (small)	Qty of routers	9	$ 357.44	$3,216.96	9	$ 357.44	$3,216.96	9	$ 357.44	$3,216.96	9	$ 357.44	$3,216.96
Router (medium)	Qty of routers	33	$ 387.22	$12,778.26	33	$ 387.22	$12,778.26	33	$ 387.22	$12,778.26	33	$ 387.22	$12,778.26
Router (large)	Qty of routers	4	$ 521.26	$2,085.04	4	$ 521.26	$2,085.04	4	$ 521.26	$2,085.04	4	$ 521.26	$2,085.04
Router (extra large)	Qty of routers	2	$ 560.63	$1,121.26	2	$ 560.63	$1,121.26	2	$ 560.63	$1,121.26	2	$ 560.63	$1,121.26
Switch (xtra small)	Qty of routers												
Switch (small)	Qty of switches	23	$ 232.28	$5,342.44	23	$ 232.28	$5,342.44	23	$ 232.28	$5,342.44	23	$ 232.28	$5,342.44
Switch (medium)	Qty of switches	84	$ 301.96	$25,364.64	84	$ 301.96	$25,364.64	84	$ 301.96	$25,364.64	84	$ 301.96	$25,364.64
Switch (large)	Qty of switches	15	$ 416.91	$6,253.65	15	$ 416.91	$6,253.65	15	$ 416.91	$6,253.65	15	$ 416.91	$6,253.65
Wireless Controller	Qty of devices	-	$ 333.77	$0.00	-	$ 333.77	$0.00	-	$ 333.77	$0.00	-	$ 333.77	$0.00
LAN Wireless Access Points (Light)	Qty of access points			$0.00			$0.00			$0.00			$0.00
VPN Services	Qty of VPN users	-	$ 3.18	$0.00	-	$ 3.18	$0.00	-	$ 3.18	$0.00	-	$ 3.18	$0.00
VPN Appliances	Qty of devices	-	$ 267.01	$0.00	-	$ 267.01	$0.00	-	$ 267.01	$0.00	-	$ 267.01	$0.00
Point to Point VPN	Qty of P-to-P VPNs	-	$ 487.50	$0.00	-	$ 487.50	$0.00	-	$ 487.50	$0.00	-	$ 487.50	$0.00
Security Management Services	Fixed	1	$ 148,592.84	$148,592.84	1	$ 148,592.84	$148,592.84	1	$ 148,592.84	$148,592.84	1	$ 148,592.84	$148,592.84
Firewalls	Qty of firewalls	8	$ 447.42	$3,579.36	8	$ 447.42	$3,579.36	8	$ 447.42	$3,579.36	8	$ 447.42	$3,579.36
Proxy Servers	Qty of proxy servers	-	$ 390.00	$0.00	-	$ 390.00	$0.00	-	$ 390.00	$0.00	-	$ 390.00	$0.00
IPS/IDS Devices	Qty of IPS/IDS devices	9	$ 789.64	$7,106.76	9	$ 789.64	$7,106.76	9	$ 789.64	$7,106.76	9	$ 789.64	$7,106.76
Content/Internet Filter	Qty of devices		$ 789.64	$0.00		$ 789.64	$0.00		$ 789.64	$0.00		$ 789.64	$0.00
eMail Gateway	Qty of devices		$ 789.64	$0.00		$ 789.64	$0.00		$ 789.64	$0.00		$ 789.64	$0.00
Load Balancer	Qty of devices	-	$ 333.77	$0.00	-	$ 333.77	$0.00	-	$ 333.77	$0.00	-	$ 333.77	$0.00
SNA Gateway	Qty of devices	-	$ 351.33	$0.00	-	$ 351.33	$0.00	-	$ 351.33	$0.00	-	$ 351.33	$0.00
Soft IMACs for Network Devices (Vendor to enter number of Soft IMACs/year included in fee)	Qty of Monthly IMACs	17			17			17			17		
Hard IMACs for Network Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	8			8			8			8		
UPS (xtra small)	Qty of UPS												
UPS (small)	Qty of UPS	20	$ 6.43	$128.60	20	$ 6.43	$128.60	20	$ 6.43	$128.60	20	$ 6.43	$128.60
UPS (medium)	Qty of UPS	14	$ 6.43	$90.02	14	$ 6.43	$90.02	14	$ 6.43	$90.02	14	$ 6.43	$90.02
UPS (large)	Qty of UPS	16	$ 6.43	$102.88	16	$ 6.43	$102.88	16	$ 6.43	$102.88	16	$ 6.43	$102.88
UPS (Extra large)	Qty of UPS	3	$ 6.43	$19.29	3	$ 6.43	$19.29	3	$ 6.43	$19.29	3	$ 6.43	$19.29
Vendor Solution Specific Resource Units (non-services only e.g., hardware, point to point circuits, MPLS) Include description in comments column													
Converged Network Circuits (Non-County Legacy Circuits)	Qty of Circuits	1	$ 250,598.62	$250,598.62	1	$ 250,598.62	$250,598.62	1	$ 250,598.62	$250,598.62	1	$ 250,598.62	$250,598.62
Router (small)	Qty of routers	9	$ 161.15	$1,450.35	9	$ 161.15	$1,450.35	9	$ 161.15	$1,450.35	9	$ 161.15	$1,450.35
Router (medium)	Qty of routers	33	$ 354.39	$11,694.87	33	$ 354.39	$11,694.87	33	$ 354.39	$11,694.87	33	$ 354.39	$11,694.87
Router (large)	Qty of routers	4	$ 2,949.46	$11,797.84	4	$ 2,949.46	$11,797.84	4	$ 2,949.46	$11,797.84	4	$ 2,949.46	$11,797.84
Router (Extra Large 7010)	Qty of routers	2	$ 4,771.75	$9,543.50	2	$ 4,771.75	$9,543.50	2	$ 4,771.75	$9,543.50	2	$ 4,771.75	$9,543.50
Switch (small)	Qty of switches	23	$ 99.35	$2,285.05	23	$ 99.35	$2,285.05	23	$ 99.35	$2,285.05	23	$ 99.35	$2,285.05
Switch (medium)	Qty of switches	84	$ 352.88	$29,641.92	84	$ 352.88	$29,641.92	84	$ 352.88	$29,641.92	84	$ 352.88	$29,641.92
Switch (large)	Qty of switches	15	$ 1,421.72	$21,325.80	15	$ 1,421.72	$21,325.80	15	$ 1,421.72	$21,325.80	15	$ 1,421.72	$21,325.80
Wireless Enterprise Base Infrastructure	Fixed			$0.00			$0.00			$0.00			$0.00
LAN Wireless Access Points (e.g. Vendor provided hardware) - Internal	Qty of access points			$0.00			$0.00			$0.00			$0.00
LAN Wireless Access Points - External	Qty of access points			$0.00			$0.00			$0.00			$0.00
Location Services	New RU			$0.00			$0.00			$0.00			$0.00
Firewalls	Qty of firewalls	8	$ 201.75	$1,614.00	8	$ 201.75	$1,614.00	8	$ 201.75	$1,614.00	8	$ 201.75	$1,614.00
Load Balancer	Qty of devices		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
UPS (small)	Qty of UPS	20	$ 37.07	$741.40	20	$ 37.07	$741.40	20	$ 37.07	$741.40	20	$ 37.07	$741.40
UPS (medium)	Qty of UPS	14	$ 33.48	$468.72	14	$ 33.48	$468.72	14	$ 33.48	$468.72	14	$ 33.48	$468.72
UPS (large)	Qty of UPS	16	$ 36.53	$584.48	16	$ 36.53	$584.48	16	$ 36.53	$584.48	16	$ 36.53	$584.48
UPS (Extra large)	Qty of UPS	3	$ 41.67	$125.01	3	$ 41.67	$125.01	3	$ 41.67	$125.01	3	$ 41.67	$125.01
MONTHLY SERVICES FEES				$ 1,028,766			$ 1,028,766			$ 1,028,766			$ 1,028,766
				$ 1,760,643			$ 1,760,643			$ 1,760,643			$ 1,760,643

Resource Unit Category	Unit of Measure	Nov-15 Year 2 (Month 9) Price Per Month: Baseline Quantity	Monthly Unit Price	Monthly Total	Dec-15 Year 2 (Month 10) Price Per Month: Baseline Quantity	Monthly Unit Price	Monthly Total
Management Services (including fees associated with Schedule 1 - Relationship Management)	Fixed	1	$ 185,628.81	$185,628.81	1	$ 185,628.81	$185,628.81
County Legacy Resource Units (vendor services only) Vendor to adjust counts in green cells based on its Transformation Plan							
Managed Legacy Circuits	Qty of Circuits	126	$ 15.82	$1,993.32	126	$ 15.82	$1,993.32
Routers (small)	Qty of routers	165	$ 388.54	$64,109.10	165	$ 388.54	$64,109.10
LAN Switches (small)	Qty of switches	360	$ 376.37	$135,493.20	360	$ 376.37	$135,493.20
LAN Wireless Access Points (Including L & JA Consortium devices)	Qty of access points	249	$ 173.33	$43,159.17	249	$ 173.33	$43,159.17
Wireless Controller (Including L & JA Consortium devices)	Qty of devices	4	$ 454.64	$1,818.56	4	$ 454.64	$1,818.56
Internet Bandwidth	Mbps	350	$ 14.35	$5,022.50	350	$ 14.35	$5,022.50
VPN Services (Including L & JA Users)	Qty of VPN users	3,247	$ 3.14	$10,195.58	3,247	$ 3.14	$10,195.58
VPN Appliances	Qty of devices	2	$ 445.02	$890.04	2	$ 445.02	$890.04
Point to Point VPN	Qty of P-to-P VPNs	14	$ 456.25	$6,387.50	14	$ 456.25	$6,387.50
Security Management Services	Fixed	-	$ 125,431.24	$0.00	-	$ 125,431.24	$0.00
Firewalls	Qty of firewalls	6	$ 423.22	$2,539.32	6	$ 423.22	$2,539.32
Proxy Servers	Qty of proxy servers	-	$ 500.00	$0.00	-	$ 500.00	$0.00
IPS/IDS Devices	Qty of IPS/IDS devices	-	$ 1,012.36	$0.00	-	$ 1,012.36	$0.00
Content/Internet Filter	Qty of devices	8	$ 860.51	$6,884.08	8	$ 860.51	$6,884.08
eMail Gateway	Qty of devices	4	$ 1,075.63	$4,302.52	4	$ 1,075.63	$4,302.52
eMail Encryption	Qty of devices		$ -	$0.00		$ -	$0.00
Load Balancer	Qty of devices	6	$ 410.07	$2,460.42	6	$ 410.07	$2,460.42
Radius Server	Qty of devices	-	$ -	$0.00	-	$ -	$0.00
SNA Gateway	Qty of devices	-	$ 450.43	$0.00	-	$ 450.43	$0.00
Soft IMACs for Network Devices (Vendor to enter number of Soft IMACs/year included in fee)	Qty of Monthly IMACs	214			214		
Hard IMACs for Network Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	11			11		
Vendor Solution Specific Resource Units (services only e.g., large router management, small router management, small switch) Include description in comments column							
Managed Converged Network Circuits (Non-County Legacy Circuits)	Qty of Circuits	26	$ 8.78	$228.28	26	$ 8.78	$228.28
Router (small)	Qty of routers	9	$ 357.44	$3,216.96	9	$ 357.44	$3,216.96
Router (medium)	Qty of routers	33	$ 387.22	$12,778.26	33	$ 387.22	$12,778.26
Router (large)	Qty of routers	4	$ 521.26	$2,085.04	4	$ 521.26	$2,085.04
Router (extra large)	Qty of routers	2	$ 560.63	$1,121.26	2	$ 560.63	$1,121.26
Switch (xtra small)	Qty of routers						
Switch (small)	Qty of switches	23	$ 232.28	$5,342.44	23	$ 232.28	$5,342.44
Switch (medium)	Qty of switches	84	$ 301.96	$25,364.64	84	$ 301.96	$25,364.64
Switch (large)	Qty of switches	15	$ 416.91	$6,253.65	15	$ 416.91	$6,253.65
Wireless Controller	Qty of devices	-	$ 333.77	$0.00	-	$ 333.77	$0.00
LAN Wireless Access Points (Light)	Qty of access points			$0.00	-	$ 63.66	$0.00
VPN Services	Qty of VPN users	-	$ 3.18	$0.00	-	$ 3.18	$0.00
VPN Appliances	Qty of devices	-	$ 267.01	$0.00	-	$ 267.01	$0.00
Point to Point VPN	Qty of P-to-P VPNs	-	$ 487.50	$0.00	-	$ 487.50	$0.00
Security Management Services	Fixed	1	$ 148,592.84	$148,592.84	1	$ 148,592.84	$148,592.84
Firewalls	Qty of firewalls	8	$ 447.42	$3,579.36	8	$ 447.42	$3,579.36
Proxy Servers	Qty of proxy servers	-	$ 390.00	$0.00	-	$ 390.00	$0.00
IPS/IDS Devices	Qty of IPS/IDS devices	9	$ 789.64	$7,106.76	9	$ 789.64	$7,106.76
Content/Internet Filter	Qty of devices		$ 789.64	$0.00		$ 789.64	$0.00
eMail Gateway	Qty of devices		$ 789.64	$0.00		$ 789.64	$0.00
Load Balancer	Qty of devices	-	$ 333.77	$0.00	4	$ 333.77	$1,335.08
SNA Gateway	Qty of devices	-	$ 351.33	$0.00	-	$ 351.33	$0.00
Soft IMACs for Network Devices (Vendor to enter number of Soft IMACs/year included in fee)	Qty of Monthly IMACs	17			17		
Hard IMACs for Network Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	8			8		
UPS (xtra small)	Qty of UPS						
UPS (small)	Qty of UPS	20	$ 6.43	$128.60	20	$ 6.43	$128.60
UPS (medium)	Qty of UPS	14	$ 6.43	$90.02	14	$ 6.43	$90.02
UPS (large)	Qty of UPS	16	$ 6.43	$102.88	16	$ 6.43	$102.88
UPS (Extra large)	Qty of UPS	3	$ 6.43	$19.29	3	$ 6.43	$19.29
Vendor Solution Specific Resource Units (non-services only e.g., hardware, point to point circuits, MPLS) Include description in comments column							
Converged Network Circuits (Non-County Legacy Circuits)	Qty of Circuits	1	$ 250,598.62	$250,598.62	1	$ 250,598.62	$250,598.62
Router (small)	Qty of routers	9	$ 161.15	$1,450.35	9	$ 161.15	$1,450.35
Router (medium)	Qty of routers	33	$ 354.39	$11,694.87	33	$ 354.39	$11,694.87
Router (large)	Qty of routers	4	$ 2,949.46	$11,797.84	4	$ 2,949.46	$11,797.84
Router (Extra Large 7010)	Qty of routers	2	$ 4,771.75	$9,543.50	2	$ 4,771.75	$9,543.50
Switch (small)	Qty of switches	23	$ 99.35	$2,285.05	23	$ 99.35	$2,285.05
Switch (medium)	Qty of switches	84	$ 352.88	$29,641.92	84	$ 352.88	$29,641.92
Switch (large)	Qty of switches	15	$ 1,421.72	$21,325.80	15	$ 1,421.72	$21,325.80
Wireless Enterprise Base Infrastructure	Fixed			$0.00	-	$ 7,584.12	$0.00
LAN Wireless Access Points (e.g. Vendor provided hardware) - Internal	Qty of access points			$0.00	-	$ 19.86	$0.00
LAN Wireless Access Points - External	Qty of access points			$0.00	-	$ 31.80	$0.00
Location Services	New RU			$0.00		$ 2.30	$0.00
Firewalls	Qty of firewalls	8	$ 201.75	$1,614.00	8	$ 201.75	$1,614.00
Load Balancer	Qty of devices		$ 1,297.75	$0.00	4	$ 1,297.75	$5,191.00
UPS (small)	Qty of UPS	20	$ 37.07	$741.40	20	$ 37.07	$741.40
UPS (medium)	Qty of UPS	14	$ 33.48	$468.72	14	$ 33.48	$468.72
UPS (large)	Qty of UPS	16	$ 36.53	$584.48	16	$ 36.53	$584.48
UPS (Extra large)	Qty of UPS	3	$ 41.67	$125.01	3	$ 41.67	$125.01
MONTHLY SERVICES FEES				$ 1,028,766			$ 1,035,292
				$ 1,760,643			$ 1,767,169

Pass-through Charges (Third-party provided products, services, and/or project expenses) Note: Provide a detailed list of items in each category as an attachment to this pricing sheet.

Pass-Through Description & Vendor	Unit of Measure	Mar-14 Monthly Total	Apr-14 Monthly Total	May-14 Monthly Total	Jun-14 Monthly Total	Jul-14 Monthly Total	Aug-14 Monthly Total	Sep-14 Monthly Total	Oct-14 Monthly Total	Nov-14 Monthly Total	Dec-14 Monthly Total	Jan-15 Monthly Total	Feb-15 Monthly Total	Mar-15 Monthly Total	Apr-15 Monthly Total	May-15 Monthly Total	Jun-15 Monthly Total	Jul-15 Monthly Total	Aug-15 Monthly Total	Sep-15 Monthly Total	Oct-15 Monthly Total	Nov-15 Monthly Total	Dec-15 Monthly Total
Third Party Equipment Maintenance		$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	$0.00	$0.00	$0.00
Third Party Software Maintenance		$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	$0.00	$0.00	$0.00
Other (specify in Comments)		$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	$0.00	$0.00	$0.00
Other (specify in Comments)		$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	$0.00	$0.00	$0.00
Other (specify in Comments)		$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	$0.00	$0.00	$0.00
Taxes																							
Federal / National		$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	$0.00	$0.00	$0.00
State / Provincial		$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	$0.00	$0.00	$0.00
Local		$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	$0.00	$0.00	$0.00
	MONTHLY TOTAL PASS-THROUGH FEES	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -

	Year 1	Year 2
ANNUAL SERVICE AREA FEES	$ 9,662,366	$ 12,317,222

ONE TIME DATA NETWORK TRANSITION FEES (begins after contract signing)

Resource Category (itemize all charges)	Cost Breakdown	Description of Services / Comments
Project Team / Management	$ 68,666.62	
Engineering		
Hardware		
Software		
Installation / build-out	$ 583,666.27	
Tools		
Tools Installation		
Testing	$ 34,333.31	
Training		
Other (specify)		
Other (specify)		
Other (specify)		
Other (specify)		
Other (specify)		
Other (specify)		
Shipping/Handling/Storage		
Customs Charges		
Third-party consulting and/or labor		
Taxes		
Federal / National		
State / Provincial		
Local	$ -	
TOTAL DATA NETWORK TRANSITION FEES	**$ 686,666**	

Jan-16			Feb-16			Mar-16			Apr-16		
Year 2 (Month 11)			Year 2 (Month 12)			Year 3 (Month 1)			Year 3 (Month 2)		
Price Per Month			Price Per Month			Price Per Month			Price Per Month		
Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total
1	$ 185,628.81	$185,628.81	1	$ 185,628.81	$185,628.81	1	$ 175,403.92	$175,403.92	1	$ 175,403.92	$175,403.92
126	$ 15.82	$1,993.32	126	$ 15.82	$1,993.32	101	$ 15.82	$1,597.82	101	$ 15.82	$1,597.82
165	$ 388.54	$64,109.10	165	$ 388.54	$64,109.10	130	$ 388.54	$50,510.20	130	$ 388.54	$50,510.20
360	$ 376.37	$135,493.20	360	$ 376.37	$135,493.20	220	$ 376.37	$82,801.40	220	$ 376.37	$82,801.40
249	$ 173.33	$43,159.17	249	$ 173.33	$43,159.17	246	$ 173.33	$42,639.18	246	$ 173.33	$42,639.18
4	$ 454.64	$1,818.56	4	$ 454.64	$1,818.56	4	$ 454.64	$1,818.56	4	$ 454.64	$1,818.56
350	$ 14.35	$5,022.50	350	$ 14.35	$5,022.50	350	$ 14.35	$5,022.50	350	$ 14.35	$5,022.50
3,247	$ 3.14	$10,195.58	3,247	$ 3.14	$10,195.58						
2	$ 445.02	$890.04	2	$ 445.02	$890.04						
14	$ 456.25	$6,387.50	14	$ 456.25	$6,387.50						
-	$ 125,431.24	$0.00	-	$ 125,431.24	$0.00						
6	$ 423.22	$2,539.32	6	$ 423.22	$2,539.32	7	$ 423.22	$2,962.54	7	$ 423.22	$2,962.54
-	$ 500.00	$0.00	-	$ 500.00	$0.00		$ 500.00	$0.00		$ 500.00	$0.00
-	$ 1,012.36	$0.00	-	$ 1,012.36	$0.00		$ 1,012.36	$0.00		$ 1,012.36	$0.00
8	$ 860.51	$6,884.08	8	$ 860.51	$6,884.08	1	$ 860.51	$860.51	1	$ 860.51	$860.51
4	$ 1,075.63	$4,302.52	4	$ 1,075.63	$4,302.52		$ 1,075.63	$0.00		$ 1,075.63	$0.00
	$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
6	$ 410.07	$2,460.42	6	$ 410.07	$2,460.42	5	$ 410.07	$2,050.35	5	$ 410.07	$2,050.35
-	$ -	$0.00	-	$ -	$0.00		$ -	$0.00		$ -	$0.00
-	$ 450.43	$0.00	-	$ 450.43	$0.00		$ 450.43	$0.00		$ 450.43	$0.00
214			214			8			8		
11			11			10			10		
26	$ 8.78	$228.28	26	$ 8.78	$228.28	60	$ 8.56	$513.60	60	$ 8.56	$513.60
9	$ 357.44	$3,216.96	9	$ 357.44	$3,216.96	37	$ 348.50	$12,894.50	37	$ 348.50	$12,894.50
33	$ 387.22	$12,778.26	33	$ 387.22	$12,778.26	29	$ 377.54	$10,948.66	29	$ 377.54	$10,948.66
4	$ 521.26	$2,085.04	4	$ 521.26	$2,085.04	42	$ 508.23	$21,345.66	42	$ 508.23	$21,345.66
2	$ 560.63	$1,121.26	2	$ 560.63	$1,121.26	2	$ 546.61	$1,093.22	2	$ 546.61	$1,093.22
23	$ 232.28	$5,342.44	23	$ 232.28	$5,342.44	25	$ 226.47	$5,661.75	25	$ 226.47	$5,661.75
84	$ 301.96	$25,364.64	84	$ 301.96	$25,364.64	155	$ 294.41	$45,633.55	155	$ 294.41	$45,633.55
15	$ 416.91	$6,253.65	15	$ 416.91	$6,253.65	54	$ 416.91	$22,513.14	54	$ 416.91	$22,513.14
-	$ 333.77	$0.00	-	$ 333.77	$0.00		$ 325.42	$0.00		$ 325.42	$0.00
-	$ 63.66	$0.00	-	$ 63.66	$0.00	-	$ 62.07	$0.00	-	$ 62.07	$0.00
-	$ 3.18	$0.00	-	$ 3.18	$0.00	3,455	$ 3.15	$10,883.25	3,455	$ 3.15	$10,883.25
-	$ 267.01	$0.00	-	$ 267.01	$0.00	2	$ 260.34	$520.68	2	$ 260.34	$520.68
-	$ 487.50	$0.00	-	$ 487.50	$0.00	9	$ 475.31	$4,277.79	9	$ 475.31	$4,277.79
1	$ 148,592.84	$148,592.84	1	$ 148,592.84	$148,592.84	1	$ 150,273.73	$150,273.73	1	$ 150,273.73	$150,273.73
8	$ 447.42	$3,579.36	8	$ 447.42	$3,579.36	10	$ 436.24	$4,362.40	10	$ 436.24	$4,362.40
-	$ 390.00	$0.00	-	$ 390.00	$0.00	-	$ 380.25	$0.00	-	$ 380.25	$0.00
9	$ 789.64	$7,106.76	9	$ 789.64	$7,106.76	9	$ 769.90	$6,929.10	9	$ 769.90	$6,929.10
	$ 789.64	$0.00		$ 789.64	$0.00	5	$ 769.90	$3,849.50	5	$ 769.90	$3,849.50
	$ 789.64	$0.00		$ 789.64	$0.00	4	$ 769.90	$3,079.60	4	$ 769.90	$3,079.60
4	$ 333.77	$1,335.08	4	$ 333.77	$1,335.08	6	$ 325.42	$1,952.52	6	$ 325.42	$1,952.52
-	$ 351.33	$0.00	-	$ 351.33	$0.00	-	$ 342.55	$0.00	-	$ 342.55	$0.00
17			17			125			125		
8			8			7			7		
20	$ 6.43	$128.60	20	$ 6.43	$128.60	56	$ 6.26	$350.56	56	$ 6.26	$350.56
14	$ 6.43	$90.02	14	$ 6.43	$90.02	19	$ 6.26	$118.94	19	$ 6.26	$118.94
16	$ 6.43	$102.88	16	$ 6.43	$102.88	46	$ 6.26	$287.96	46	$ 6.26	$287.96
3	$ 6.43	$19.29	3	$ 6.43	$19.29	3	$ 6.26	$18.78	3	$ 6.26	$18.78
1	$ 250,598.62	$250,598.62	1	$ 250,598.62	$250,598.62	1	$ 413,324.11	$413,324.11	1	$ 413,324.11	$413,324.11
9	$ 161.15	$1,450.35	9	$ 161.15	$1,450.35	37	$ 161.15	$5,962.55	37	$ 161.15	$5,962.55
33	$ 354.39	$11,694.87	33	$ 354.39	$11,694.87	29	$ 354.39	$10,277.31	29	$ 354.39	$10,277.31
4	$ 2,949.46	$11,797.84	4	$ 2,949.46	$11,797.84	42	$ 2,949.46	$123,877.32	42	$ 2,949.46	$123,877.32
2	$ 4,771.75	$9,543.50	2	$ 4,771.75	$9,543.50	2	$ 4,771.75	$9,543.50	2	$ 4,771.75	$9,543.50
23	$ 99.35	$2,285.05	23	$ 99.35	$2,285.05	25	$ 99.35	$2,483.75	25	$ 99.35	$2,483.75
84	$ 352.88	$29,641.92	84	$ 352.88	$29,641.92	155	$ 352.88	$54,696.40	155	$ 352.88	$54,696.40
15	$ 1,421.72	$21,325.80	15	$ 1,421.72	$21,325.80	54	$ 1,421.72	$76,772.88	54	$ 1,421.72	$76,772.88
-	$ 7,584.12	$0.00	-	$ 7,584.12	$0.00	-	$ 7,584.12	$0.00	-	$ 7,584.12	$0.00
-	$ 19.86	$0.00	-	$ 19.86	$0.00	-	$ 19.86	$0.00	-	$ 19.86	$0.00
-	$ 31.80	$0.00	-	$ 31.80	$0.00	-	$ 31.80	$0.00	-	$ 31.80	$0.00
	$ 2.30	$0.00		$ 2.30	$0.00		$ 2.30	$0.00		$ 2.30	$0.00
8	$ 201.75	$1,614.00	8	$ 201.75	$1,614.00	10	$ 201.75	$2,017.50	10	$ 201.75	$2,017.50
4	$ 1,297.75	$5,191.00	4	$ 1,297.75	$5,191.00	6	$ 1,297.75	$7,786.50	6	$ 1,297.75	$7,786.50
20	$ 37.07	$741.40	20	$ 37.07	$741.40	56	$ 37.07	$2,075.92	56	$ 37.07	$2,075.92
14	$ 33.48	$468.72	14	$ 33.48	$468.72	19	$ 33.48	$636.12	19	$ 33.48	$636.12
16	$ 36.53	$584.48	16	$ 36.53	$584.48	46	$ 36.53	$1,680.38	46	$ 36.53	$1,680.38
3	$ 41.67	$125.01	3	$ 41.67	$125.01	3	$ 41.67	$125.01	3	$ 41.67	$125.01
		$ 1,035,292			$ 1,035,292			$ 1,384,435			$ 1,384,435
		$ 1,767,169			$ 1,767,169			$ 2,175,103			$ 2,175,103

May-16			Jun-16			Jul-16			Aug-16		
Year 3 (Month 3)			Year 3 (Month 4)			Year 3 (Month 5)			Year 3 (Month 6)		
Price Per Month			Price Per Month			Price Per Month			Price Per Month		
Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total
1	$ 175,403.92	$175,403.92	1	$ 175,403.92	$175,403.92	1	$ 175,403.92	$175,403.92	1	$ 175,403.92	$175,403.92
101	$ 15.82	$1,597.82	101	$ 15.82	$1,597.82	101	$ 15.82	$1,597.82	101	$ 15.82	$1,597.82
130	$ 388.54	$50,510.20	130	$ 388.54	$50,510.20	130	$ 388.54	$50,510.20	130	$ 388.54	$50,510.20
220	$ 376.37	$82,801.40	220	$ 376.37	$82,801.40	220	$ 376.37	$82,801.40	220	$ 376.37	$82,801.40
246	$ 173.33	$42,639.18	246	$ 173.33	$42,639.18	246	$ 173.33	$42,639.18	246	$ 173.33	$42,639.18
4	$ 454.64	$1,818.56	4	$ 454.64	$1,818.56	4	$ 454.64	$1,818.56	4	$ 454.64	$1,818.56
350	$ 14.35	$5,022.50	350	$ 14.35	$5,022.50	350	$ 14.35	$5,022.50	350	$ 14.35	$5,022.50
7	$ 423.22	$2,962.54	7	$ 423.22	$2,962.54	7	$ 423.22	$2,962.54	7	$ 423.22	$2,962.54
	$ 500.00	$0.00		$ 500.00	$0.00		$ 500.00	$0.00		$ 500.00	$0.00
	$ 1,012.36	$0.00		$ 1,012.36	$0.00		$ 1,012.36	$0.00		$ 1,012.36	$0.00
1	$ 860.51	$860.51	1	$ 860.51	$860.51	1	$ 860.51	$860.51	1	$ 860.51	$860.51
	$ 1,075.63	$0.00		$ 1,075.63	$0.00		$ 1,075.63	$0.00		$ 1,075.63	$0.00
	$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
5	$ 410.07	$2,050.35	5	$ 410.07	$2,050.35	5	$ 410.07	$2,050.35	5	$ 410.07	$2,050.35
	$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
	$ 450.43	$0.00		$ 450.43	$0.00		$ 450.43	$0.00		$ 450.43	$0.00
8			8			8			8		
10			10			10			10		
60	$ 8.56	$513.60	60	$ 8.56	$513.60	60	$ 8.56	$513.60	60	$ 8.56	$513.60
37	$ 348.50	$12,894.50	37	$ 348.50	$12,894.50	37	$ 348.50	$12,894.50	37	$ 348.50	$12,894.50
29	$ 377.54	$10,948.66	29	$ 377.54	$10,948.66	29	$ 377.54	$10,948.66	29	$ 377.54	$10,948.66
42	$ 508.23	$21,345.66	42	$ 508.23	$21,345.66	42	$ 508.23	$21,345.66	42	$ 508.23	$21,345.66
2	$ 546.61	$1,093.22	2	$ 546.61	$1,093.22	2	$ 546.61	$1,093.22	2	$ 546.61	$1,093.22
25	$ 226.47	$5,661.75	25	$ 226.47	$5,661.75	25	$ 226.47	$5,661.75	25	$ 226.47	$5,661.75
155	$ 294.41	$45,633.55	155	$ 294.41	$45,633.55	155	$ 294.41	$45,633.55	155	$ 294.41	$45,633.55
54	$ 416.91	$22,513.14	54	$ 416.91	$22,513.14	54	$ 416.91	$22,513.14	54	$ 416.91	$22,513.14
	$ 325.42	$0.00		$ 325.42	$0.00		$ 325.42	$0.00		$ 325.42	$0.00
-	$ 62.07	$0.00	-	$ 62.07	$0.00	-	$ 62.07	$0.00	-	$ 62.07	$0.00
3,455	$ 3.15	$10,883.25	3,455	$ 3.15	$10,883.25	3,455	$ 3.15	$10,883.25	3,455	$ 3.15	$10,883.25
2	$ 260.34	$520.68	2	$ 260.34	$520.68	2	$ 260.34	$520.68	2	$ 260.34	$520.68
9	$ 475.31	$4,277.79	9	$ 475.31	$4,277.79	9	$ 475.31	$4,277.79	9	$ 475.31	$4,277.79
1	$ 150,273.73	$150,273.73	1	$ 150,273.73	$150,273.73	1	$ 150,273.73	$150,273.73	1	$ 150,273.73	$150,273.73
10	$ 436.24	$4,362.40	10	$ 436.24	$4,362.40	10	$ 436.24	$4,362.40	10	$ 436.24	$4,362.40
-	$ 380.25	$0.00	-	$ 380.25	$0.00	-	$ 380.25	$0.00	-	$ 380.25	$0.00
9	$ 769.90	$6,929.10	9	$ 769.90	$6,929.10	9	$ 769.90	$6,929.10	9	$ 769.90	$6,929.10
5	$ 769.90	$3,849.50	5	$ 769.90	$3,849.50	5	$ 769.90	$3,849.50	5	$ 769.90	$3,849.50
4	$ 769.90	$3,079.60	4	$ 769.90	$3,079.60	4	$ 769.90	$3,079.60	4	$ 769.90	$3,079.60
6	$ 325.42	$1,952.52	6	$ 325.42	$1,952.52	6	$ 325.42	$1,952.52	6	$ 325.42	$1,952.52
-	$ 342.55	$0.00	-	$ 342.55	$0.00	-	$ 342.55	$0.00	-	$ 342.55	$0.00
125			125			125			125		
7			7			7			7		
56	$ 6.26	$350.56	56	$ 6.26	$350.56	56	$ 6.26	$350.56	56	$ 6.26	$350.56
19	$ 6.26	$118.94	19	$ 6.26	$118.94	19	$ 6.26	$118.94	19	$ 6.26	$118.94
46	$ 6.26	$287.96	46	$ 6.26	$287.96	46	$ 6.26	$287.96	46	$ 6.26	$287.96
3	$ 6.26	$18.78	3	$ 6.26	$18.78	3	$ 6.26	$18.78	3	$ 6.26	$18.78
1	$ 413,324.11	$413,324.11	1	$ 413,324.11	$413,324.11	1	$ 413,324.11	$413,324.11	1	$ 413,324.11	$413,324.11
37	$ 210.65	$7,794.05	37	$ 210.65	$7,794.05	37	$ 210.65	$7,794.05	37	$ 210.65	$7,794.05
29	$ 368.94	$10,699.26	29	$ 368.94	$10,699.26	29	$ 368.94	$10,699.26	29	$ 368.94	$10,699.26
42	$ 2,988.23	$125,505.66	42	$ 2,988.23	$125,505.66	42	$ 2,988.23	$125,505.66	42	$ 2,988.23	$125,505.66
2	$ 4,801.20	$9,602.40	2	$ 4,801.20	$9,602.40	2	$ 4,801.20	$9,602.40	2	$ 4,801.20	$9,602.40
25	$ 124.54	$3,113.50	25	$ 124.54	$3,113.50	25	$ 124.54	$3,113.50	25	$ 124.54	$3,113.50
155	$ 355.02	$55,028.10	155	$ 355.02	$55,028.10	155	$ 355.02	$55,028.10	155	$ 355.02	$55,028.10
54	$ 1,481.65	$80,009.10	54	$ 1,481.65	$80,009.10	54	$ 1,481.65	$80,009.10	54	$ 1,481.65	$80,009.10
-	$ 7,584.12	$0.00	-	$ 7,584.12	$0.00	-	$ 7,584.12	$0.00	-	$ 7,584.12	$0.00
-	$ 19.86	$0.00	-	$ 19.86	$0.00	-	$ 19.86	$0.00	-	$ 19.86	$0.00
-	$ 31.80	$0.00	-	$ 31.80	$0.00	-	$ 31.80	$0.00	-	$ 31.80	$0.00
	$ 2.30	$0.00		$ 2.30	$0.00		$ 2.30	$0.00		$ 2.30	$0.00
10	$ 232.12	$2,321.20	10	$ 232.12	$2,321.20	10	$ 232.12	$2,321.20	10	$ 232.12	$2,321.20
6	$ 1,323.23	$7,939.38	6	$ 1,323.23	$7,939.38	6	$ 1,323.23	$7,939.38	6	$ 1,323.23	$7,939.38
56	$ 69.55	$3,894.80	56	$ 69.55	$3,894.80	56	$ 69.55	$3,894.80	56	$ 69.55	$3,894.80
19	$ 85.78	$1,629.82	19	$ 85.78	$1,629.82	19	$ 85.78	$1,629.82	19	$ 85.78	$1,629.82
46	$ 94.21	$4,333.66	46	$ 94.21	$4,333.66	46	$ 94.21	$4,333.66	46	$ 94.21	$4,333.66
3	$ 109.46	$328.38	3	$ 109.46	$328.38	3	$ 109.46	$328.38	3	$ 109.46	$328.38
		$ 1,398,699			$ 1,398,699			$ 1,398,699			$ 1,398,699
		$ 2,202,369			$ 2,202,369			$ 2,202,369			$ 2,202,369

Sep-16			Oct-16			Nov-16			Dec-16		
Year 3 (Month 7)			Year 3 (Month 8)			Year 3 (Month 9)			Year 3 (Month 10)		
Price Per Month			Price Per Month			Price Per Month			Price Per Month		
Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total
1	$ 175,403.92	$175,403.92	1	$ 175,403.92	$175,403.92	1	$ 175,403.92	$175,403.92	1	$ 175,403.92	$175,403.92
101	$ 15.82	$1,597.82	101	$ 15.82	$1,597.82	101	$ 15.82	$1,597.82	101	$ 15.82	$1,597.82
130	$ 388.54	$50,510.20	130	$ 388.54	$50,510.20	130	$ 388.54	$50,510.20	130	$ 388.54	$50,510.20
220	$ 376.37	$82,801.40	220	$ 376.37	$82,801.40	220	$ 376.37	$82,801.40	220	$ 376.37	$82,801.40
246	$ 173.33	$42,639.18	246	$ 173.33	$42,639.18	246	$ 173.33	$42,639.18	246	$ 173.33	$42,639.18
4	$ 454.64	$1,818.56	4	$ 454.64	$1,818.56	4	$ 454.64	$1,818.56	4	$ 454.64	$1,818.56
350	$ 14.35	$5,022.50	350	$ 14.35	$5,022.50	350	$ 14.35	$5,022.50	350	$ 14.35	$5,022.50
7	$ 423.22	$2,962.54	7	$ 423.22	$2,962.54	7	$ 423.22	$2,962.54	7	$ 423.22	$2,962.54
	$ 500.00	$0.00		$ 500.00	$0.00		$ 500.00	$0.00		$ 500.00	$0.00
	$ 1,012.36	$0.00		$ 1,012.36	$0.00		$ 1,012.36	$0.00		$ 1,012.36	$0.00
1	$ 860.51	$860.51	1	$ 860.51	$860.51	1	$ 860.51	$860.51	1	$ 860.51	$860.51
	$ 1,075.63	$0.00		$ 1,075.63	$0.00		$ 1,075.63	$0.00		$ 1,075.63	$0.00
	$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
5	$ 410.07	$2,050.35	5	$ 410.07	$2,050.35	5	$ 410.07	$2,050.35	5	$ 410.07	$2,050.35
	$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
	$ 450.43	$0.00		$ 450.43	$0.00		$ 450.43	$0.00		$ 450.43	$0.00
8			8			8			8		
10			10			10			10		
60	$ 8.56	$513.60	60	$ 8.56	$513.60	60	$ 8.56	$513.60	60	$ 8.56	$513.60
37	$ 348.50	$12,894.50	37	$ 348.50	$12,894.50	37	$ 348.50	$12,894.50	37	$ 348.50	$12,894.50
29	$ 377.54	$10,948.66	29	$ 377.54	$10,948.66	29	$ 377.54	$10,948.66	29	$ 377.54	$10,948.66
42	$ 508.23	$21,345.66	42	$ 508.23	$21,345.66	42	$ 508.23	$21,345.66	42	$ 508.23	$21,345.66
2	$ 546.61	$1,093.22	2	$ 546.61	$1,093.22	2	$ 546.61	$1,093.22	2	$ 546.61	$1,093.22
25	$ 226.47	$5,661.75	25	$ 226.47	$5,661.75	25	$ 226.47	$5,661.75	25	$ 226.47	$5,661.75
155	$ 294.41	$45,633.55	155	$ 294.41	$45,633.55	155	$ 294.41	$45,633.55	155	$ 294.41	$45,633.55
54	$ 416.91	$22,513.14	54	$ 416.91	$22,513.14	54	$ 416.91	$22,513.14	54	$ 416.91	$22,513.14
	$ 325.42	$0.00		$ 325.42	$0.00		$ 325.42	$0.00		$ 325.42	$0.00
-	$ 62.07	$0.00	-	$ 62.07	$0.00	-	$ 62.07	$0.00	-	$ 62.07	$0.00
3,455	$ 3.15	$10,883.25	3,455	$ 3.15	$10,883.25	3,455	$ 3.15	$10,883.25	3,455	$ 3.15	$10,883.25
2	$ 260.34	$520.68	2	$ 260.34	$520.68	2	$ 260.34	$520.68	2	$ 260.34	$520.68
9	$ 475.31	$4,277.79	9	$ 475.31	$4,277.79	9	$ 475.31	$4,277.79	9	$ 475.31	$4,277.79
1	$ 150,273.73	$150,273.73	1	$ 150,273.73	$150,273.73	1	$ 150,273.73	$150,273.73	1	$ 150,273.73	$150,273.73
10	$ 436.24	$4,362.40	10	$ 436.24	$4,362.40	10	$ 436.24	$4,362.40	10	$ 436.24	$4,362.40
-	$ 380.25	$0.00	-	$ 380.25	$0.00	-	$ 380.25	$0.00	-	$ 380.25	$0.00
9	$ 769.90	$6,929.10	9	$ 769.90	$6,929.10	9	$ 769.90	$6,929.10	9	$ 769.90	$6,929.10
5	$ 769.90	$3,849.50	5	$ 769.90	$3,849.50	5	$ 769.90	$3,849.50	5	$ 769.90	$3,849.50
4	$ 769.90	$3,079.60	4	$ 769.90	$3,079.60	4	$ 769.90	$3,079.60	4	$ 769.90	$3,079.60
6	$ 325.42	$1,952.52	6	$ 325.42	$1,952.52	6	$ 325.42	$1,952.52	6	$ 325.42	$1,952.52
-	$ 342.55	$0.00	-	$ 342.55	$0.00	-	$ 342.55	$0.00	-	$ 342.55	$0.00
125			125			125			125		
7			7			7			7		
56	$ 6.26	$350.56	56	$ 6.26	$350.56	56	$ 6.26	$350.56	56	$ 6.26	$350.56
19	$ 6.26	$118.94	19	$ 6.26	$118.94	19	$ 6.26	$118.94	19	$ 6.26	$118.94
46	$ 6.26	$287.96	46	$ 6.26	$287.96	46	$ 6.26	$287.96	46	$ 6.26	$287.96
3	$ 6.26	$18.78	3	$ 6.26	$18.78	3	$ 6.26	$18.78	3	$ 6.26	$18.78
1	$ 413,324.11	$413,324.11	1	$ 413,324.11	$413,324.11	1	$ 413,324.11	$413,324.11	1	$ 413,324.11	$413,324.11
37	$ 210.65	$7,794.05	37	$ 210.65	$7,794.05	37	$ 210.65	$7,794.05	37	$ 210.65	$7,794.05
29	$ 368.94	$10,699.26	29	$ 368.94	$10,699.26	29	$ 368.94	$10,699.26	29	$ 368.94	$10,699.26
42	$ 2,988.23	$125,505.66	42	$ 2,988.23	$125,505.66	42	$ 2,988.23	$125,505.66	42	$ 2,988.23	$125,505.66
2	$ 4,801.20	$9,602.40	2	$ 4,801.20	$9,602.40	2	$ 4,801.20	$9,602.40	2	$ 4,801.20	$9,602.40
25	$ 124.54	$3,113.50	25	$ 124.54	$3,113.50	25	$ 124.54	$3,113.50	25	$ 124.54	$3,113.50
155	$ 355.02	$55,028.10	155	$ 355.02	$55,028.10	155	$ 355.02	$55,028.10	155	$ 355.02	$55,028.10
54	$ 1,481.65	$80,009.10	54	$ 1,481.65	$80,009.10	54	$ 1,481.65	$80,009.10	54	$ 1,481.65	$80,009.10
-	$ 7,584.12	$0.00	-	$ 7,584.12	$0.00	-	$ 7,584.12	$0.00	-	$ 7,584.12	$0.00
-	$ 19.86	$0.00	-	$ 19.86	$0.00	-	$ 19.86	$0.00	-	$ 19.86	$0.00
-	$ 31.80	$0.00	-	$ 31.80	$0.00	-	$ 31.80	$0.00	-	$ 31.80	$0.00
	$ 2.30	$0.00		$ 2.30	$0.00		$ 2.30	$0.00		$ 2.30	$0.00
10	$ 232.12	$2,321.20	10	$ 232.12	$2,321.20	10	$ 232.12	$2,321.20	10	$ 232.12	$2,321.20
6	$ 1,323.23	$7,939.38	6	$ 1,323.23	$7,939.38	6	$ 1,323.23	$7,939.38	6	$ 1,323.23	$7,939.38
56	$ 69.55	$3,894.80	56	$ 69.55	$3,894.80	56	$ 69.55	$3,894.80	56	$ 69.55	$3,894.80
19	$ 85.78	$1,629.82	19	$ 85.78	$1,629.82	19	$ 85.78	$1,629.82	19	$ 85.78	$1,629.82
46	$ 94.21	$4,333.66	46	$ 94.21	$4,333.66	46	$ 94.21	$4,333.66	46	$ 94.21	$4,333.66
3	$ 109.46	$328.38	3	$ 109.46	$328.38	3	$ 109.46	$328.38	3	$ 109.46	$328.38
		$ 1,398,699			$ 1,398,699			$ 1,398,699			$ 1,398,699
		$ 2,202,369			$ 2,202,369			$ 2,202,369			$ 2,202,369

Jan-17			Feb-17			3/1/2017 - 02/28/2018			3/1/2018 - 02/28/2019		
Year 3 (Month 11)			Year 3 (Month 12)			Year 4 (Month 1-12)			Year 5 (Month 1-12)		
Price Per Month			Price Per Month			Price Per Month			Price Per Month		
Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total
1	$ 175,403.92	$175,403.92	1	$ 175,403.92	$175,403.92	1	$ 175,022.79	$175,022.79	1	$ 166,116.44	$166,116.44
101	$ 15.82	$1,597.82	101	$ 15.82	$1,597.82	62	$ 15.82	$980.84		$ 15.82	$0.00
130	$ 388.54	$50,510.20	130	$ 388.54	$50,510.20	77	$ 388.54	$29,917.58	-	$ 388.54	$0.00
220	$ 376.37	$82,801.40	220	$ 376.37	$82,801.40	159	$ 376.37	$59,842.83	-	$ 376.37	$0.00
246	$ 173.33	$42,639.18	246	$ 173.33	$42,639.18	246	$ 173.33	$42,639.18		$ 173.33	$0.00
4	$ 454.64	$1,818.56	4	$ 454.64	$1,818.56	4	$ 454.64	$1,818.56		$ 454.64	$0.00
350	$ 14.35	$5,022.50	350	$ 14.35	$5,022.50	350	$ 14.35	$5,022.50	350	$ 14.35	$5,022.50
7	$ 423.22	$2,962.54	7	$ 423.22	$2,962.54	5	$ 423.22	$2,116.10		$ 423.22	$0.00
	$ 500.00	$0.00		$ 500.00	$0.00						
	$ 1,012.36	$0.00		$ 1,012.36	$0.00						
1	$ 860.51	$860.51	1	$ 860.51	$860.51						
	$ 1,075.63	$0.00		$ 1,075.63	$0.00						
	$ -	$0.00		$ -	$0.00						
5	$ 410.07	$2,050.35	5	$ 410.07	$2,050.35	4	$ 410.07	$1,640.28		$ 410.07	$0.00
	$ -	$0.00		$ -	-						
	$ 450.43	$0.00		$ 450.43	-						
8			8			131					
10			10			8					
60	$ 8.56	$513.60	60	$ 8.56	$513.60	96	$ 8.34	$800.64	146	$ 8.13	$1,186.98
37	$ 348.50	$12,894.50	37	$ 348.50	$12,894.50	15	$ 339.79	$5,096.85	15	$ 331.29	$4,969.35
29	$ 377.54	$10,948.66	29	$ 377.54	$10,948.66	31	$ 368.10	$11,411.10	46	$ 358.90	$16,509.40
42	$ 508.23	$21,345.66	42	$ 508.23	$21,345.66	48	$ 495.52	$23,784.96	48	$ 483.13	$23,190.24
2	$ 546.61	$1,093.22	2	$ 546.61	$1,093.22	2	$ 532.94	$1,065.88	2	$ 519.62	$1,039.24
						22	$ 129.35	$2,845.70	44	$ 129.35	$5,691.40
25	$ 226.47	$5,661.75	25	$ 226.47	$5,661.75	43	$ 220.81	$9,494.83	43	$ 215.29	$9,257.47
155	$ 294.41	$45,633.55	155	$ 294.41	$45,633.55	224	$ 287.05	$64,299.20	332	$ 279.88	$92,920.16
54	$ 416.91	$22,513.14	54	$ 416.91	$22,513.14	80	$ 416.91	$33,352.80	90	$ 416.91	$37,521.90
	$ 325.42	$0.00		$ 325.42	$0.00	2	$ 317.29	$634.58	2	$ 309.35	$618.70
-	$ 62.07	$0.00	-	$ 62.07	$0.00		$ 60.52	$0.00	300	$ 59.00	$17,700.00
3,455	$ 3.15	$10,883.25	3,455	$ 3.15	$10,883.25	3,742	$ 3.09	$11,562.78	3,742	$ 3.03	$11,338.26
2	$ 260.34	$520.68	2	$ 260.34	$520.68	2	$ 253.83	$507.66	2	$ 247.48	$494.96
9	$ 475.31	$4,277.79	9	$ 475.31	$4,277.79	9	$ 463.43	$4,170.87	9	$ 451.84	$4,066.56
1	$ 150,273.73	$150,273.73	1	$ 150,273.73	$150,273.73	1	$ 150,447.61	$150,447.61	1	$ 150,804.36	$150,804.36
10	$ 436.24	$4,362.40	10	$ 436.24	$4,362.40	12	$ 425.33	$5,103.96	12	$ 414.70	$4,976.40
-	$ 380.25	$0.00	-	$ 380.25	$0.00	-	$ 370.74	$0.00	-	$ 361.48	$0.00
9	$ 769.90	$6,929.10	9	$ 769.90	$6,929.10	9	$ 750.65	$6,755.85	9	$ 731.89	$6,587.01
5	$ 769.90	$3,849.50	5	$ 769.90	$3,849.50	5	$ 750.65	$3,753.25	5	$ 731.89	$3,659.45
4	$ 769.90	$3,079.60	4	$ 769.90	$3,079.60	4	$ 750.65	$3,002.60	4	$ 731.89	$2,927.56
6	$ 325.42	$1,952.52	6	$ 325.42	$1,952.52	4	$ 317.29	$1,269.16	4	$ 309.35	$1,237.40
-	$ 342.55	$0.00	-	$ 342.55	$0.00		$ 333.99	$0.00		$ 325.64	$0.00
125			125			202			202		
7			7			18			18		
						22	$ 6.11	$134.42	43	$ 5.96	$256.28
56	$ 6.26	$350.56	56	$ 6.26	$350.56	91	$ 6.11	$556.01	147	$ 5.96	$876.12
19	$ 6.26	$118.94	19	$ 6.26	$118.94	29	$ 6.11	$177.19	46	$ 5.96	$274.16
46	$ 6.26	$287.96	46	$ 6.26	$287.96	76	$ 6.11	$464.36	84	$ 5.96	$500.64
3	$ 6.26	$18.78	3	$ 6.26	$18.78	5	$ 6.11	$30.55	5	$ 5.96	$29.80
1	$ 413,324.11	$413,324.11	1	$ 413,324.11	$413,324.11	1	$ 424,760.48	$424,760.48	1	$ 416,265.27	$416,265.27
37	$ 210.65	$7,794.05	37	$ 210.65	$7,794.05	15	$ 210.65	$3,159.75	15	$ 210.65	$3,159.75
29	$ 368.94	$10,699.26	29	$ 368.94	$10,699.26	31	$ 368.94	$11,437.14	46	$ 368.94	$16,971.24
42	$ 2,988.23	$125,505.66	42	$ 2,988.23	$125,505.66	48	$ 2,988.23	$143,435.04	48	$ 2,988.23	$143,435.04
2	$ 4,801.20	$9,602.40	2	$ 4,801.20	$9,602.40	2	$ 4,801.20	$9,602.40	2	$ 4,801.20	$9,602.40
25	$ 124.54	$3,113.50	25	$ 124.54	$3,113.50	43	$ 124.54	$5,355.22	43	$ 124.54	$5,355.22
155	$ 355.02	$55,028.10	155	$ 355.02	$55,028.10	224	$ 355.02	$79,524.48	331	$ 355.02	$117,511.62
54	$ 1,481.65	$80,009.10	54	$ 1,481.65	$80,009.10	80	$ 1,481.65	$118,532.00	90	$ 1,481.65	$133,348.50
-	$ 7,584.12	$0.00	-	$ 7,584.12	$0.00	1	$ 7,584.12	$7,584.12	1	$ 7,584.12	$7,584.12
-	$ 19.86	$0.00	-	$ 19.86	$0.00		$ 19.86	$0.00		$ 19.86	$0.00
-	$ 31.80	$0.00	-	$ 31.80	$0.00		$ 31.80	$0.00		$ 31.80	$0.00
	$ 2.30	$0.00		$ 2.30	$0.00		$ 2.30	$0.00		$ 2.30	$0.00
10	$ 232.12	$2,321.20	10	$ 232.12	$2,321.20	12	$ 232.12	$2,785.44	12	$ 232.12	$2,785.44
6	$ 1,323.23	$7,939.38	6	$ 1,323.23	$7,939.38	4	$ 1,323.23	$5,292.92	4	$ 1,323.23	$5,292.92
56	$ 69.55	$3,894.80	56	$ 69.55	$3,894.80	91	$ 69.55	$6,329.05	147	$ 69.55	$10,223.85
19	$ 85.78	$1,629.82	19	$ 85.78	$1,629.82	29	$ 85.78	$2,487.62	46	$ 85.78	$3,945.88
46	$ 94.21	$4,333.66	46	$ 94.21	$4,333.66	76	$ 94.21	$7,159.96	84	$ 94.21	$7,913.64
3	$ 109.46	$328.38	3	$ 109.46	$328.38	5	$ 109.46	$547.30	5	$ 109.46	$547.30
		$ 1,398,699			$ 1,398,699			$ 1,487,716			$ 1,453,715
		$ 2,202,369			$ 2,202,369						

Year 6 (Month 1-12)			Year 7 (Month 1-12)			
Price Per Month			Price Per Month			
Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total	Description/Comments
1	$ 166,116.44	$166,116.44	1	$ 166,116.44	$166,116.44	
	$ -	$0.00		$ -	$0.00	
-	$ -	$0.00	-	$ -	$0.00	
-	$ -	$0.00	-	$ -	$0.00	
	$ -	$0.00		$ -	$0.00	
	$ -	$0.00		$ -	$0.00	
350	$ 14.35	$5,022.50	350	$ 14.35	$5,022.50	
	$ -	$0.00		$ -	$0.00	
	$ -	$0.00		$ -	$0.00	
						IMACs per month
						IMACs per month
146	$ 8.13	$1,186.98	146	$ 8.13	$1,186.98	Labor Support
15	$ 331.29	$4,969.35	15	$ 331.29	$4,969.35	Labor Support
46	$ 358.90	$16,509.40	46	$ 358.90	$16,509.40	Labor Support
48	$ 483.13	$23,190.24	48	$ 483.13	$23,190.24	Labor Support
2	$ 519.62	$1,039.24	2	$ 519.62	$1,039.24	Labor Support
44	$ 129.35	$5,691.40	44	$ 129.35	$5,691.40	Labor Support
43	$ 215.29	$9,257.47	43	$ 215.29	$9,257.47	Labor Support
332	$ 279.88	$92,920.16	332	$ 279.88	$92,920.16	Labor Support
90	$ 416.91	$37,521.90	90	$ 416.91	$37,521.90	Labor Support
2	$ 309.35	$618.70	2	$ 309.35	$618.70	Labor Support
300	$ 59.00	$17,700.00	300	$ 59.00	$17,700.00	Labor Support
3,742	$ 3.03	$11,338.26	3,742	$ 3.03	$11,338.26	Labor Support
2	$ 247.48	$494.96	2	$ 247.48	$494.96	Labor Support
9	$ 451.84	$4,066.56	9	$ 451.84	$4,066.56	Labor Support
1	$ 150,804.36	$150,804.36	1	$ 150,804.36	$150,804.36	Labor Support
12	$ 414.70	$4,976.40	12	$ 414.70	$4,976.40	Labor Support
-	$ 361.48	$0.00	-	$ 361.48	$0.00	Labor Support
9	$ 731.89	$6,587.01	9	$ 731.89	$6,587.01	Labor Support
5	$ 731.89	$3,659.45	5	$ 731.89	$3,659.45	Labor Support
4	$ 731.89	$2,927.56	4	$ 731.89	$2,927.56	Labor Support
4	$ 309.35	$1,237.40	4	$ 309.35	$1,237.40	Labor Support
	$ 325.64	$0.00		$ 325.64	$0.00	Labor Support
202			202			IMACs per month
18			18			IMACs per month
43	$ 5.96	$256.28	43	$ 5.96	$256.28	Labor Support
147	$ 5.96	$876.12	147	$ 5.96	$876.12	Labor Support
46	$ 5.96	$274.16	46	$ 5.96	$274.16	Labor Support
84	$ 5.96	$500.64	84	$ 5.96	$500.64	Labor Support
5	$ 5.96	$29.80	5	$ 5.96	$29.80	Labor Support
		$0.00			$0.00	TWTC Circuits
		$0.00			$0.00	Capital and Maintenance
		$0.00			$0.00	Capital and Maintenance
		$0.00			$0.00	Capital and Maintenance
		$0.00			$0.00	Capital and Hardware Maintenance
		$0.00			$0.00	Capital and Maintenance
		$0.00			$0.00	Capital and Maintenance
		$0.00			$0.00	Capital and Maintenance
		$0.00			$0.00	Capital and Maintenance
		$0.00			$0.00	Capital and Maintenance
		$0.00			$0.00	Capital and Maintenance
		$0.00			$0.00	Capital and Maintenance
		$0.00			$0.00	Capital and Maintenance
		$0.00			$0.00	
		$0.00			$0.00	Capital and Hardware Maintenance
		$0.00			$0.00	Capital and Hardware Maintenance
		$0.00			$0.00	Capital and Hardware Maintenance
		$0.00			$0.00	Capital and Hardware Maintenance
		$ 569,773			$ 569,773	

Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Year 4	Year 5	Year 6	Year 7	
Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Description/Comments
$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	$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	$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	$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	$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	$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	$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	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	
$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	
		$ 16,755,860												$ 17,852,592	$ 17,444,580	$ 6,837,276	$ 6,837,276	

ATTACHMENT B

Appendix 3.1 to Schedule 3

SOW Pricing

Service Recipient:	County of Orange
Vendor Name:	Atos - Scope 2

Click links for

TOC page | Pricing Assumptions

Vendor Provided Services — Year 1, Months 1–4

Resource Category	Unit of Measure	Mar-14 Year 1 (Month 1) Baseline Quantity	Monthly Unit Cost	Monthly Total	Apr-14 Year 1 (Month 2) Baseline Quantity	Monthly Unit Cost	Monthly Total	May-14 Year 1 (Month 3) Baseline Quantity	Monthly Unit Cost	Monthly Total	Jun-14 Year 1 (Month 4) Baseline Quantity	Monthly Unit Cost	Monthly Total
Management Services (including fees associated with Schedule 1 - Relationship Management)	Fixed	1	$ 83,288.06	$83,288.06	1	$ 83,288.06	$83,288.06	1	$ 83,288.06	$83,288.06	1	$ 83,288.06	$83,288.06
County Legacy Services Resource Units (vendor services only)													
Managed Legacy Voice Circuits	# Carrier Circuits	246	$ 11.25	$2,767.50	246	$ 11.25	$2,767.50	246	$ 11.25	$2,767.50	245	$ 11.25	$2,756.25
Large PBX	Qty of PBXs	20	$ 4,217.01	$84,340.20	20	$ 4,217.01	$84,340.20	20	$ 4,217.01	$84,340.20	20	$ 4,217.01	$84,340.20
Small PBX	Qty of PBXs	19	$ 2,016.84	$38,319.96	19	$ 2,016.84	$38,319.96	19	$ 2,016.84	$38,319.96	19	$ 2,016.84	$38,319.96
IP-PBX	Qty of IP-PBXs	2	$ 4,217.01	$8,434.02	2	$ 4,217.01	$8,434.02	2	$ 4,217.01	$8,434.02	2	$ 4,217.01	$8,434.02
Key Systems	Qty of Key Systems	37	$ 1,210.10	$44,773.70	37	$ 1,210.10	$44,773.70	37	$ 1,210.10	$44,773.70	37	$ 1,210.10	$44,773.70
Digital PBX Handsets	Qty of PBX handsets	6,298	$ 8.22	$51,769.56	6,298	$ 8.22	$51,769.56	6,298	$ 8.22	$51,769.56	6,297	$ 8.22	$51,761.34
Analog PBX Handsets	Qty of PBX handsets	7,880	$ 8.22	$64,773.60	7,880	$ 8.22	$64,773.60	7,880	$ 8.22	$64,773.60	7,878	$ 8.22	$64,757.16
IP-PBX Handsets	Qty of IP-PBX handsets	160	$ 8.22	$1,315.20	160	$ 8.22	$1,315.20	160	$ 8.22	$1,315.20	160	$ 8.22	$1,315.20
Key Systems Handsets	Qty of Key Systems	618	$ 8.22	$5,079.96	618	$ 8.22	$5,079.96	618	$ 8.22	$5,079.96	618	$ 8.22	$5,079.96
ACDs	Qty of Systems	7	$ 51.52	$360.64	7	$ 51.52	$360.64	7	$ 51.52	$360.64	7	$ 51.52	$360.64
IVRs	Qty of Systems	1	$ 2,464.56	$2,464.56	1	$ 2,464.56	$2,464.56	1	$ 2,464.56	$2,464.56	1	$ 2,464.56	$2,464.56
Voice Mail Systems (Call Pilot) 2.5 - Includes support of 461 Call Pilot applications	Qty of Users	8,803	$ 4.12	$36,268.36	8,803	$ 4.12	$36,268.36	8,803	$ 4.12	$36,268.36	8,801	$ 4.12	$36,260.12
Voice Mail System (Call Pilot) - Call Pilot Desk Top Messaging Users	Qty of Users	144	$ 4.12	$593.28	144	$ 4.12	$593.28	144	$ 4.12	$593.28	144	$ 4.12	$593.28
Voice Mail System (Meridian Mail)	Qty of Users	191	$ 4.12	$786.92	191	$ 4.12	$786.92	191	$ 4.12	$786.92	191	$ 4.12	$786.92
Faxes	Qty of devices	421	$ 4.95	$2,083.95	421	$ 4.95	$2,083.95	421	$ 4.95	$2,083.95	420	$ 4.95	$2,079.00
TTY (Text Telephone)	Qty of devices	5	$ 4.95	$24.75	5	$ 4.95	$24.75	5	$ 4.95	$24.75	5	$ 4.95	$24.75
Modems	Qty of devices	112	$ 4.95	$554.40	112	$ 4.95	$554.40	112	$ 4.95	$554.40	112	$ 4.95	$554.40
Recordings (Please Refer to E.2. for detailed descriptions)	Qty of devices	2	$ 907.88	$1,815.76	2	$ 907.88	$1,815.76	2	$ 907.88	$1,815.76	2	$ 907.88	$1,815.76
Reader Board (Please Refer to E.2. for detailed descriptions)	Qty of devices	5	$ -	$0.00	5	$ -	$0.00	5	$ -	$0.00	5	$ -	$0.00
Elevator Phones	Qty of devices	59	$ 4.95	$292.05	59	$ 4.95	$292.05	59	$ 4.95	$292.05	59	$ 4.95	$292.05
Polycoms	Qty of devices	250	$ 8.22	$2,055.00	250	$ 8.22	$2,055.00	250	$ 8.22	$2,055.00	250	$ 8.22	$2,055.00
Soft IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	449			449			449			449		
Hard IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	87			87			87			87		
Soft IMACs for Non Handsets/Other Voice Equipment (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	-			-			-			-		
Hard IMACs for Non Handsets/Other Voice Equipment (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	-			-			-			-		
Vendor Solution Specific Services Resource Units (services only e.g., VOIP Handset Management) Include description in comments column													
Cisco 7841 IP Phone (Replaced Model 6945)	Qty of IP-PBX handsets	-	$ 8.22	$0.00	-	$ 8.22	$0.00	-	$ 8.22	$0.00	3	$ 8.22	$24.66
Cisco 6901 IP Phone	Qty of IP-PBX handsets			$0.00			$0.00			$0.00			$0.00
Cisco 7965 IP Phone	Qty of IP-PBX handsets	-	$ 8.22	$0.00	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00
Cisco 8831 IP Phone	Qty of IP-PBX handsets	-	$ -	$0.00		$ 8.22	$0.00		$ 8.22	$0.00		$ 8.22	$0.00
Cisco 7916 IP Phones	Qty of IP-PBX handsets	-	$ 8.22	$0.00	-	$ 8.22	$0.00	-	$ 8.22	$0.00	-	$ 8.22	$0.00
Cisco 8851 IP Phones	Qty of IP-PBX handsets			$0.00			$0.00			$0.00			$0.00
Cisco 8861 IP Phones	Qty of IP-PBX handsets			$0.00			$0.00			$0.00			$0.00
Softphone	Qty of Softphone	-	$ 8.22	$0.00	-	$ 8.22	$0.00	-	$ 8.22	$0.00	-	$ 8.22	$0.00
VOIP Voice Mail Management	Qty of Voicemail	-	$ 4.12	$0.00	-	$ 4.12	$0.00	-	$ 4.12	$0.00	2	$ 4.12	$8.24
IP ACD	Qty of Systems	-	$ 41.21	$0.00	-	$ 41.21	$0.00	-	$ 41.21	$0.00	-	$ 41.21	$0.00
IP IVR	Qty of Systems		$ 1,971.65	$0.00		$ 1,971.65	$0.00		$ 1,971.65	$0.00		$ 1,971.65	$0.00
Transport Expense Management (TEM)	Fixed	1	$ 30,487.80	$30,487.80	1	$ 30,487.80	$30,487.80	1	$ 30,487.80	$30,487.80	1	$ 30,487.80	$30,487.80
IPICS-System	Fixed		$ 426.83	$0.00	1	$ 426.83	$426.83	1	$ 426.83	$426.83	1	$ 426.83	$426.83
Contact Center Premium Services	Qty of Agents		$ 41.21	$0.00		$ 41.21	$0.00		$ 41.21	$0.00		$ 41.21	$0.00
Analog Ports	Qty of devices	0	$ 3.43	$0.00	0	$ 3.43	$0.00	0	$ 3.43	$0.00	1	$ 3.43	$3.43
Replacement of Recordings	Qty of devices		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Replacement of Polycoms - Cisco 8831 IP Conference Phone (Replacement Model 7937)	Qty of devices	0	$ 8.22	$0.00	0	$ 8.22	$0.00	0	$ 8.22	$0.00	0	$ 8.22	$0.00
SRST Routers (Small)	Qty of routers			$0.00			$0.00			$0.00			$0.00
SRST Routers (Medium)	Qty of routers			$0.00			$0.00			$0.00			$0.00
SRST Routers (Large)	Qty of routers			$0.00			$0.00			$0.00			$0.00
SRST Routers (Extra Large)	Qty of routers			$0.00			$0.00			$0.00			$0.00
Soft IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	-			-			-			-		
Hard IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	-			-			-			-		
Soft IMACs for Non Handsets/Other Voice Equipment (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	-			-			-			-		
Hard IMACs for Non Handsets/Other Voice Equipment (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	-			-			-			-		
Vendor Solution Specific Resource Units (non-services only e.g., hardware, software, SIP Trunks, VOIP Handsets) Include description in comments column													
Cisco 7841 IP Phone	Qty of IP-PBX handsets	-	$ 3.56	$0.00	-	$ 3.56	$0.00	-	$ 3.56	$0.00	3	$ 3.56	$10.68
Cisco 6901 IP Phone	Qty of IP-PBX handsets												$0.00
Cisco 8831 IP Phone	Qty of IP-PBX handsets	-	$ 6.21	$0.00	-	$ 6.21	$0.00	-	$ 6.21	$0.00	6	$ 6.21	$37.26
Cisco 7916 IP Phones	Qty of IP-PBX handsets	-	$ 5.32	$0.00	-	$ 5.32	$0.00	-	$ 5.32	$0.00	-	$ 5.32	$0.00
Cisco 8851 IP Phones (Expansion Module)	Qty of IP-PBX handsets												$0.00
Cisco 8851 IP Phones	Qty of IP-PBX handsets												$0.00
Cisco 8861 IP Phones	Qty of IP-PBX handsets												$0.00
Softphone (Including headsets)	Qty of Softphone	-	$ 2.08	$0.00	-	$ 2.08	$0.00	-	$ 2.08	$0.00	-	$ 2.08	$0.00
Contact Center Premium Licenses	Qty of Licenses		$ 40.12	$0.00		$ 40.12	$0.00		$ 40.12	$0.00		$ 40.12	$0.00
Analog Ports	Qty of devices	0	$ 9.16	$0.00	0	$ 9.16	$0.00	0	$ 9.16	$0.00	1	$ 9.16	$9.16
Replacement of Recordings -dvs analytics	Qty of Servers	0	$ 4,475.39	$0.00	0	$ 4,475.39	$0.00	0	$ 4,475.39	$0.00	0	$ 4,475.39	$0.00
Replacement of Polycoms - Cisco 8831 IP Conference Phone (Replacement Model 7937)	Qty of devices	0	$ 14.26	$0.00	0	$ 14.26	$0.00	0	$ 14.26	$0.00	0	$ 14.26	$0.00
SRST Routers (Small)	Qty of routers												$0.00
SRST Routers (Medium)	Qty of routers												$0.00
SRST Routers (Large)	Qty of routers												$0.00
SRST Routers (Extra - Large)	Qty of routers												$0.00
IPICS-System (e.g. Vendor provided hardware and software)	Qty of Systems		$ 2,519.33	$0.00	1	$ 2,519.33	$2,519.33	1	$ 2,519.33	$2,519.33	1	$ 2,519.33	$2,519.33
WEBEX licenses	Qty of License	4,500	$ 2.78	$12,510.00	4,500	$ 2.78	$12,510.00	4,500	$ 2.78	$12,510.00	4,500	$ 2.78	$12,510.00
SIP Trunks	Fixed		$ 25,730.00	$0.00		$ 25,730.00	$0.00		$ 25,730.00	$0.00		$ 25,730.00	$0.00
SIP Trunks - SSA	Fixed												
Cisco HCS - Essential (analog)	Port	-	$ 4.27	$0.00	-	$ 4.27	$0.00	-	$ 4.27	$0.00	1	$ 4.27	$4.27
Cisco HCS - Foundation+	License	-	$ 6.28	$0.00	-	$ 6.28	$0.00	-	$ 6.28	$0.00	3	$ 6.28	$18.84
Avotus	Fixed	1	$ 2,032.82	$2,032.82	1	$ 2,032.82	$2,032.82	1	$ 2,032.82	$2,032.82	1	$ 2,032.82	$2,032.82
Local 911 PRI	per circuit	-	$ 475.03	$0.00	-	$ 475.03	$0.00	-	$ 475.03	$0.00	-	$ 475.03	$0.00
Local 911 1FB	per circuit	-	$ 50.00	$0.00	-	$ 50.00	$0.00	-	$ 50.00	$0.00	1	$ 50.00	$50.00
Contact Center Premium Platform	Qty of Platforms			$0.00			$0.00			$0.00			$0.00
MONTHLY FEE FOR VENDOR SERVICES				$ 477,192			$ 480,138			$ 480,138			$ 480,218

Vendor Provided Services — Year 1, Months 5–8

Resource Category	Unit of Measure	Jul-14 Year 1 (Month 5) Baseline Quantity	Monthly Unit Cost	Monthly Total	Aug-14 Year 1 (Month 6) Baseline Quantity	Monthly Unit Cost	Monthly Total	Sep-14 Year 1 (Month 7) Baseline Quantity	Monthly Unit Cost	Monthly Total	Oct-14 Year 1 (Month 8) Baseline Quantity	Monthly Unit Cost	Monthly Total
Management Services (including fees associated with Schedule 1 - Relationship Management)	Fixed	1	$ 83,288.06	$83,288.06	1	$ 83,288.06	$83,288.06	1	$ 83,288.06	$83,288.06	1	$ 83,288.06	$83,288.06
County Legacy Services Resource Units (vendor services only)													
Managed Legacy Voice Circuits	# Carrier Circuits	500	$ 10.14	$5,070.00	500	$ 10.14	$5,070.00	500	$ 10.14	$5,070.00	500	$ 10.14	$5,070.00
Large PBX	Qty of PBXs	19	$ 4,438.96	$84,340.24	19	$ 4,438.96	$84,340.24	19	$ 4,438.96	$84,340.24	19	$ 4,438.96	$84,340.24
Small PBX	Qty of PBXs	16	$ 2,136.59	$34,185.44	16	$ 2,136.59	$34,185.44	16	$ 2,136.59	$34,185.44	16	$ 2,136.59	$34,185.44
IP-PBX	Qty of IP-PBXs	2	$ 4,217.01	$8,434.02	2	$ 4,217.01	$8,434.02	2	$ 4,217.01	$8,434.02	2	$ 4,217.01	$8,434.02
Key Systems	Qty of Key Systems	28	$ 1,529.91	$42,837.48	28	$ 1,529.91	$42,837.48	28	$ 1,529.91	$42,837.48	28	$ 1,529.91	$42,837.48
Digital PBX Handsets	Qty of PBX handsets	5,340	$ 8.70	$46,458.00	5,340	$ 8.70	$46,458.00	5,340	$ 8.70	$46,458.00	5,340	$ 8.70	$46,458.00
Analog PBX Handsets	Qty of PBX handsets	7,523	$ 8.61	$64,773.03	7,523	$ 8.61	$64,773.03	7,523	$ 8.61	$64,773.03	7,523	$ 8.61	$64,773.03
IP-PBX Handsets	Qty of IP-PBX handsets	61	$ 12.53	$764.33	61	$ 12.53	$764.33	61	$ 12.53	$764.33	61	$ 12.53	$764.33
Key Systems Handsets	Qty of Key Systems	583	$ 8.66	$5,048.78	583	$ 8.66	$5,048.78	583	$ 8.66	$5,048.78	583	$ 8.66	$5,048.78
ACDs	Qty of Systems	28	$ 48.94	$1,370.32	28	$ 48.94	$1,370.32	28	$ 48.94	$1,370.32	28	$ 48.94	$1,370.32
IVRs	Qty of Systems	1	$ 2,464.56	$2,464.56	1	$ 2,464.56	$2,464.56	1	$ 2,464.56	$2,464.56	1	$ 2,464.56	$2,464.56
Voice Mail Systems (Call Pilot) 2.5 - Includes support of 461 Call Pilot applications	Qty of Users	11,424	$ 3.49	$39,869.76	11,424	$ 3.49	$39,869.76	11,424	$ 3.49	$39,869.76	11,424	$ 3.49	$39,869.76
Voice Mail System (Call Pilot) - Call Pilot Desk Top Messaging Users	Qty of Users	154	$ 3.93	$605.22	154	$ 3.93	$605.22	154	$ 3.93	$605.22	154	$ 3.93	$605.22
Voice Mail System (Meridian Mail)	Qty of Users	198	$ 4.12	$815.76	198	$ 4.12	$815.76	198	$ 4.12	$815.76	198	$ 4.12	$815.76
Faxes	Qty of devices	560	$ 4.21	$2,357.60	560	$ 4.21	$2,357.60	560	$ 4.21	$2,357.60	560	$ 4.21	$2,357.60
TTY (Text Telephone)	Qty of devices	6	$ 4.74	$28.44	6	$ 4.74	$28.44	6	$ 4.74	$28.44	6	$ 4.74	$28.44
Modems	Qty of devices	112	$ 4.95	$554.40	112	$ 4.95	$554.40	112	$ 4.95	$554.40	112	$ 4.95	$554.40
Recordings (Please Refer to E.2. for detailed descriptions)	Qty of devices	2	$ 907.88	$1,815.76	2	$ 907.88	$1,815.76	2	$ 907.88	$1,815.76	2	$ 907.88	$1,815.76
Reader Board (Please Refer to E.2. for detailed descriptions)	Qty of devices	7	$ 6.00	$42.00	7	$ 6.00	$42.00	7	$ 6.00	$42.00	7	$ 6.00	$42.00
Elevator Phones	Qty of devices	56	$ 5.21	$291.76	56	$ 5.21	$291.76	56	$ 5.21	$291.76	56	$ 5.21	$291.76
Polycoms	Qty of devices	174	$ 10.58	$1,840.92	174	$ 10.58	$1,840.92	174	$ 10.58	$1,840.92	174	$ 10.58	$1,840.92
Soft IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	107			107			107			107		
Hard IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	127			127			127			127		
Soft IMACs for Non Handsets/Other Voice Equipment (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	-			-			-			-		
Hard IMACs for Non Handsets/Other Voice Equipment (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	-			-			-			-		
Vendor Solution Specific Services Resource Units (services only e.g., VOIP Handset Management) Include description in comments column													
Cisco 7841 IP Phone (Replaced Model 6945)	Qty of IP-PBX handsets	44	$ 8.22	$361.68	44	$ 8.22	$361.68	44	$ 8.22	$361.68	44	$ 8.22	$361.68
Cisco 6901 IP Phone	Qty of IP-PBX handsets	-		$0.00	-		$0.00	-		$0.00	-		$0.00
Cisco 7965 IP Phone	Qty of IP-PBX handsets	6	$ 8.22	$49.32	6	$ 8.22	$49.32	6	$ 8.22	$49.32	6	$ 8.22	$49.32
Cisco 8831 IP Phone	Qty of IP-PBX handsets		$ 8.22	$0.00		$ 8.22	$0.00		$ 8.22	$0.00		$ 8.22	$0.00
Cisco 7916 IP Phones	Qty of IP-PBX handsets	2	$ 8.22	$16.44	2	$ 8.22	$16.44	2	$ 8.22	$16.44	2	$ 8.22	$16.44
Cisco 8851 IP Phones	Qty of IP-PBX handsets			$0.00			$0.00			$0.00			$0.00
Cisco 8861 IP Phones	Qty of IP-PBX handsets			$0.00			$0.00			$0.00			$0.00
Softphone	Qty of Softphone	-	$ 8.22	$0.00	-	$ 8.22	$0.00	-	$ 8.22	$0.00	-	$ 8.22	$0.00
VOIP Voice Mail Management	Qty of Voicemail	-	$ 4.12	$0.00	-	$ 4.12	$0.00	-	$ 4.12	$0.00	-	$ 4.12	$0.00
IP ACD	Qty of Systems	-	$ 41.21	$0.00	-	$ 41.21	$0.00	-	$ 41.21	$0.00	-	$ 41.21	$0.00
IP IVR	Qty of Systems		$ 1,971.65	$0.00		$ 1,971.65	$0.00		$ 1,971.65	$0.00		$ 1,971.65	$0.00
Transport Expense Management (TEM)	Fixed	1	$ 30,487.80	$30,487.80	1	$ 30,487.80	$30,487.80	1	$ 30,487.80	$30,487.80	1	$ 30,487.80	$30,487.80
IPICS-System	Fixed		$ 426.83	$0.00		$ 426.83	$0.00		$ 426.83	$0.00		$ 426.83	$0.00
Contact Center Premium Services	Qty of Agents		$ 41.21	$0.00		$ 41.21	$0.00		$ 41.21	$0.00		$ 41.21	$0.00
Analog Ports	Qty of devices	1	$ 3.43	$3.43	1	$ 3.43	$3.43	1	$ 3.43	$3.43	1	$ 3.43	$3.43
Replacement of Recordings	Qty of devices		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Replacement of Polycoms - Cisco 8831 IP Conference Phone (Replacement Model 7937)	Qty of devices	0	$ 8.22	$0.00	0	$ 8.22	$0.00	0	$ 8.22	$0.00	0	$ 8.22	$0.00
SRST Routers (Small)	Qty of routers			$0.00			$0.00			$0.00			$0.00
SRST Routers (Medium)	Qty of routers			$0.00			$0.00			$0.00			$0.00
SRST Routers (Large)	Qty of routers			$0.00			$0.00			$0.00			$0.00
SRST Routers (Extra Large)	Qty of routers			$0.00			$0.00			$0.00			$0.00
Soft IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	-						-					
Hard IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	-						-					
Soft IMACs for Non Handsets/Other Voice Equipment (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	-			-			-			-		
Hard IMACs for Non Handsets/Other Voice Equipment (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	-			-			-			-		
Vendor Solution Specific Resource Units (non-services only e.g., hardware, software, SIP Trunks, VOIP Handsets) Include description in comments column													
Cisco 7841 IP Phone	Qty of IP-PBX handsets	44	$ 3.56	$156.64	44	$ 3.56	$156.64	44	$ 3.56	$156.64	44	$ 3.56	$156.64
Cisco 6901 IP Phone	Qty of IP-PBX handsets	-		$0.00	-		$0.00	-		$0.00	-		$0.00
Cisco 8831 IP Phone	Qty of IP-PBX handsets	6	$ 6.21	$37.26	40	$ 6.21	$248.40	5	$ 6.21	$31.05	6	$ 6.21	$37.26
Cisco 7916 IP Phones	Qty of IP-PBX handsets	2	$ 5.32	$10.64	2	$ 5.32	$10.64	2	$ 5.32	$10.64	2	$ 5.32	$10.64
Cisco 8851 IP Phones (Expansion Module)	Qty of IP-PBX handsets			$0.00			$0.00			$0.00			$0.00
Cisco 8851 IP Phones	Qty of IP-PBX handsets	-		$0.00	-		$0.00	-		$0.00	-		$0.00
Cisco 8861 IP Phones	Qty of IP-PBX handsets	-		$0.00	-		$0.00	-		$0.00	-		$0.00
Softphone (Including headsets)	Qty of Softphone	-	$ 2.08	$0.00	-	$ 2.08	$0.00	-	$ 2.08	$0.00	-	$ 2.08	$0.00
Contact Center Premium Licenses	Qty of Licenses	-	$ 40.12	$0.00	-	$ 40.12	$0.00	-	$ 40.12	$0.00	-	$ 40.12	$0.00
Analog Ports	Qty of devices	1	$ 9.16	$9.16	1	$ 9.16	$9.16	1	$ 9.16	$9.16	1	$ 9.16	$9.16
Replacement of Recordings -dvs analytics	Qty of Servers		$ 4,475.39	$0.00		$ 4,475.39	$0.00		$ 4,475.39	$0.00		$ 4,475.39	$0.00
Replacement of Polycoms - Cisco 8831 IP Conference Phone (Replacement Model 7937)	Qty of devices	1	$ 14.26	$14.26	1	$ 14.26	$14.26	1	$ 14.26	$14.26	1	$ 14.26	$14.26
SRST Routers (Small)	Qty of routers			$0.00			$0.00			$0.00			$0.00
SRST Routers (Medium)	Qty of routers			$0.00			$0.00			$0.00			$0.00
SRST Routers (Large)	Qty of routers			$0.00			$0.00			$0.00			$0.00
SRST Routers (Extra - Large)	Qty of routers			$0.00			$0.00			$0.00			$0.00
IPICS-System (e.g. Vendor provided hardware and software)	Qty of Systems	0	$ 2,519.33	$0.00	0	$ 2,519.33	$0.00	0	$ 2,519.33	$0.00	0	$ 2,519.33	$0.00
WEBEX licenses	Qty of License	0	$ 2.78	$0.00	0	$ 2.78	$0.00	0	$ 2.78	$0.00	0	$ 2.78	$0.00
SIP Trunks	Fixed		$ 25,730.00	$0.00		$ 25,730.00	$0.00		$ 25,730.00	$0.00		$ 25,730.00	$0.00
SIP Trunks - SSA	Fixed												
Cisco HCS - Essential (analog)	Port	-	$ 4.27	$0.00	-	$ 4.27	$0.00	-	$ 4.27	$0.00	-	$ 4.27	$0.00
Cisco HCS - Foundation+	License	-	$ 6.28	$0.00	-	$ 6.28	$0.00	-	$ 6.28	$0.00	-	$ 6.28	$0.00
Avotus	Fixed	-	$ 2,032.82	$0.00	-	$ 2,032.82	$0.00	-	$ 2,032.82	$0.00	-	$ 2,032.82	$0.00
Local 911 PRI	per circuit	-	$ 475.03	$0.00	-	$ 475.03	$0.00	-	$ 475.03	$0.00	-	$ 475.03	$0.00
Local 911 1FB	per circuit	-	$ 50.00	$0.00	-	$ 50.00	$0.00	-	$ 50.00	$0.00	-	$ 50.00	$0.00
Contact Center Premium Platform	Qty of Platforms			$0.00			$0.00			$0.00			$0.00
MONTHLY FEE FOR VENDOR SERVICES				$ 458,403			$ 458,614			$ 458,396			$ 458,403

Vendor Provided Services — Year 1, Months 9–12

Resource Category	Unit of Measure	Nov-14 Year 1 (Month 9) Baseline Quantity	Monthly Unit Cost	Monthly Total	Dec-14 Year 1 (Month 10) Baseline Quantity	Monthly Unit Cost	Monthly Total	Jan-15 Year 1 (Month 11) Baseline Quantity	Monthly Unit Cost	Monthly Total	Feb-15 Year 1 (Month 12) Baseline Quantity	Monthly Unit Cost	Monthly Total
Management Services (including fees associated with Schedule 1 - Relationship Management)	Fixed	1	$ 83,288.06	$83,288.06	1	$ 83,288.06	$83,288.06	1	$ 83,288.06	$83,288.06	1	$ 83,288.06	$83,288.06
County Legacy Services Resource Units (vendor services only)													
Managed Legacy Voice Circuits	# Carrier Circuits	500	$ 10.14	$5,070.00	500	$ 10.14	$5,070.00	500	$ 10.14	$5,070.00	500	$ 10.14	$5,070.00
Large PBX	Qty of PBXs	19	$ 4,438.96	$84,340.24	19	$ 4,438.96	$84,340.24	19	$ 4,438.96	$84,340.24	19	$ 4,438.96	$84,340.24
Small PBX	Qty of PBXs	16	$ 2,136.59	$34,185.44	16	$ 2,136.59	$34,185.44	16	$ 2,136.59	$34,185.44	16	$ 2,136.59	$34,185.44
IP-PBX	Qty of IP-PBXs	2	$ 4,217.01	$8,434.02	2	$ 4,217.01	$8,434.02	2	$ 4,217.01	$8,434.02	2	$ 4,217.01	$8,434.02
Key Systems	Qty of Key Systems	28	$ 1,529.91	$42,837.48	28	$ 1,529.91	$42,837.48	28	$ 1,529.91	$42,837.48	28	$ 1,529.91	$42,837.48
Digital PBX Handsets	Qty of PBX handsets	5,340	$ 8.70	$46,458.00	5,340	$ 8.70	$46,458.00	5,340	$ 8.70	$46,458.00	5,340	$ 8.70	$46,458.00
Analog PBX Handsets	Qty of PBX handsets	7,523	$ 8.61	$64,773.03	7,523	$ 8.61	$64,773.03	7,523	$ 8.61	$64,773.03	7,523	$ 8.61	$64,773.03
IP-PBX Handsets	Qty of IP-PBX handsets	61	$ 12.53	$764.33	61	$ 12.53	$764.33	61	$ 12.53	$764.33	61	$ 12.53	$764.33
Key Systems Handsets	Qty of Key Systems	583	$ 8.66	$5,048.78	583	$ 8.66	$5,048.78	583	$ 8.66	$5,048.78	583	$ 8.66	$5,048.78
ACDs	Qty of Systems	28	$ 48.94	$1,370.32	28	$ 48.94	$1,370.32	28	$ 48.94	$1,370.32	28	$ 48.94	$1,370.32
IVRs	Qty of Systems	1	$ 2,464.56	$2,464.56	1	$ 2,464.56	$2,464.56	1	$ 2,464.56	$2,464.56	1	$ 2,464.56	$2,464.56
Voice Mail Systems (Call Pilot) 2.5 - Includes support of 461 Call Pilot applications	Qty of Users	11,424	$ 3.49	$39,869.76	11,424	$ 3.49	$39,869.76	11,424	$ 3.49	$39,869.76	11,424	$ 3.49	$39,869.76
Voice Mail System (Call Pilot) - Call Pilot Desk Top Messaging Users	Qty of Users	154	$ 3.93	$605.22	154	$ 3.93	$605.22	154	$ 3.93	$605.22	154	$ 3.93	$605.22
Voice Mail System (Meridian Mail)	Qty of Users	198	$ 4.12	$815.76	198	$ 4.12	$815.76	198	$ 4.12	$815.76	198	$ 4.12	$815.76
Faxes	Qty of devices	560	$ 4.21	$2,357.60	560	$ 4.21	$2,357.60	560	$ 4.21	$2,357.60	560	$ 4.21	$2,357.60
TTY (Text Telephone)	Qty of devices	6	$ 4.74	$28.44	6	$ 4.74	$28.44	6	$ 4.74	$28.44	6	$ 4.74	$28.44
Modems	Qty of devices	112	$ 4.95	$554.40	112	$ 4.95	$554.40	112	$ 4.95	$554.40	112	$ 4.95	$554.40
Recordings (Please Refer to E.2. for detailed descriptions)	Qty of devices	2	$ 907.88	$1,815.76	2	$ 907.88	$1,815.76	2	$ 907.88	$1,815.76	2	$ 907.88	$1,815.76
Reader Board (Please Refer to E.2. for detailed descriptions)	Qty of devices	7	$ 6.00	$42.00	7	$ 6.00	$42.00	7	$ 6.00	$42.00	7	$ 6.00	$42.00
Elevator Phones	Qty of devices	56	$ 5.21	$291.76	56	$ 5.21	$291.76	56	$ 5.21	$291.76	56	$ 5.21	$291.76
Polycoms	Qty of devices	174	$ 10.58	$1,840.92	174	$ 10.58	$1,840.92	174	$ 10.58	$1,840.92	174	$ 10.58	$1,840.92
Soft IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	107			107			107			107		
Hard IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	127			127			127			127		
Soft IMACs for Non Handsets/Other Voice Equipment (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	-			-			-			-		
Hard IMACs for Non Handsets/Other Voice Equipment (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	-			-			-			-		
Vendor Solution Specific Services Resource Units (services only e.g., VOIP Handset Management) Include description in comments column													
Cisco 7841 IP Phone (Replaced Model 6945)	Qty of IP-PBX handsets	44	$ 8.22	$361.68	44	$ 8.22	$361.68	44	$ 8.22	$361.68	44	$ 8.22	$361.68
Cisco 6901 IP Phone	Qty of IP-PBX handsets	-		$0.00	-		$0.00	-		$0.00	-		$0.00
Cisco 7965 IP Phone	Qty of IP-PBX handsets	6	$ 8.22	$49.32	6	$ 8.22	$49.32	6	$ 8.22	$49.32	6	$ 8.22	$49.32
Cisco 8831 IP Phone	Qty of IP-PBX handsets		$ 8.22	$0.00		$ 8.22	$0.00		$ 8.22	$0.00		$ 8.22	$0.00
Cisco 7916 IP Phones	Qty of IP-PBX handsets	2	$ 8.22	$16.44	2	$ 8.22	$16.44	2	$ 8.22	$16.44	2	$ 8.22	$16.44
Cisco 8851 IP Phones	Qty of IP-PBX handsets			$0.00			$0.00			$0.00			$0.00
Cisco 8861 IP Phones	Qty of IP-PBX handsets			$0.00			$0.00			$0.00			$0.00
Softphone	Qty of Softphone	-	$ 8.22	$0.00	-	$ 8.22	$0.00	-	$ 8.22	$0.00	-	$ 8.22	$0.00
VOIP Voice Mail Management	Qty of Voicemail	-	$ 4.12	$0.00	-	$ 4.12	$0.00	-	$ 4.12	$0.00	-	$ 4.12	$0.00
IP ACD	Qty of Systems	-	$ 41.21	$0.00	-	$ 41.21	$0.00	-	$ 41.21	$0.00	-	$ 41.21	$0.00
IP IVR	Qty of Systems		$ 1,971.65	$0.00		$ 1,971.65	$0.00		$ 1,971.65	$0.00		$ 1,971.65	$0.00
Transport Expense Management (TEM)	Fixed	1	$ 30,487.80	$30,487.80	1	$ 30,487.80	$30,487.80	1	$ 30,487.80	$30,487.80	1	$ 30,487.80	$30,487.80
IPICS-System	Fixed		$ 426.83	$0.00		$ 426.83	$0.00		$ 426.83	$0.00		$ 426.83	$0.00
Contact Center Premium Services	Qty of Agents		$ 41.21	$0.00		$ 41.21	$0.00		$ 41.21	$0.00		$ 41.21	$0.00
Analog Ports	Qty of devices	1	$ 3.43	$3.43	1	$ 3.43	$3.43	1	$ 3.43	$3.43	1	$ 3.43	$3.43
Replacement of Recordings	Qty of devices		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Replacement of Polycoms - Cisco 8831 IP Conference Phone (Replacement Model 7937)	Qty of devices	0	$ 8.22	$0.00	0	$ 8.22	$0.00	0	$ 8.22	$0.00	0	$ 8.22	$0.00
SRST Routers (Small)	Qty of routers			$0.00			$0.00			$0.00			$0.00
SRST Routers (Medium)	Qty of routers			$0.00			$0.00			$0.00			$0.00
SRST Routers (Large)	Qty of routers			$0.00			$0.00			$0.00			$0.00
SRST Routers (Extra Large)	Qty of routers			$0.00			$0.00			$0.00			$0.00
Soft IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs				1			65			12		
Hard IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs				1			43			5		
Soft IMACs for Non Handsets/Other Voice Equipment (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	-			-			-			-		
Hard IMACs for Non Handsets/Other Voice Equipment (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	-			-			-			-		
Vendor Solution Specific Resource Units (non-services only e.g., hardware, software, SIP Trunks, VOIP Handsets) Include description in comments column													
Cisco 7841 IP Phone	Qty of IP-PBX handsets	44	$ 3.56	$156.64	44	$ 3.56	$156.64	44	$ 3.56	$156.64	44	$ 3.56	$156.64
Cisco 6901 IP Phone	Qty of IP-PBX handsets	-		$0.00	-		$0.00	-		$0.00	-		$0.00
Cisco 8831 IP Phone	Qty of IP-PBX handsets	6	$ 6.21	$37.26	6	$ 6.21	$37.26	6	$ 6.21	$37.26	6	$ 6.21	$37.26
Cisco 7916 IP Phones	Qty of IP-PBX handsets	2	$ 5.32	$10.64	2	$ 5.32	$10.64	2	$ 5.32	$10.64	2	$ 5.32	$10.64
Cisco 8851 IP Phones (Expansion Module)	Qty of IP-PBX handsets			$0.00			$0.00			$0.00			$0.00
Cisco 8851 IP Phones	Qty of IP-PBX handsets	-		$0.00	-		$0.00	-		$0.00	-		$0.00
Cisco 8861 IP Phones	Qty of IP-PBX handsets	-		$0.00	-		$0.00	-		$0.00	-		$0.00
Softphone (Including headsets)	Qty of Softphone	-	$ 2.08	$0.00	-	$ 2.08	$0.00	-	$ 2.08	$0.00	-	$ 2.08	$0.00
Contact Center Premium Licenses	Qty of Licenses	-	$ 40.12	$0.00	-	$ 40.12	$0.00	-	$ 40.12	$0.00	-	$ 40.12	$0.00
Analog Ports	Qty of devices	1	$ 9.16	$9.16	1	$ 9.16	$9.16	1	$ 9.16	$9.16	1	$ 9.16	$9.16
Replacement of Recordings -dvs analytics	Qty of Servers		$ 4,475.39	$0.00		$ 4,475.39	$0.00		$ 4,475.39	$0.00		$ 4,475.39	$0.00
Replacement of Polycoms - Cisco 8831 IP Conference Phone (Replacement Model 7937)	Qty of devices	1	$ 14.26	$14.26	1	$ 14.26	$14.26	1	$ 14.26	$14.26	1	$ 14.26	$14.26
SRST Routers (Small)	Qty of routers			$0.00			$0.00			$0.00			$0.00
SRST Routers (Medium)	Qty of routers			$0.00			$0.00			$0.00			$0.00
SRST Routers (Large)	Qty of routers			$0.00			$0.00			$0.00			$0.00
SRST Routers (Extra - Large)	Qty of routers			$0.00			$0.00			$0.00			$0.00
IPICS-System (e.g. Vendor provided hardware and software)	Qty of Systems	0	$ 2,519.33	$0.00	0	$ 2,519.33	$0.00	0	$ 2,519.33	$0.00	0	$ 2,519.33	$0.00
WEBEX licenses	Qty of License	0	$ 2.78	$0.00	0	$ 2.78	$0.00	0	$ 2.78	$0.00	0	$ 2.78	$0.00
SIP Trunks	Fixed		$ 25,730.00	$0.00		$ 25,730.00	$0.00		$ 25,730.00	$0.00		$ 25,730.00	$0.00
SIP Trunks - SSA	Fixed												
Cisco HCS - Essential (analog)	Port	-	$ 4.27	$0.00	-	$ 4.27	$0.00	-	$ 4.27	$0.00	-	$ 4.27	$0.00
Cisco HCS - Foundation+	License	-	$ 6.28	$0.00	-	$ 6.28	$0.00	-	$ 6.28	$0.00	-	$ 6.28	$0.00
Avotus	Fixed	-	$ 2,032.82	$0.00	-	$ 2,032.82	$0.00	-	$ 2,032.82	$0.00	-	$ 2,032.82	$0.00
Local 911 PRI	per circuit	-	$ 475.03	$0.00	-	$ 475.03	$0.00	-	$ 475.03	$0.00	-	$ 475.03	$0.00
Local 911 1FB	per circuit	-	$ 50.00	$0.00	-	$ 50.00	$0.00	-	$ 50.00	$0.00	-	$ 50.00	$0.00
Contact Center Premium Platform	Qty of Platforms			$0.00			$0.00			$0.00			$0.00
MONTHLY FEE FOR VENDOR SERVICES				$ 458,403			$ 458,403			$ 458,403			$ 458,403

Vendor Provided Services — Year 2, Months 1–4

Resource Category	Unit of Measure	3/1/2015 (Updated with March Actual) Year 2 (Month 1) Baseline Quantity	Monthly Unit Cost	Monthly Total	4/1/2015 (Updated with April Actual) Year 2 (Month 2) Baseline Quantity	Monthly Unit Cost	Monthly Total	5/1/2015 (Updated with May Actual) Year 2 (Month 3) Baseline Quantity	Monthly Unit Cost	Monthly Total	6/1/2015 (Updated New Baseline) Year 2 (Month 4) Baseline Quantity	Monthly Unit Cost	Monthly Total
Management Services (including fees associated with Schedule 1 - Relationship Management)	Fixed	1	$ 79,125.25	$79,125.25	1	$ 79,125.25	$79,125.25	1	$ 79,125.25	$79,125.25	1	$ 79,125.25	$79,125.25
County Legacy Services Resource Units (vendor services only)													
Managed Legacy Voice Circuits	# Carrier Circuits	510	$ 10.14	$5,171.40	507	$ 10.14	$5,140.98	507	$ 10.14	$5,140.98	484	$ 10.14	$4,907.76
Large PBX	Qty of PBXs	18	$ 4,438.96	$79,901.28	17	$ 4,438.96	$75,462.32	17	$ 4,438.96	$75,462.32	16	$ 4,438.96	$71,023.36
Small PBX	Qty of PBXs	14	$ 2,136.59	$29,912.26	15	$ 2,136.59	$32,048.85	15	$ 2,136.59	$32,048.85	15	$ 2,136.59	$32,048.85
IP-PBX	Qty of IP-PBXs	2	$ 4,217.01	$8,434.02	2	$ 4,217.01	$8,434.02	2	$ 4,217.01	$8,434.02	2	$ 4,217.01	$8,434.02
Key Systems	Qty of Key Systems	29	$ 1,529.91	$44,367.39	29	$ 1,529.91	$44,367.39	29	$ 1,529.91	$44,367.39	28	$ 1,529.91	$42,837.48
Digital PBX Handsets	Qty of PBX handsets	5,131	$ 8.70	$44,639.70	4,988	$ 8.70	$43,395.60	4,536	$ 8.70	$39,463.20	4,395	$ 8.70	$38,236.50
Analog PBX Handsets	Qty of PBX handsets	7,268	$ 8.61	$62,577.48	6,956	$ 8.61	$59,891.16	6,685	$ 8.61	$57,557.85	6,587	$ 8.61	$56,714.07
IP-PBX Handsets	Qty of IP-PBX handsets	112	$ 12.53	$1,403.36	5	$ 12.53	$62.65	5	$ 12.53	$62.65	5	$ 12.53	$62.65
Key Systems Handsets	Qty of Key Systems	575	$ 8.66	$4,979.50	557	$ 8.66	$4,823.62	557	$ 8.66	$4,823.62	550	$ 8.66	$4,763.00
ACDs	Qty of Systems	35	$ 48.94	$1,712.90	35	$ 48.94	$1,712.90	35	$ 48.94	$1,712.90	35	$ 48.94	$1,712.90
IVRs	Qty of Systems	1	$ 2,464.56	$2,464.56	1	$ 2,464.56	$2,464.56	1	$ 2,464.56	$2,464.56	1	$ 2,464.56	$2,464.56
Voice Mail Systems (Call Pilot) 2.5 - Includes support of 461 Call Pilot applications	Qty of Users	10,930	$ 3.49	$38,145.70	11,540	$ 3.49	$40,274.60	11,572	$ 3.49	$40,386.28	11,298	$ 3.49	$39,430.02
Voice Mail System (Call Pilot) - Call Pilot Desk Top Messaging Users	Qty of Users	148	$ 3.93	$581.64	143	$ 3.93	$561.99	135	$ 3.93	$530.55	135	$ 3.93	$530.55
Voice Mail System (Meridian Mail)	Qty of Users	198	$ 4.12	$815.76	210	$ 4.12	$865.20	210	$ 4.12	$865.20	210	$ 4.12	$865.20
Faxes	Qty of devices	515	$ 4.21	$2,168.15	519	$ 4.21	$2,184.99	484	$ 4.21	$2,037.64	471	$ 4.21	$1,982.91
TTY (Text Telephone)	Qty of devices	5	$ 4.74	$23.70	2	$ 4.74	$9.48	2	$ 4.74	$9.48	2	$ 4.74	$9.48
Modems	Qty of devices	131	$ 4.95	$648.45	130	$ 4.95	$643.50	129	$ 4.95	$638.55	128	$ 4.95	$633.60
Recordings (Please Refer to E.2. for detailed descriptions)	Qty of devices	2	$ 907.88	$1,815.76	2	$ 907.88	$1,815.76	2	$ 907.88	$1,815.76	2	$ 907.88	$1,815.76
Reader Board (Please Refer to E.2. for detailed descriptions)	Qty of devices	5	$ 6.00	$30.00	5	$ 6.00	$30.00	5	$ 6.00	$30.00	5	$ 6.00	$30.00
Elevator Phones	Qty of devices	0	$ 5.21	$0.00	0	$ 5.21	$0.00	0	$ 5.21	$0.00	0	$ 5.21	$0.00
Polycoms	Qty of devices	0	$ 10.58	$0.00	0	$ 10.58	$0.00	0	$ 10.58	$0.00	0	$ 10.58	$0.00
Soft IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	119			104			126			83		
Hard IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	139			100			91			104		
Soft IMACs for Non Handsets/Other Voice Equipment (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	-			-			-			-		
Hard IMACs for Non Handsets/Other Voice Equipment (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	-			-			-			-		
Vendor Solution Specific Services Resource Units (services only e.g., VOIP Handset Management) Include description in comments column													
Cisco 7841 IP Phone (Replaced Model 6945)	Qty of IP-PBX handsets	737	$ 6.41	$4,724.17	1,017	$ 6.41	$6,518.97	1,263	$ 6.41	$8,095.83	1,417	$ 6.41	$9,082.97
Cisco 6901 IP Phone	Qty of IP-PBX handsets	8	$ 6.41	$51.28	9	$ 6.41	$57.69	17	$ 6.41	$108.97	17	$ 6.41	$108.97
Cisco 7965 IP Phone	Qty of IP-PBX handsets	28	$ 6.41	$179.48	74	$ 6.41	$474.34	75	$ 6.41	$480.75	76	$ 6.41	$487.16
Cisco 8831 IP Phone	Qty of IP-PBX handsets		$ 6.41	$0.00		$ 6.41	$0.00		$ 6.41	$0.00		$ 6.41	$0.00
Cisco 7916 IP Phones	Qty of IP-PBX handsets	16	$ 6.41	$102.56	40	$ 6.41	$256.40	40	$ 6.41	$256.40	40	$ 6.41	$256.40
Cisco 8851 IP Phones	Qty of IP-PBX handsets	397	$ 6.41	$2,544.77	402	$ 6.41	$2,576.82	389	$ 6.41	$2,493.49	399	$ 6.41	$2,557.59
Cisco 8861 IP Phones	Qty of IP-PBX handsets	-	$ 6.41	$0.00	-	$ 6.41	$0.00	-	$ 6.41	$0.00	-	$ 6.41	$0.00
Softphone	Qty of Softphone	2	$ 6.41	$12.82	7	$ 6.41	$44.87	8	$ 6.41	$51.28	14	$ 6.41	$89.74
VOIP Voice Mail Management	Qty of Voicemail	1,366	$ 3.22	$4,398.52	1,506	$ 3.22	$4,849.32	1,773	$ 3.22	$5,709.06	1,809	$ 3.22	$5,824.98
IP ACD	Qty of Systems		$ 40.18	$0.00		$ 40.18	$0.00	-	$ 40.18	$0.00		$ 40.18	$0.00
IP IVR	Qty of Systems		$ 1,922.35	$0.00		$ 1,922.35	$0.00	-	$ 1,922.35	$0.00		$ 1,922.35	$0.00
Transport Expense Management (TEM)	Fixed	1	$ 29,725.61	$29,725.61	1	$ 29,725.61	$29,725.61	1	$ 29,725.61	$29,725.61	1	$ 29,725.61	$29,725.61
IPICS-System	Fixed		$ 416.16	$0.00		$ 416.16	$0.00	-	$ 416.16	$0.00		$ 416.16	$0.00
Contact Center Premium Services	Qty of Agents		$ 40.18	$0.00		$ 40.18	$0.00	-	$ 40.18	$0.00		$ 40.18	$0.00
Analog Ports	Qty of devices	77	$ 3.35	$257.95	123	$ 3.35	$412.05	160	$ 3.35	$536.00	166	$ 3.35	$556.10
Replacement of Recordings	Qty of devices		$ 885.19	$0.00	0	$ 885.19	$0.00	0	$ 885.19	$0.00		$ 885.19	$0.00
Replacement of Polycoms - Cisco 8831 IP Conference Phone (Replacement Model 7937)	Qty of devices	16	$ 6.41	$102.56	21	$ 6.41	$134.61	42	$ 6.41	$269.22	51	$ 6.41	$326.91
SRST Routers (Small)	Qty of routers		$ 366.60	$0.00	-	$ 366.60	$0.00	-	$ 366.60	$0.00		$ 366.60	$0.00
SRST Routers (Medium)	Qty of routers		$ 397.15	$0.00	-	$ 397.15	$0.00	-	$ 397.15	$0.00		$ 397.15	$0.00
SRST Routers (Large)	Qty of routers		$ 534.63	$0.00	-	$ 534.63	$0.00	-	$ 534.63	$0.00		$ 534.63	$0.00
SRST Routers (Extra Large)	Qty of routers		$ 575.00	$0.00	-	$ 575.00	$0.00	-	$ 575.00	$0.00		$ 575.00	$0.00
Soft IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	15			66			115			34		
Hard IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	29			44			72			43		
Soft IMACs for Non Handsets/Other Voice Equipment (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	-			-			-			-		
Hard IMACs for Non Handsets/Other Voice Equipment (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	-			-			-			-		
Vendor Solution Specific Resource Units (non-services only e.g., hardware, software, SIP Trunks, VOIP Handsets) Include description in comments column													
Cisco 7841 IP Phone	Qty of IP-PBX handsets	737	$ 3.56	$2,623.72	1,017	$ 3.56	$3,620.52	1,263	$ 3.56	$4,496.28	1,417	$ 3.56	$5,044.52
Cisco 6901 IP Phone	Qty of IP-PBX handsets	8	$ 2.03	$16.24	9	$ 2.03	$18.27	17	$ 2.03	$34.51	17	$ 2.03	$34.51
Cisco 8831 IP Phone	Qty of IP-PBX handsets	28	$ 6.21	$173.88	74	$ 6.21	$459.54	75	$ 6.21	$465.75	76	$ 6.21	$471.96
Cisco 7916 IP Phones	Qty of IP-PBX handsets	16	$ 5.32	$85.12	40	$ 5.32	$212.80	40	$ 5.32	$212.80	40	$ 5.32	$212.80
Cisco 8851 IP Phones (Expansion Module)	Qty of IP-PBX handsets	45	$ 4.72	$212.40	45	$ 4.72	$212.40	47	$ 4.72	$221.84	47	$ 4.72	$221.84
Cisco 8851 IP Phones	Qty of IP-PBX handsets	397	$ 5.40	$2,143.80	402	$ 5.40	$2,170.80	389	$ 5.40	$2,100.60	399	$ 5.40	$2,154.60
Cisco 8861 IP Phones	Qty of IP-PBX handsets	-	$ 7.78	$0.00	-	$ 7.78	$0.00	-	$ 7.78	$0.00	-	$ 7.78	$0.00
Softphone (Including headsets)	Qty of Softphone	2	$ 2.08	$4.16	7	$ 2.08	$14.56	8	$ 2.08	$16.64	14	$ 2.08	$29.12
Contact Center Premium Licenses	Qty of Licenses		$ 40.12	$0.00	-	$ 40.12	$0.00		$ 40.12	$0.00		$ 40.12	$0.00
Analog Ports	Qty of devices	77	$ 9.16	$705.32	123	$ 9.16	$1,126.68	160	$ 9.16	$1,465.60	166	$ 9.16	$1,520.56
Replacement of Recordings -dvs analytics	Qty of Servers		$ 4,475.39	$0.00		$ 4,475.39	$0.00		$ 4,475.39	$0.00		$ 4,475.39	$0.00
Replacement of Polycoms - Cisco 8831 IP Conference Phone (Replacement Model 7937)	Qty of devices	16	$ 14.26	$228.16	21	$ 14.26	$299.46	42	$ 14.26	$598.92	51	$ 14.26	$727.26
SRST Routers (Small)	Qty of routers		$ 243.90	$0.00		$ 243.90	$0.00		$ 243.90	$0.00		$ 243.90	$0.00
SRST Routers (Medium)	Qty of routers		$ 512.24	$0.00		$ 512.24	$0.00		$ 512.24	$0.00		$ 512.24	$0.00
SRST Routers (Large)	Qty of routers		$ 834.04	$0.00		$ 834.04	$0.00		$ 834.04	$0.00		$ 834.04	$0.00
SRST Routers (Extra - Large)	Qty of routers		$ 997.77	$0.00		$ 997.77	$0.00		$ 997.77	$0.00		$ 997.77	$0.00
IPICS-System (e.g. Vendor provided hardware and software)	Qty of Systems	0	$ 2,519.33	$0.00	1	$ 2,519.33	$2,519.33	1	$ 2,519.33	$2,519.33	0	$ 2,519.33	$0.00
WEBEX licenses	Qty of License	0	$ 2.78	$0.00	0	$ 2.78	$0.00		$ 2.78	$0.00	0	$ 2.78	$0.00
SIP Trunks	Fixed	3	$ 27,085.94	$81,257.82	3	$ 27,085.94	$81,257.82	3	$ 27,085.94	$81,257.82	3	$ 27,085.94	$81,257.82
SIP Trunks - SSA	Fixed												
Cisco HCS - Essential (analog)	Port	8	$ 4.27	$34.16	9	$ 4.27	$38.43	17	$ 4.27	$72.59	17	$ 4.27	$72.59
Cisco HCS - Foundation+	License	1,180	$ 6.28	$7,410.40	1,521	$ 6.28	$9,551.88	1,777	$ 6.28	$11,159.56	1,957	$ 6.28	$12,289.96
Avotus	Fixed	1	$ 2,032.82	$2,032.82	1	$ 2,032.82	$2,032.82	1	$ 2,032.82	$2,032.82	1	$ 2,032.82	$2,032.82
Local 911 PRI	per circuit	5	$ 463.15	$2,315.75	6	$ 463.15	$2,778.90	7	$ 463.15	$3,242.05	7	$ 463.15	$3,242.05
Local 911 1FB	per circuit	4	$ 48.75	$195.00	4	$ 48.75	$195.00	4	$ 48.75	$195.00	4	$ 48.75	$195.00
Contact Center Premium Platform	Qty of Platforms		$ 3,675.00	$0.00	-	$ 3,675.00	$0.00		$ 3,675.00	$0.00		$ 3,675.00	$0.00
MONTHLY FEE FOR VENDOR SERVICES				$ 550,457			$ 554,875			$ 554,796			$ 546,152

Vendor Provided Services — Year 2, Months 5–8

Resource Category	Unit of Measure	Jul-15 Year 2 (Month 5) Baseline Quantity	Monthly Unit Cost	Monthly Total	Aug-15 Year 2 (Month 6) Baseline Quantity	Monthly Unit Cost	Monthly Total	Sep-15 Year 2 (Month 7) Baseline Quantity	Monthly Unit Cost	Monthly Total	Oct Year 2 (M... Baseline Quantity	Monthly Unit Cost
Management Services (including fees associated with Schedule 1 - Relationship Management)	Fixed	1	$ 79,125.25	$79,125.25	1	$ 79,125.25	$79,125.25	1	$ 79,125.25	$79,125.25	1	$ 79,125.25
County Legacy Services Resource Units (vendor services only)												
Managed Legacy Voice Circuits	# Carrier Circuits	484	$ 10.14	$4,907.76	484	$ 10.14	$4,907.76	484	$ 10.14	$4,907.76	484	$ 10.14
Large PBX	Qty of PBXs	16	$ 4,438.96	$71,023.36	16	$ 4,438.96	$71,023.36	16	$ 4,438.96	$71,023.36	16	$ 4,438.96
Small PBX	Qty of PBXs	15	$ 2,136.59	$32,048.85	15	$ 2,136.59	$32,048.85	15	$ 2,136.59	$32,048.85	15	$ 2,136.59
IP-PBX	Qty of IP-PBXs	2	$ 4,217.01	$8,434.02	2	$ 4,217.01	$8,434.02	2	$ 4,217.01	$8,434.02	2	$ 4,217.01
Key Systems	Qty of Key Systems	28	$ 1,529.91	$42,837.48	28	$ 1,529.91	$42,837.48	28	$ 1,529.91	$42,837.48	28	$ 1,529.91
Digital PBX Handsets	Qty of PBX handsets	4,395	$ 8.70	$38,236.50	4,395	$ 8.70	$38,236.50	4,395	$ 8.70	$38,236.50	4,395	$ 8.70
Analog PBX Handsets	Qty of PBX handsets	6,587	$ 8.61	$56,714.07	6,587	$ 8.61	$56,714.07	6,587	$ 8.61	$56,714.07	6,587	$ 8.61
IP-PBX Handsets	Qty of IP-PBX handsets	5	$ 12.53	$62.65	5	$ 12.53	$62.65	5	$ 12.53	$62.65	5	$ 12.53
Key Systems Handsets	Qty of Key Systems	550	$ 8.66	$4,763.00	550	$ 8.66	$4,763.00	550	$ 8.66	$4,763.00	550	$ 8.66
ACDs	Qty of Systems	35	$ 48.94	$1,712.90	35	$ 48.94	$1,712.90	35	$ 48.94	$1,712.90	35	$ 48.94
IVRs	Qty of Systems	1	$ 2,464.56	$2,464.56	1	$ 2,464.56	$2,464.56	1	$ 2,464.56	$2,464.56	1	$ 2,464.56
Voice Mail Systems (Call Pilot) 2.5 - Includes support of 461 Call Pilot applications	Qty of Users	11,298	$ 3.49	$39,430.02	11,298	$ 3.49	$39,430.02	11,298	$ 3.49	$39,430.02	11,298	$ 3.49
Voice Mail System (Call Pilot) - Call Pilot Desk Top Messaging Users	Qty of Users	135	$ 3.93	$530.55	135	$ 3.93	$530.55	135	$ 3.93	$530.55	135	$ 3.93
Voice Mail System (Meridian Mail)	Qty of Users	210	$ 4.12	$865.20	210	$ 4.12	$865.20	210	$ 4.12	$865.20	210	$ 4.12
Faxes	Qty of devices	471	$ 4.21	$1,982.91	471	$ 4.21	$1,982.91	471	$ 4.21	$1,982.91	471	$ 4.21
TTY (Text Telephone)	Qty of devices	2	$ 4.74	$9.48	2	$ 4.74	$9.48	2	$ 4.74	$9.48	2	$ 4.74
Modems	Qty of devices	128	$ 4.95	$633.60	128	$ 4.95	$633.60	128	$ 4.95	$633.60	128	$ 4.95
Recordings (Please Refer to E.2. for detailed descriptions)	Qty of devices	2	$ 907.88	$1,815.76	2	$ 907.88	$1,815.76	2	$ 907.88	$1,815.76	2	$ 907.88
Reader Board (Please Refer to E.2. for detailed descriptions)	Qty of devices	5	$ 6.00	$30.00	5	$ 6.00	$30.00	5	$ 6.00	$30.00	5	$ 6.00
Elevator Phones	Qty of devices	0	$ 5.21	$0.00	0	$ 5.21	$0.00	0	$ 5.21	$0.00	0	$ 5.21
Polycoms	Qty of devices	0	$ 10.58	$0.00	0	$ 10.58	$0.00	0	$ 10.58	$0.00	0	$ 10.58
Soft IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	83			83			83			83	
Hard IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	104			104			104			104	
Soft IMACs for Non Handsets/Other Voice Equipment (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	-			-			-			-	
Hard IMACs for Non Handsets/Other Voice Equipment (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	-			-			-			-	
Vendor Solution Specific Services Resource Units (services only e.g., VOIP Handset Management) Include description in comments column												
Cisco 7841 IP Phone (Replaced Model 6945)	Qty of IP-PBX handsets	1,417	$ 6.41	$9,082.97	1,417	$ 6.41	$9,082.97	1,417	$ 6.41	$9,082.97	1,417	$ 6.41
Cisco 6901 IP Phone	Qty of IP-PBX handsets	17	$ 6.41	$108.97	17	$ 6.41	$108.97	17	$ 6.41	$108.97	17	$ 6.41
Cisco 7965 IP Phone	Qty of IP-PBX handsets	76	$ 6.41	$487.16	76	$ 6.41	$487.16	76	$ 6.41	$487.16	76	$ 6.41
Cisco 8831 IP Phone	Qty of IP-PBX handsets		$ 6.41	$0.00	-	$ 6.41	$0.00		$ 6.41	$0.00		$ 6.41
Cisco 7916 IP Phones	Qty of IP-PBX handsets	40	$ 6.41	$256.40	40	$ 6.41	$256.40	40	$ 6.41	$256.40	40	$ 6.41
Cisco 8851 IP Phones	Qty of IP-PBX handsets	399	$ 6.41	$2,557.59	399	$ 6.41	$2,557.59	399	$ 6.41	$2,557.59	399	$ 6.41
Cisco 8861 IP Phones	Qty of IP-PBX handsets	-	$ 6.41	$0.00	-	$ 6.41	$0.00	-	$ 6.41	$0.00	-	$ 6.41
Softphone	Qty of Softphone	14	$ 6.41	$89.74	14	$ 6.41	$89.74	14	$ 6.41	$89.74	14	$ 6.41
VOIP Voice Mail Management	Qty of Voicemail	1,809	$ 3.22	$5,824.98	1,809	$ 3.22	$5,824.98	1,809	$ 3.22	$5,824.98	1,809	$ 3.22
IP ACD	Qty of Systems		$ 40.18	$0.00		$ 40.18	$0.00		$ 40.18	$0.00		$ 40.18
IP IVR	Qty of Systems		$ 1,922.35	$0.00		$ 1,922.35	$0.00		$ 1,922.35	$0.00		$ 1,922.35
Transport Expense Management (TEM)	Fixed	1	$ 29,725.61	$29,725.61	1	$ 29,725.61	$29,725.61	1	$ 29,725.61	$29,725.61	1	$ 29,725.61
IPICS-System	Fixed		$ 416.16	$0.00		$ 416.16	$0.00		$ 416.16	$0.00		$ 416.16
Contact Center Premium Services	Qty of Agents		$ 40.18	$0.00		$ 40.18	$0.00		$ 40.18	$0.00		$ 40.18
Analog Ports	Qty of devices	166	$ 3.35	$556.10	166	$ 3.35	$556.10	166	$ 3.35	$556.10	166	$ 3.35
Replacement of Recordings	Qty of devices		$ 885.19	$0.00		$ 885.19	$0.00		$ 885.19	$0.00		$ 885.19
Replacement of Polycoms - Cisco 8831 IP Conference Phone (Replacement Model 7937)	Qty of devices	51	$ 6.41	$326.91	51	$ 6.41	$326.91	51	$ 6.41	$326.91	51	$ 6.41
SRST Routers (Small)	Qty of routers		$ 366.60	$0.00		$ 366.60	$0.00		$ 366.60	$0.00		$ 366.60
SRST Routers (Medium)	Qty of routers		$ 397.15	$0.00		$ 397.15	$0.00		$ 397.15	$0.00		$ 397.15
SRST Routers (Large)	Qty of routers		$ 534.63	$0.00		$ 534.63	$0.00		$ 534.63	$0.00		$ 534.63
SRST Routers (Extra Large)	Qty of routers		$ 575.00	$0.00		$ 575.00	$0.00		$ 575.00	$0.00		$ 575.00
Soft IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	34			34			34			34	
Hard IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	43			43			43			43	
Soft IMACs for Non Handsets/Other Voice Equipment (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	-			-			-			-	
Hard IMACs for Non Handsets/Other Voice Equipment (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	-			-			-			-	
Vendor Solution Specific Resource Units (non-services only e.g., hardware, software, SIP Trunks, VOIP Handsets) Include description in comments column												
Cisco 7841 IP Phone	Qty of IP-PBX handsets	1,417	$ 3.56	$5,044.52	1,417	$ 3.56	$5,044.52	1,417	$ 3.56	$5,044.52	1,417	$ 3.56
Cisco 6901 IP Phone	Qty of IP-PBX handsets	17	$ 2.03	$34.51	17	$ 2.03	$34.51	17	$ 2.03	$34.51	17	$ 2.03
Cisco 8831 IP Phone	Qty of IP-PBX handsets	76	$ 6.21	$471.96	76	$ 6.21	$471.96	76	$ 6.21	$471.96	76	$ 6.21
Cisco 7916 IP Phones	Qty of IP-PBX handsets	40	$ 5.32	$212.80	40	$ 5.32	$212.80	40	$ 5.32	$212.80	40	$ 5.32
Cisco 8851 IP Phones (Expansion Module)	Qty of IP-PBX handsets	47	$ 4.72	$221.84	47	$ 4.72	$221.84	47	$ 4.72	$221.84	47	$ 4.72
Cisco 8851 IP Phones	Qty of IP-PBX handsets	399	$ 5.40	$2,154.60	399	$ 5.40	$2,154.60	399	$ 5.40	$2,154.60	399	$ 5.40
Cisco 8861 IP Phones	Qty of IP-PBX handsets	-	$ 7.78	$0.00	-	$ 7.78	$0.00	-	$ 7.78	$0.00	-	$ 7.78
Softphone (Including headsets)	Qty of Softphone	14	$ 2.08	$29.12	14	$ 2.08	$29.12	14	$ 2.08	$29.12	14	$ 2.08
Contact Center Premium Licenses	Qty of Licenses		$ 40.12	$0.00		$ 40.12	$0.00		$ 40.12	$0.00		$ 40.12
Analog Ports	Qty of devices	166	$ 9.16	$1,520.56	166	$ 9.16	$1,520.56	166	$ 9.16	$1,520.56	166	$ 9.16
Replacement of Recordings -dvs analytics	Qty of Servers		$ 4,475.39	$0.00		$ 4,475.39	$0.00		$ 4,475.39	$0.00		$ 4,475.39
Replacement of Polycoms - Cisco 8831 IP Conference Phone (Replacement Model 7937)	Qty of devices	51	$ 14.26	$727.26	51	$ 14.26	$727.26	51	$ 14.26	$727.26	51	$ 14.26
SRST Routers (Small)	Qty of routers		$ 243.90	$0.00		$ 243.90	$0.00		$ 243.90	$0.00		$ 243.90
SRST Routers (Medium)	Qty of routers		$ 512.24	$0.00		$ 512.24	$0.00		$ 512.24	$0.00		$ 512.24
SRST Routers (Large)	Qty of routers		$ 834.04	$0.00		$ 834.04	$0.00		$ 834.04	$0.00		$ 834.04
SRST Routers (Extra - Large)	Qty of routers		$ 997.77	$0.00		$ 997.77	$0.00		$ 997.77	$0.00		$ 997.77
IPICS-System (e.g. Vendor provided hardware and software)	Qty of Systems	0	$ 2,519.33	$0.00	0	$ 2,519.33	$0.00	0	$ 2,519.33	$0.00	0	$ 2,519.33
WEBEX licenses	Qty of License	0	$ 2.78	$0.00	0	$ 2.78	$0.00	0	$ 2.78	$0.00	0	$ 2.78
SIP Trunks	Fixed	3	$ 27,085.94	$81,257.82	3	$ 27,085.94	$81,257.82	3	$ 27,085.94	$81,257.82	3	$ 27,085.94
SIP Trunks - SSA	Fixed											
Cisco HCS - Essential (analog)	Port	17	$ 4.27	$72.59	17	$ 4.27	$72.59	17	$ 4.27	$72.59	17	$ 4.27
Cisco HCS - Foundation+	License	1,957	$ 6.28	$12,289.96	1,957	$ 6.28	$12,289.96	1,957	$ 6.28	$12,289.96	1,957	$ 6.28
Avotus	Fixed	1	$ 2,032.82	$2,032.82	1	$ 2,032.82	$2,032.82	1	$ 2,032.82	$2,032.82	1	$ 2,032.82
Local 911 PRI	per circuit	7	$ 463.15	$3,242.05	7	$ 463.15	$3,242.05	7	$ 463.15	$3,242.05	7	$ 463.15
Local 911 1FB	per circuit	4	$ 48.75	$195.00	4	$ 48.75	$195.00	4	$ 48.75	$195.00	4	$ 48.75
Contact Center Premium Platform	Qty of Platforms		$ 3,675.00	$0.00		$ 3,675.00	$0.00		$ 3,675.00	$0.00		$ 3,675.00
MONTHLY FEE FOR VENDOR SERVICES				$ 546,152			$ 546,152			$ 546,152		

Pass-through Charges (Third-party provided products, services, and/or project expenses) Note: Provide a detailed list of items in each category as an attachment to this pricing sheet.

Pass-Through Description & Vendor	Unit of Measure	Y1 M1 Monthly Total	Y1 M2 Monthly Total	Y1 M3 Monthly Total	Y1 M4 Monthly Total	Y1 M5 Monthly Total	Y1 M6 Monthly Total	Y1 M7 Monthly Total	Y1 M8 Monthly Total	Y1 M9 Monthly Total	Y1 M10 Monthly Total	Y1 M11 Monthly Total	Y1 M12 Monthly Total	Y2 M1 Monthly Total	Y2 M2 Monthly Total	Y2 M3 Monthly Total	Y2 M4 Monthly Total	Y2 M5 Monthly Total	Y2 M6 Monthly Total	Y2 M7 Monthly Total
Third Party Equipment Maintenance		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Third Party Software Maintenance		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Estimated cost for facilities to run an on premise voip		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Other (specify in Comments)		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Other (specify in Comments)		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Other (specify in Comments)		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Other (specify in Comments)		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Shipping/Storage		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Taxes																				
Federal / National		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
State / Provincial		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Local		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
MONTHLY TOTAL PASS-THRO		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -

	Year 1	Year 2
ANNUAL SERVICE AREA F	$ 5,585,114	$ 6,575,496

ONE TIME VOICE COMM. TRANSITION FEES (begins after contract signing)		
Resource Category (itemize all charges)	**Cost Breakdown**	**Description of Services / Comments**
Project Team / Management	$ 21,064.27	
Engineering		
Hardware		
Software		
Installation / build-out	$ 179,046.30	
Tools		
Tools Installation		
Testing	$ 10,532.14	
Training	$ -	
Other (specify)	$ -	
Other (specify)	$ -	
Other (specify)	$ -	
Other (specify)	$ -	
Other (specify)	$ -	
Other (specify)	$ -	
Shipping/Handling/Storage	$ -	
Customs Charges	$ -	
Third-party consulting and/or labor	$ -	
Taxes		
Federal / National	$ -	
State / Provincial	$ -	
Local	$ -	
TOTAL VOICE COMM. TRANSITION FEES	$ 210,643	

Oct-15	Nov-15			Dec-15			Jan-16			Feb-16		
Pricing Assumptions	Pricing Assumptions			Pricing Assumptions			Pricing Assumptions			Pricing Assumptions		
(Month 8)	Year 2 (Month 9)			Year 2 (Month 10)			Year 2 (Month 11)			Year 2 (Month 12)		
Month	Price Per Month			Price Per Month			Price Per Month			Price Per Month		
Monthly Total	Baseline Quantity	Monthly Unit Cost	Monthly Total	Baseline Quantity	Monthly Unit Cost	Monthly Total	Baseline Quantity	Monthly Unit Cost	Monthly Total	Baseline Quantity	Monthly Unit Cost	Monthly Total
$79,125.25	1	$ 79,125.25	$79,125.25	1	$ 79,125.25	$79,125.25	1	$ 79,125.25	$79,125.25	1	$ 79,125.25	$79,125.25
$4,907.76	484	$ 10.14	$4,907.76	484	$ 10.14	$4,907.76	484	$ 10.14	$4,907.76	484	$ 10.14	$4,907.76
$71,023.36	16	$ 4,438.96	$71,023.36	16	$ 4,438.96	$71,023.36	16	$ 4,438.96	$71,023.36	16	$ 4,438.96	$71,023.36
$32,048.85	15	$ 2,136.59	$32,048.85	15	$ 2,136.59	$32,048.85	15	$ 2,136.59	$32,048.85	15	$ 2,136.59	$32,048.85
$8,434.02	2	$ 4,217.01	$8,434.02	2	$ 4,217.01	$8,434.02	2	$ 4,217.01	$8,434.02	2	$ 4,217.01	$8,434.02
$42,837.48	28	$ 1,529.91	$42,837.48	28	$ 1,529.91	$42,837.48	28	$ 1,529.91	$42,837.48	28	$ 1,529.91	$42,837.48
$38,236.50	4,395	$ 8.70	$38,236.50	4,395	$ 8.70	$38,236.50	4,395	$ 8.70	$38,236.50	4,395	$ 8.70	$38,236.50
$56,714.07	6,587	$ 8.61	$56,714.07	6,587	$ 8.61	$56,714.07	6,587	$ 8.61	$56,714.07	6,587	$ 8.61	$56,714.07
$62.65	5	$ 12.53	$62.65	5	$ 12.53	$62.65	5	$ 12.53	$62.65	5	$ 12.53	$62.65
$4,763.00	550	$ 8.66	$4,763.00	550	$ 8.66	$4,763.00	550	$ 8.66	$4,763.00	550	$ 8.66	$4,763.00
$1,712.90	35	$ 48.94	$1,712.90	35	$ 48.94	$1,712.90	35	$ 48.94	$1,712.90	35	$ 48.94	$1,712.90
$2,464.56	1	$ 2,464.56	$2,464.56	1	$ 2,464.56	$2,464.56	1	$ 2,464.56	$2,464.56	1	$ 2,464.56	$2,464.56
$39,430.02	11,298	$ 3.49	$39,430.02	11,298	$ 3.49	$39,430.02	11,298	$ 3.49	$39,430.02	11,298	$ 3.49	$39,430.02
$530.55	135	$ 3.93	$530.55	135	$ 3.93	$530.55	135	$ 3.93	$530.55	135	$ 3.93	$530.55
$865.20	210	$ 4.12	$865.20	210	$ 4.12	$865.20	210	$ 4.12	$865.20	210	$ 4.12	$865.20
$1,982.91	471	$ 4.21	$1,982.91	471	$ 4.21	$1,982.91	471	$ 4.21	$1,982.91	471	$ 4.21	$1,982.91
$9.48	2	$ 4.74	$9.48	2	$ 4.74	$9.48	2	$ 4.74	$9.48	2	$ 4.74	$9.48
$633.60	128	$ 4.95	$633.60	128	$ 4.95	$633.60	128	$ 4.95	$633.60	128	$ 4.95	$633.60
$1,815.76	2	$ 907.88	$1,815.76	2	$ 907.88	$1,815.76	2	$ 907.88	$1,815.76	2	$ 907.88	$1,815.76
$30.00	5	$ 6.00	$30.00	5	$ 6.00	$30.00	5	$ 6.00	$30.00	5	$ 6.00	$30.00
$0.00	0	$ 5.21	$0.00	0	$ 5.21	$0.00	0	$ 5.21	$0.00	0	$ 5.21	$0.00
$0.00	0	$ 10.58	$0.00	0	$ 10.58	$0.00	0	$ 10.58	$0.00	0	$ 10.58	$0.00
	83			83			83			83		
	104			104			104			104		
	-			-			-			-		
	-			-			-			-		
$9,082.97	1,417	$ 6.41	$9,082.97	1,417	$ 6.41	$9,082.97	1,417	$ 6.41	$9,082.97	1,417	$ 6.41	$9,082.97
$108.97	17	$ 6.41	$108.97	17	$ 6.41	$108.97	17	$ 6.41	$108.97	17	$ 6.41	$108.97
$487.16	76	$ 6.41	$487.16	76	$ 6.41	$487.16	76	$ 6.41	$487.16	76	$ 6.41	$487.16
$0.00	-	$ 6.41	$0.00		$ 6.41	$0.00		$ 6.41	$0.00		$ 6.41	$0.00
$256.40	40	$ 6.41	$256.40	40	$ 6.41	$256.40	40	$ 6.41	$256.40	40	$ 6.41	$256.40
$2,557.59	399	$ 6.41	$2,557.59	399	$ 6.41	$2,557.59	399	$ 6.41	$2,557.59	399	$ 6.41	$2,557.59
$0.00	-	$ 6.41	$0.00	-	$ 6.41	$0.00	-	$ 6.41	$0.00	-	$ 6.41	$0.00
$89.74	14	$ 6.41	$89.74	14	$ 6.41	$89.74	14	$ 6.41	$89.74	14	$ 6.41	$89.74
$5,824.98	1,809	$ 3.22	$5,824.98	1,809	$ 3.22	$5,824.98	1,809	$ 3.22	$5,824.98	1,809	$ 3.22	$5,824.98
$0.00		$ 40.18	$0.00		$ 40.18	$0.00		$ 40.18	$0.00		$ 40.18	$0.00
$0.00		$ 1,922.35	$0.00		$ 1,922.35	$0.00		$ 1,922.35	$0.00		$ 1,922.35	$0.00
$29,725.61	1	$ 29,725.61	$29,725.61	1	$ 29,725.61	$29,725.61	1	$ 29,725.61	$29,725.61	1	$ 29,725.61	$29,725.61
$0.00		$ 416.16	$0.00		$ 416.16	$0.00		$ 416.16	$0.00		$ 416.16	$0.00
$0.00		$ 40.18	$0.00		$ 40.18	$0.00		$ 40.18	$0.00		$ 40.18	$0.00
$556.10	166	$ 3.35	$556.10	166	$ 3.35	$556.10	166	$ 3.35	$556.10	166	$ 3.35	$556.10
$0.00		$ 885.19	$0.00		$ 885.19	$0.00		$ 885.19	$0.00		$ 885.19	$0.00
$326.91	51	$ 6.41	$326.91	51	$ 6.41	$326.91	51	$ 6.41	$326.91	51	$ 6.41	$326.91
$0.00		$ 366.60	$0.00		$ 366.60	$0.00		$ 366.60	$0.00		$ 366.60	$0.00
$0.00		$ 397.15	$0.00		$ 397.15	$0.00		$ 397.15	$0.00		$ 397.15	$0.00
$0.00		$ 534.63	$0.00		$ 534.63	$0.00		$ 534.63	$0.00		$ 534.63	$0.00
$0.00		$ 575.00	$0.00		$ 575.00	$0.00		$ 575.00	$0.00		$ 575.00	$0.00
	34			34			34			34		
	43			43			43			43		
	-			-			-			-		
	-			-			-			-		
$5,044.52	1,417	$ 3.56	$5,044.52	1,417	$ 3.56	$5,044.52	1,417	$ 3.56	$5,044.52	1,417	$ 3.56	$5,044.52
$34.51	17	$ 2.03	$34.51	17	$ 2.03	$34.51	17	$ 2.03	$34.51	17	$ 2.03	$34.51
$471.96	76	$ 6.21	$471.96	76	$ 6.21	$471.96	76	$ 6.21	$471.96	76	$ 6.21	$471.96
$212.80	40	$ 5.32	$212.80	40	$ 5.32	$212.80	40	$ 5.32	$212.80	40	$ 5.32	$212.80
$221.84	47	$ 4.72	$221.84	47	$ 4.72	$221.84	47	$ 4.72	$221.84	47	$ 4.72	$221.84
$2,154.60	399	$ 5.40	$2,154.60	399	$ 5.40	$2,154.60	399	$ 5.40	$2,154.60	399	$ 5.40	$2,154.60
$0.00	-	$ 7.78	$0.00	-	$ 7.78	$0.00	-	$ 7.78	$0.00	-	$ 7.78	$0.00
$29.12	14	$ 2.08	$29.12	14	$ 2.08	$29.12	14	$ 2.08	$29.12	14	$ 2.08	$29.12
$0.00		$ 40.12	$0.00		$ 40.12	$0.00		$ 40.12	$0.00		$ 40.12	$0.00
$1,520.56	166	$ 9.16	$1,520.56	166	$ 9.16	$1,520.56	166	$ 9.16	$1,520.56	166	$ 9.16	$1,520.56
$0.00		$ 4,475.39	$0.00		$ 4,475.39	$0.00		$ 4,475.39	$0.00		$ 4,475.39	$0.00
$727.26	51	$ 14.26	$727.26	51	$ 14.26	$727.26	51	$ 14.26	$727.26	51	$ 14.26	$727.26
$0.00		$ 243.90	$0.00		$ 243.90	$0.00		$ 243.90	$0.00		$ 243.90	$0.00
$0.00		$ 512.24	$0.00		$ 512.24	$0.00		$ 512.24	$0.00		$ 512.24	$0.00
$0.00		$ 834.04	$0.00		$ 834.04	$0.00		$ 834.04	$0.00		$ 834.04	$0.00
$0.00		$ 997.77	$0.00		$ 997.77	$0.00		$ 997.77	$0.00		$ 997.77	$0.00
$0.00	0	$ 2,519.33	$0.00	0	$ 2,519.33	$0.00	0	$ 2,519.33	$0.00	0	$ 2,519.33	$0.00
$0.00	0	$ 2.78	$0.00	0	$ 2.78	$0.00	0	$ 2.78	$0.00	0	$ 2.78	$0.00
$81,257.82	3	$ 27,085.94	$81,257.82	3	$ 27,085.94	$81,257.82	3	$ 27,085.94	$81,257.82	3	$ 27,085.94	$81,257.82
$72.59	17	$ 4.27	$72.59	17	$ 4.27	$72.59	17	$ 4.27	$72.59	17	$ 4.27	$72.59
$12,289.96	1,957	$ 6.28	$12,289.96	1,957	$ 6.28	$12,289.96	1,957	$ 6.28	$12,289.96	1,957	$ 6.28	$12,289.96
$2,032.82	1	$ 2,032.82	$2,032.82	1	$ 2,032.82	$2,032.82	1	$ 2,032.82	$2,032.82	1	$ 2,032.82	$2,032.82
$3,242.05	7	$ 463.15	$3,242.05	7	$ 463.15	$3,242.05	7	$ 463.15	$3,242.05	7	$ 463.15	$3,242.05
$195.00	4	$ 48.75	$195.00	4	$ 48.75	$195.00	4	$ 48.75	$195.00	4	$ 48.75	$195.00
$0.00		$ 3,675.00	$0.00		$ 3,675.00	$0.00		$ 3,675.00	$0.00		$ 3,675.00	$0.00
$ 546,152			$ 546,152			$ 546,152			$ 546,152			$ 546,152

Mar-16			Apr-16			May-16			Jun-16		
Pricing Assumptions			Pricing Assumptions			Pricing Assumptions			Pricing Assumptions		
Year 3 (Month 1)			Year 3 (Month 2)			Year 3 (Month 3)			Year 3 (Month 4)		
Price Per Month			Price Per Month			Price Per Month			Price Per Month		
Baseline Quantity	Monthly Unit Cost	Monthly Total	Baseline Quantity	Monthly Unit Cost	Monthly Total	Baseline Quantity	Monthly Unit Cost	Monthly Total	Baseline Quantity	Monthly Unit Cost	Monthly Total
1	$ 75,167.47	$75,167.47	1	$ 75,167.47	$75,167.47	1	$ 75,167.47	$75,167.47	1	$ 75,167.47	$75,167.47
298	$ 10.14	$3,021.72	298	$ 10.14	$3,021.72	298	$ 10.14	$3,021.72	298	$ 10.14	$3,021.72
12	$ 4,438.96	$53,267.52	12	$ 4,438.96	$53,267.52	12	$ 4,438.96	$53,267.52	12	$ 4,438.96	$53,267.52
9	$ 2,136.59	$19,229.31	9	$ 2,136.59	$19,229.31	9	$ 2,136.59	$19,229.31	9	$ 2,136.59	$19,229.31
1	$ 4,217.01	$4,217.01	1	$ 4,217.01	$4,217.01	1	$ 4,217.01	$4,217.01	1	$ 4,217.01	$4,217.01
18	$ 1,529.91	$27,538.38	18	$ 1,529.91	$27,538.38	18	$ 1,529.91	$27,538.38	18	$ 1,529.91	$27,538.38
2,930	$ 8.70	$25,491.00	2,930	$ 8.70	$25,491.00	2,930	$ 8.70	$25,491.00	2,930	$ 8.70	$25,491.00
3,853	$ 8.61	$33,174.33	3,853	$ 8.61	$33,174.33	3,853	$ 8.61	$33,174.33	3,853	$ 8.61	$33,174.33
5	$ 12.53	$62.65	5	$ 12.53	$62.65	5	$ 12.53	$62.65	5	$ 12.53	$62.65
300	$ 8.66	$2,598.00	300	$ 8.66	$2,598.00	300	$ 8.66	$2,598.00	300	$ 8.66	$2,598.00
15	$ 48.94	$734.10	15	$ 48.94	$734.10	15	$ 48.94	$734.10	15	$ 48.94	$734.10
1	$ 2,464.56	$2,464.56	1	$ 2,464.56	$2,464.56	1	$ 2,464.56	$2,464.56	1	$ 2,464.56	$2,464.56
9,726	$ 3.49	$33,943.74	9,726	$ 3.49	$33,943.74	9,726	$ 3.49	$33,943.74	9,726	$ 3.49	$33,943.74
45	$ 3.93	$176.85	45	$ 3.93	$176.85	45	$ 3.93	$176.85	45	$ 3.93	$176.85
210	$ 4.12	$865.20	210	$ 4.12	$865.20	210	$ 4.12	$865.20	210	$ 4.12	$865.20
266	$ 4.21	$1,119.86	266	$ 4.21	$1,119.86	266	$ 4.21	$1,119.86	266	$ 4.21	$1,119.86
1	$ 4.74	$4.74	1	$ 4.74	$4.74	1	$ 4.74	$4.74	1	$ 4.74	$4.74
73	$ 4.95	$361.35	73	$ 4.95	$361.35	73	$ 4.95	$361.35	73	$ 4.95	$361.35
2	$ 907.88	$1,815.76	2	$ 907.88	$1,815.76	2	$ 907.88	$1,815.76	2	$ 907.88	$1,815.76
3	$ 6.00	$18.00	3	$ 6.00	$18.00	3	$ 6.00	$18.00	3	$ 6.00	$18.00
0	$ 5.21	$0.00	0	$ 5.21	$0.00	0	$ 5.21	$0.00	0	$ 5.21	$0.00
0	$ 10.58	$0.00	0	$ 10.58	$0.00	0	$ 10.58	$0.00	0	$ 10.58	$0.00
165			165			165			165		
73			73			73			73		
-			-			-			-		
-			-			-			-		
5,050	$ 6.25	$31,562.50	5,050	$ 6.25	$31,562.50	5,050	$ 6.25	$31,562.50	5,050	$ 6.25	$31,562.50
82	$ 6.25	$512.50	82	$ 6.25	$512.50	82	$ 6.25	$512.50	82	$ 6.25	$512.50
88	$ 6.25	$550.00	88	$ 6.25	$550.00	88	$ 6.25	$550.00	88	$ 6.25	$550.00
-	$ 6.25	$0.00		$ 6.25	$0.00		$ 6.25	$0.00		$ 6.25	$0.00
41	$ 6.25	$256.25	41	$ 6.25	$256.25	41	$ 6.25	$256.25	41	$ 6.25	$256.25
511	$ 6.25	$3,193.75	511	$ 6.25	$3,193.75	511	$ 6.25	$3,193.75	511	$ 6.25	$3,193.75
-	$ 6.25	$0.00	-	$ 6.25	$0.00	-	$ 6.25	$0.00	-	$ 6.25	$0.00
2	$ 6.25	$12.50	2	$ 6.25	$12.50	2	$ 6.25	$12.50	2	$ 6.25	$12.50
5,506	$ 3.14	$17,288.84	5,506	$ 3.14	$17,288.84	5,506	$ 3.14	$17,288.84	5,506	$ 3.14	$17,288.84
	$ 39.18	$0.00		$ 39.18	$0.00		$ 39.18	$0.00		$ 39.18	$0.00
	$ 1,874.30	$0.00		$ 1,874.30	$0.00		$ 1,874.30	$0.00		$ 1,874.30	$0.00
1	$ 28,982.47	$28,982.47	1	$ 28,982.47	$28,982.47	1	$ 28,982.47	$28,982.47	1	$ 28,982.47	$28,982.47
	$ 405.75	$0.00		$ 405.75	$0.00		$ 405.75	$0.00		$ 405.75	$0.00
134	$ 39.18	$5,250.12	134	$ 39.18	$5,250.12	134	$ 39.18	$5,250.12	134	$ 39.18	$5,250.12
448	$ 3.26	$1,460.48	448	$ 3.26	$1,460.48	448	$ 3.26	$1,460.48	448	$ 3.26	$1,460.48
7	$ 863.06	$6,041.42	7	$ 863.06	$6,041.42	7	$ 863.06	$6,041.42	7	$ 863.06	$6,041.42
75	$ 6.25	$468.75	75	$ 6.25	$468.75	75	$ 6.25	$468.75	75	$ 6.25	$468.75
-	$ 366.60	$0.00	-	$ 366.60	$0.00	-	$ 366.60	$0.00	-	$ 366.60	$0.00
-	$ 397.15	$0.00	-	$ 397.15	$0.00	-	$ 397.15	$0.00	-	$ 397.15	$0.00
-	$ 534.63	$0.00	-	$ 534.63	$0.00	-	$ 534.63	$0.00	-	$ 534.63	$0.00
-	$ 575.00	$0.00	-	$ 575.00	$0.00	-	$ 575.00	$0.00	-	$ 575.00	$0.00
75			75			75			75		
65			65			65			65		
-			-			-			-		
-			-			-			-		
5,236	$ 3.56	$18,640.16	5,236	$ 3.56	$18,640.16	5,236	$ 5.30	$27,750.80	5,236	$ 5.30	$27,750.80
89	$ 2.03	$180.67	89	$ 2.03	$180.67	89	$ 4.50	$400.50	89	$ 4.50	$400.50
90	$ 6.21	$558.90	90	$ 6.21	$558.90	90	$ 6.78	$610.20	90	$ 6.78	$610.20
42	$ 5.32	$223.44	42	$ 5.32	$223.44	42	$ 6.50	$273.00	42	$ 6.50	$273.00
70	$ 4.72	$330.40	70	$ 4.72	$330.40	70	$ 4.90	$343.00	70	$ 4.90	$343.00
543	$ 5.40	$2,932.20	543	$ 5.40	$2,932.20	543	$ 6.57	$3,567.51	543	$ 6.57	$3,567.51
-	$ 7.78	$0.00	-	$ 7.78	$0.00	-	$ 9.45	$0.00	-	$ 9.45	$0.00
30	$ 2.08	$62.40	30	$ 2.08	$62.40	30	$ 4.08	$122.40	30	$ 4.08	$122.40
229	$ 40.12	$9,187.48	229	$ 40.12	$9,187.48	229	$ 40.12	$9,187.48	229	$ 40.12	$9,187.48
448	$ 9.16	$4,103.68	448	$ 9.16	$4,103.68	448	$ 10.80	$4,838.40	448	$ 10.80	$4,838.40
2	$ 4,475.39	$8,950.78	2	$ 4,475.39	$8,950.78	2	$ 4,480.39	$8,960.78	2	$ 4,480.39	$8,960.78
109	$ 14.26	$1,554.34	109	$ 14.26	$1,554.34	109	$ 16.50	$1,798.50	109	$ 16.50	$1,798.50
-	$ 243.90	$0.00	-	$ 243.90	$0.00	-	$ 243.90	$0.00	-	$ 243.90	$0.00
-	$ 512.24	$0.00	-	$ 512.24	$0.00	-	$ 512.24	$0.00	-	$ 512.24	$0.00
-	$ 834.04	$0.00	-	$ 834.04	$0.00	-	$ 834.04	$0.00	-	$ 834.04	$0.00
-	$ 997.77	$0.00	-	$ 997.77	$0.00	-	$ 997.77	$0.00	-	$ 997.77	$0.00
0	$ 2,519.33	$0.00	0	$ 2,519.33	$0.00	0	$ 2,519.33	$0.00	0	$ 2,519.33	$0.00
0	$ 2.78	$0.00	0	$ 2.78	$0.00	0	$ 2.78	$0.00			
3	$ 33,947.53	$101,842.59	3	$ 33,947.53	$101,842.59	3	$ 33,947.53	$101,842.59	3	$ 33,947.53	$101,842.59
89	$ 4.27	$380.03	89	$ 4.27	$380.03	89	$ 4.27	$380.03	89	$ 4.27	$380.03
6,008	$ 6.28	$37,730.24	6,008	$ 6.28	$37,730.24	6,008	$ 6.28	$37,730.24	6,008	$ 6.28	$37,730.24
1	$ 2,032.82	$2,032.82	1	$ 2,032.82	$2,032.82	1	$ 2,040.00	$2,040.00	1	$ 2,040.00	$2,040.00
11	$ 451.57	$4,967.27	11	$ 451.57	$4,967.27	11	$ 451.57	$4,967.27	11	$ 451.57	$4,967.27
50	$ 47.53	$2,376.50	50	$ 47.53	$2,376.50	50	$ 47.53	$2,376.50	50	$ 47.53	$2,376.50
2	$ 3,675.00	$7,350.00	2	$ 3,675.00	$7,350.00	2	$ 3,675.00	$7,350.00	2	$ 3,675.00	$7,350.00
		$ 584,255			$ 584,255			$ 595,390			$ 595,390

Jul-16			Aug-16			Sep-16			Oct-16		
Pricing Assumptions			Pricing Assumptions			Pricing Assumptions			Pricing Assumptions		
Year 3 (Month 5)			Year 3 (Month 6)			Year 3 (Month 7)			Year 3 (Month 8)		
Price Per Month			Price Per Month			Price Per Month			Price Per Month		
Baseline Quantity	Monthly Unit Cost	Monthly Total	Baseline Quantity	Monthly Unit Cost	Monthly Total	Baseline Quantity	Monthly Unit Cost	Monthly Total	Baseline Quantity	Monthly Unit Cost	Monthly Total
1	$ 75,167.47	$75,167.47	1	$ 75,167.47	$75,167.47	1	$ 75,167.47	$75,167.47	1	$ 75,167.47	$75,167.47
298	$ 10.14	$3,021.72	298	$ 10.14	$3,021.72	298	$ 10.14	$3,021.72	298	$ 10.14	$3,021.72
12	$ 4,438.96	$53,267.52	12	$ 4,438.96	$53,267.52	12	$ 4,438.96	$53,267.52	12	$ 4,438.96	$53,267.52
9	$ 2,136.59	$19,229.31	9	$ 2,136.59	$19,229.31	9	$ 2,136.59	$19,229.31	9	$ 2,136.59	$19,229.31
1	$ 4,217.01	$4,217.01	1	$ 4,217.01	$4,217.01	1	$ 4,217.01	$4,217.01	1	$ 4,217.01	$4,217.01
18	$ 1,529.91	$27,538.38	18	$ 1,529.91	$27,538.38	18	$ 1,529.91	$27,538.38	18	$ 1,529.91	$27,538.38
2,930	$ 8.70	$25,491.00	2,930	$ 8.70	$25,491.00	2,930	$ 8.70	$25,491.00	2,930	$ 8.70	$25,491.00
3,853	$ 8.61	$33,174.33	3,853	$ 8.61	$33,174.33	3,853	$ 8.61	$33,174.33	3,853	$ 8.61	$33,174.33
5	$ 12.53	$62.65	5	$ 12.53	$62.65	5	$ 12.53	$62.65	5	$ 12.53	$62.65
300	$ 8.66	$2,598.00	300	$ 8.66	$2,598.00	300	$ 8.66	$2,598.00	300	$ 8.66	$2,598.00
15	$ 48.94	$734.10	15	$ 48.94	$734.10	15	$ 48.94	$734.10	15	$ 48.94	$734.10
1	$ 2,464.56	$2,464.56	1	$ 2,464.56	$2,464.56	1	$ 2,464.56	$2,464.56	1	$ 2,464.56	$2,464.56
9,726	$ 3.49	$33,943.74	9,726	$ 3.49	$33,943.74	9,726	$ 3.49	$33,943.74	9,726	$ 3.49	$33,943.74
45	$ 3.93	$176.85	45	$ 3.93	$176.85	45	$ 3.93	$176.85	45	$ 3.93	$176.85
210	$ 4.12	$865.20	210	$ 4.12	$865.20	210	$ 4.12	$865.20	210	$ 4.12	$865.20
266	$ 4.21	$1,119.86	266	$ 4.21	$1,119.86	266	$ 4.21	$1,119.86	266	$ 4.21	$1,119.86
1	$ 4.74	$4.74	1	$ 4.74	$4.74	1	$ 4.74	$4.74	1	$ 4.74	$4.74
73	$ 4.95	$361.35	73	$ 4.95	$361.35	73	$ 4.95	$361.35	73	$ 4.95	$361.35
2	$ 907.88	$1,815.76	2	$ 907.88	$1,815.76	2	$ 907.88	$1,815.76	2	$ 907.88	$1,815.76
3	$ 6.00	$18.00	3	$ 6.00	$18.00	3	$ 6.00	$18.00	3	$ 6.00	$18.00
0	$ 5.21	$0.00	0	$ 5.21	$0.00	0	$ 5.21	$0.00	0	$ 5.21	$0.00
0	$ 10.58	$0.00	0	$ 10.58	$0.00	0	$ 10.58	$0.00	0	$ 10.58	$0.00
165			165			165			165		
73			73			73			73		
-			-			-			-		
-			-			-			-		
5,050	$ 6.25	$31,562.50	5,050	$ 6.25	$31,562.50	5,050	$ 6.25	$31,562.50	5,050	$ 6.25	$31,562.50
82	$ 6.25	$512.50	82	$ 6.25	$512.50	82	$ 6.25	$512.50	82	$ 6.25	$512.50
88	$ 6.25	$550.00	88	$ 6.25	$550.00	88	$ 6.25	$550.00	88	$ 6.25	$550.00
	$ 6.25	$0.00		$ 6.25	$0.00		$ 6.25	$0.00		$ 6.25	$0.00
41	$ 6.25	$256.25	41	$ 6.25	$256.25	41	$ 6.25	$256.25	41	$ 6.25	$256.25
511	$ 6.25	$3,193.75	511	$ 6.25	$3,193.75	511	$ 6.25	$3,193.75	511	$ 6.25	$3,193.75
-	$ 6.25	$0.00	-	$ 6.25	$0.00	-	$ 6.25	$0.00	-	$ 6.25	$0.00
2	$ 6.25	$12.50	2	$ 6.25	$12.50	2	$ 6.25	$12.50	2	$ 6.25	$12.50
5,506	$ 3.14	$17,288.84	5,506	$ 3.14	$17,288.84	5,506	$ 3.14	$17,288.84	5,506	$ 3.14	$17,288.84
	$ 39.18	$0.00		$ 39.18	$0.00		$ 39.18	$0.00		$ 39.18	$0.00
	$ 1,874.30	$0.00		$ 1,874.30	$0.00		$ 1,874.30	$0.00		$ 1,874.30	$0.00
1	$ 28,982.47	$28,982.47	1	$ 28,982.47	$28,982.47	1	$ 28,982.47	$28,982.47	1	$ 28,982.47	$28,982.47
	$ 405.75	$0.00		$ 405.75	$0.00		$ 405.75	$0.00		$ 405.75	$0.00
134	$ 39.18	$5,250.12	134	$ 39.18	$5,250.12	134	$ 39.18	$5,250.12	134	$ 39.18	$5,250.12
448	$ 3.26	$1,460.48	448	$ 3.26	$1,460.48	448	$ 3.26	$1,460.48	448	$ 3.26	$1,460.48
7	$ 863.06	$6,041.42	7	$ 863.06	$6,041.42	7	$ 863.06	$6,041.42	7	$ 863.06	$6,041.42
75	$ 6.25	$468.75	75	$ 6.25	$468.75	75	$ 6.25	$468.75	75	$ 6.25	$468.75
-	$ 366.60	$0.00	-	$ 366.60	$0.00	-	$ 366.60	$0.00	-	$ 366.60	$0.00
-	$ 397.15	$0.00	-	$ 397.15	$0.00	-	$ 397.15	$0.00	-	$ 397.15	$0.00
-	$ 534.63	$0.00	-	$ 534.63	$0.00	-	$ 534.63	$0.00	-	$ 534.63	$0.00
-	$ 575.00	$0.00	-	$ 575.00	$0.00	-	$ 575.00	$0.00	-	$ 575.00	$0.00
75			75			75			75		
65			65			65			65		
-			-			-			-		
-			-			-			-		
5,236	$ 5.30	$27,750.80	5,236	$ 5.30	$27,750.80	5,236	$ 5.30	$27,750.80	5,236	$ 5.30	$27,750.80
89	$ 4.50	$400.50	89	$ 4.50	$400.50	89	$ 4.50	$400.50	89	$ 4.50	$400.50
90	$ 6.78	$610.20	90	$ 6.78	$610.20	90	$ 6.78	$610.20	90	$ 6.78	$610.20
42	$ 6.50	$273.00	42	$ 6.50	$273.00	42	$ 6.50	$273.00	42	$ 6.50	$273.00
70	$ 4.90	$343.00	70	$ 4.90	$343.00	70	$ 4.90	$343.00	70	$ 4.90	$343.00
543	$ 6.57	$3,567.51	543	$ 6.57	$3,567.51	543	$ 6.57	$3,567.51	543	$ 6.57	$3,567.51
-	$ 9.45	$0.00	-	$ 9.45	$0.00	-	$ 9.45	$0.00	-	$ 9.45	$0.00
30	$ 4.08	$122.40	30	$ 4.08	$122.40	30	$ 4.08	$122.40	30	$ 4.08	$122.40
229	$ 40.12	$9,187.48	229	$ 40.12	$9,187.48	229	$ 40.12	$9,187.48	229	$ 40.12	$9,187.48
448	$ 10.80	$4,838.40	448	$ 10.80	$4,838.40	448	$ 10.80	$4,838.40	448	$ 10.80	$4,838.40
2	$ 4,480.39	$8,960.78	2	$ 4,480.39	$8,960.78	2	$ 4,480.39	$8,960.78	2	$ 4,480.39	$8,960.78
109	$ 16.50	$1,798.50	109	$ 16.50	$1,798.50	109	$ 16.50	$1,798.50	109	$ 16.50	$1,798.50
-	$ 243.90	$0.00	-	$ 243.90	$0.00	-	$ 243.90	$0.00	-	$ 243.90	$0.00
-	$ 512.24	$0.00	-	$ 512.24	$0.00	-	$ 512.24	$0.00	-	$ 512.24	$0.00
-	$ 834.04	$0.00	-	$ 834.04	$0.00	-	$ 834.04	$0.00	-	$ 834.04	$0.00
-	$ 997.77	$0.00	-	$ 997.77	$0.00	-	$ 997.77	$0.00	-	$ 997.77	$0.00
0	$ 2,519.33	$0.00	0	$ 2,519.33	$0.00	0	$ 2,519.33	$0.00	0	$ 2,519.33	$0.00
3	$ 33,947.53	$101,842.59	3	$ 33,947.53	$101,842.59	3	$ 33,947.53	$101,842.59	3	$ 33,947.53	$101,842.59
89	$ 4.27	$380.03	89	$ 4.27	$380.03	89	$ 4.27	$380.03	89	$ 4.27	$380.03
6,008	$ 6.28	$37,730.24	6,008	$ 6.28	$37,730.24	6,008	$ 6.28	$37,730.24	6,008	$ 6.28	$37,730.24
1	$ 2,040.00	$2,040.00	1	$ 2,040.00	$2,040.00	1	$ 2,040.00	$2,040.00	1	$ 2,040.00	$2,040.00
11	$ 451.57	$4,967.27	11	$ 451.57	$4,967.27	11	$ 451.57	$4,967.27	11	$ 451.57	$4,967.27
50	$ 47.53	$2,376.50	50	$ 47.53	$2,376.50	50	$ 47.53	$2,376.50	50	$ 47.53	$2,376.50
2	$ 3,675.00	$7,350.00	2	$ 3,675.00	$7,350.00	2	$ 3,675.00	$7,350.00	2	$ 3,675.00	$7,350.00
		$ 595,390			$ 595,390			$ 595,390			$ 595,390

Nov-16			Dec-16			Jan-17			Feb-17		
Pricing Assumptions			Pricing Assumptions			Pricing Assumptions			Pricing Assumptions		
Year 3 (Month 9)			Year 3 (Month 10)			Year 3 (Month 11)			Year 3 (Month 12)		
Price Per Month			Price Per Month			Price Per Month			Price Per Month		
Baseline Quantity	Monthly Unit Cost	Monthly Total	Baseline Quantity	Monthly Unit Cost	Monthly Total	Baseline Quantity	Monthly Unit Cost	Monthly Total	Baseline Quantity	Monthly Unit Cost	Monthly Total
1	$ 75,167.47	$75,167.47	1	$ 75,167.47	$75,167.47	1	$ 75,167.47	$75,167.47	1	$ 75,167.47	$75,167.47
298	$ 10.14	$3,021.72	298	$ 10.14	$3,021.72	298	$ 10.14	$3,021.72	298	$ 10.14	$3,021.72
12	$ 4,438.96	$53,267.52	12	$ 4,438.96	$53,267.52	12	$ 4,438.96	$53,267.52	12	$ 4,438.96	$53,267.52
9	$ 2,136.59	$19,229.31	9	$ 2,136.59	$19,229.31	9	$ 2,136.59	$19,229.31	9	$ 2,136.59	$19,229.31
1	$ 4,217.01	$4,217.01	1	$ 4,217.01	$4,217.01	1	$ 4,217.01	$4,217.01	1	$ 4,217.01	$4,217.01
18	$ 1,529.91	$27,538.38	18	$ 1,529.91	$27,538.38	18	$ 1,529.91	$27,538.38	18	$ 1,529.91	$27,538.38
2,930	$ 8.70	$25,491.00	2,930	$ 8.70	$25,491.00	2,930	$ 8.70	$25,491.00	2,930	$ 8.70	$25,491.00
3,853	$ 8.61	$33,174.33	3,853	$ 8.61	$33,174.33	3,853	$ 8.61	$33,174.33	3,853	$ 8.61	$33,174.33
5	$ 12.53	$62.65	5	$ 12.53	$62.65	5	$ 12.53	$62.65	5	$ 12.53	$62.65
300	$ 8.66	$2,598.00	300	$ 8.66	$2,598.00	300	$ 8.66	$2,598.00	300	$ 8.66	$2,598.00
15	$ 48.94	$734.10	15	$ 48.94	$734.10	15	$ 48.94	$734.10	15	$ 48.94	$734.10
1	$ 2,464.56	$2,464.56	1	$ 2,464.56	$2,464.56	1	$ 2,464.56	$2,464.56	1	$ 2,464.56	$2,464.56
9,726	$ 3.49	$33,943.74	9,726	$ 3.49	$33,943.74	9,726	$ 3.49	$33,943.74	9,726	$ 3.49	$33,943.74
45	$ 3.93	$176.85	45	$ 3.93	$176.85	45	$ 3.93	$176.85	45	$ 3.93	$176.85
210	$ 4.12	$865.20	210	$ 4.12	$865.20	210	$ 4.12	$865.20	210	$ 4.12	$865.20
266	$ 4.21	$1,119.86	266	$ 4.21	$1,119.86	266	$ 4.21	$1,119.86	266	$ 4.21	$1,119.86
1	$ 4.74	$4.74	1	$ 4.74	$4.74	1	$ 4.74	$4.74	1	$ 4.74	$4.74
73	$ 4.95	$361.35	73	$ 4.95	$361.35	73	$ 4.95	$361.35	73	$ 4.95	$361.35
2	$ 907.88	$1,815.76	2	$ 907.88	$1,815.76	2	$ 907.88	$1,815.76	2	$ 907.88	$1,815.76
3	$ 6.00	$18.00	3	$ 6.00	$18.00	3	$ 6.00	$18.00	3	$ 6.00	$18.00
0	$ 5.21	$0.00	0	$ 5.21	$0.00	0	$ 5.21	$0.00	0	$ 5.21	$0.00
0	$ 10.58	$0.00	0	$ 10.58	$0.00	0	$ 10.58	$0.00	0	$ 10.58	$0.00
165			165			165			165		
73			73			73			73		
-			-			-			-		
-			-			-			-		
5,050	$ 6.25	$31,562.50	5,050	$ 6.25	$31,562.50	5,050	$ 6.25	$31,562.50	5,050	$ 6.25	$31,562.50
82	$ 6.25	$512.50	82	$ 6.25	$512.50	82	$ 6.25	$512.50	82	$ 6.25	$512.50
88	$ 6.25	$550.00	88	$ 6.25	$550.00	88	$ 6.25	$550.00	88	$ 6.25	$550.00
	$ 6.25	$0.00		$ 6.25	$0.00		$ 6.25	$0.00		$ 6.25	$0.00
41	$ 6.25	$256.25	41	$ 6.25	$256.25	41	$ 6.25	$256.25	41	$ 6.25	$256.25
511	$ 6.25	$3,193.75	511	$ 6.25	$3,193.75	511	$ 6.25	$3,193.75	511	$ 6.25	$3,193.75
-	$ 6.25	$0.00	-	$ 6.25	$0.00	-	$ 6.25	$0.00	-	$ 6.25	$0.00
2	$ 6.25	$12.50	2	$ 6.25	$12.50	2	$ 6.25	$12.50	2	$ 6.25	$12.50
5,506	$ 3.14	$17,288.84	5,506	$ 3.14	$17,288.84	5,506	$ 3.14	$17,288.84	5,506	$ 3.14	$17,288.84
	$ 39.18	$0.00		$ 39.18	$0.00		$ 39.18	$0.00		$ 39.18	$0.00
	$ 1,874.30	$0.00		$ 1,874.30	$0.00		$ 1,874.30	$0.00		$ 1,874.30	$0.00
1	$ 28,982.47	$28,982.47	1	$ 28,982.47	$28,982.47	1	$ 28,982.47	$28,982.47	1	$ 28,982.47	$28,982.47
	$ 405.75	$0.00		$ 405.75	$0.00		$ 405.75	$0.00		$ 405.75	$0.00
134	$ 39.18	$5,250.12	134	$ 39.18	$5,250.12	134	$ 39.18	$5,250.12	134	$ 39.18	$5,250.12
448	$ 3.26	$1,460.48	448	$ 3.26	$1,460.48	448	$ 3.26	$1,460.48	448	$ 3.26	$1,460.48
7	$ 863.06	$6,041.42	7	$ 863.06	$6,041.42	7	$ 863.06	$6,041.42	7	$ 863.06	$6,041.42
75	$ 6.25	$468.75	75	$ 6.25	$468.75	75	$ 6.25	$468.75	75	$ 6.25	$468.75
-	$ 366.60	$0.00	-	$ 366.60	$0.00	-	$ 366.60	$0.00	-	$ 366.60	$0.00
-	$ 397.15	$0.00	-	$ 397.15	$0.00	-	$ 397.15	$0.00	-	$ 397.15	$0.00
-	$ 534.63	$0.00	-	$ 534.63	$0.00	-	$ 534.63	$0.00	-	$ 534.63	$0.00
-	$ 575.00	$0.00	-	$ 575.00	$0.00	-	$ 575.00	$0.00	-	$ 575.00	$0.00
75			75			75			75		
65			65			65			65		
-			-			-			-		
-			-			-			-		
5,236	$ 5.30	$27,750.80	5,236	$ 5.30	$27,750.80	5,236	$ 5.30	$27,750.80	5,236	$ 5.30	$27,750.80
89	$ 4.50	$400.50	89	$ 4.50	$400.50	89	$ 4.50	$400.50	89	$ 4.50	$400.50
90	$ 6.78	$610.20	90	$ 6.78	$610.20	90	$ 6.78	$610.20	90	$ 6.78	$610.20
42	$ 6.50	$273.00	42	$ 6.50	$273.00	42	$ 6.50	$273.00	42	$ 6.50	$273.00
70	$ 4.90	$343.00	70	$ 4.90	$343.00	70	$ 4.90	$343.00	70	$ 4.90	$343.00
543	$ 6.57	$3,567.51	543	$ 6.57	$3,567.51	543	$ 6.57	$3,567.51	543	$ 6.57	$3,567.51
-	$ 9.45	$0.00	-	$ 9.45	$0.00	-	$ 9.45	$0.00	-	$ 9.45	$0.00
30	$ 4.08	$122.40	30	$ 4.08	$122.40	30	$ 4.08	$122.40	30	$ 4.08	$122.40
229	$ 40.12	$9,187.48	229	$ 40.12	$9,187.48	229	$ 40.12	$9,187.48	229	$ 40.12	$9,187.48
448	$ 10.80	$4,838.40	448	$ 10.80	$4,838.40	448	$ 10.80	$4,838.40	448	$ 10.80	$4,838.40
2	$ 4,480.39	$8,960.78	2	$ 4,480.39	$8,960.78	2	$ 4,480.39	$8,960.78	2	$ 4,480.39	$8,960.78
109	$ 16.50	$1,798.50	109	$ 16.50	$1,798.50	109	$ 16.50	$1,798.50	109	$ 16.50	$1,798.50
-	$ 243.90	$0.00	-	$ 243.90	$0.00	-	$ 243.90	$0.00	-	$ 243.90	$0.00
-	$ 512.24	$0.00	-	$ 512.24	$0.00	-	$ 512.24	$0.00	-	$ 512.24	$0.00
-	$ 834.04	$0.00	-	$ 834.04	$0.00	-	$ 834.04	$0.00	-	$ 834.04	$0.00
-	$ 997.77	$0.00	-	$ 997.77	$0.00	-	$ 997.77	$0.00	-	$ 997.77	$0.00
0	$ 2,519.33	$0.00	0	$ 2,519.33	$0.00	0	2,519	$0.00	-	$ 2,519.33	$0.00
3	$ 33,947.53	$101,842.59	3	$ 33,947.53	$101,842.59	3	33,948	$ 101,842.59	3	$ 33,947.53	$101,842.59
89	$ 4.27	$380.03	89	$ 4.27	$380.03	89	$ 4.27	$380.03	89	$ 4.27	$380.03
6,008	$ 6.28	$37,730.24	6,008	$ 6.28	$37,730.24	6,008	$ 6.28	$37,730.24	6,008	$ 6.28	$37,730.24
1	$ 2,040.00	$2,040.00	1	$ 2,040.00	$2,040.00	1	$ 2,040.00	$2,040.00	1	$ 2,040.00	$2,040.00
11	$ 451.57	$4,967.27	11	$ 451.57	$4,967.27	11	$ 451.57	$4,967.27	11	$ 451.57	$4,967.27
50	$ 47.53	$2,376.50	50	$ 47.53	$2,376.50	50	$ 47.53	$2,376.50	50	$ 47.53	$2,376.50
2	$ 3,675.00	$7,350.00	2	$ 3,675.00	$7,350.00	2	$ 3,675.00	$7,350.00	2	$ 3,675.00	$7,350.00
		$ 595,390			$ 595,390			$ 595,390			$ 595,390

3/1/2017 - 02/28/2018			3/1/2018 - 02/28/2019									
Pricing Assumptions			Pricing Assumptions			Pricing Assumptions			Pricing Assumptions			
Year 4 (Month 1-12)			Year 5 (Month 1-12)			Year 6 (Month 1-12)			Year 7 (Month 1-12)			
Price Per Month			Price Per Month			Price Per Month			Price Per Month			
Baseline Quantity	Monthly Unit Cost	Monthly Total	Baseline Quantity	Monthly Unit Cost	Monthly Total	Baseline Quantity	Monthly Unit Cost	Monthly Total	Baseline Quantity	Monthly Unit Cost	Monthly Total	Description of Services / Comments
1	$ 64,703.69	$64,703.69	1	$ 67,641.55	$67,641.55	1	$ 67,641.55	$67,641.55	1	$ 67,641.55	$67,641.55	
180	$ 10.14	$1,825.20		$ 10.14	$0.00		$ -	$0.00		$ -	$0.00	
9	$ 4,438.96	$39,950.64		$ 4,438.96	$0.00		$ -	$0.00		$ -	$0.00	
4	$ 2,136.59	$8,546.36		$ 2,136.59	$0.00		$ -	$0.00		$ -	$0.00	
	$ 4,217.01	$0.00		$ 4,217.01	$0.00		$ -	$0.00		$ -	$0.00	
5	$ 1,529.91	$7,649.55		$ 1,529.91	$0.00		$ -	$0.00		$ -	$0.00	
1,800	$ 8.70	$15,660.00		$ 8.70	$0.00		$ -	$0.00		$ -	$0.00	
2,428	$ 8.61	$20,905.08		$ 8.61	$0.00		$ -	$0.00		$ -	$0.00	
0	$ 12.53	$0.00		$ 12.53	$0.00		$ -	$0.00		$ -	$0.00	
97	$ 8.66	$840.02		$ 8.66	$0.00		$ -	$0.00		$ -	$0.00	
10	$ 48.94	$489.40		$ 48.94	$0.00		$ -	$0.00		$ -	$0.00	
1	$ 2,464.56	$2,464.56		$ 2,464.56	$0.00		$ -	$0.00		$ -	$0.00	
6,664	$ 3.49	$23,257.36		$ 3.49	$0.00		$ -	$0.00		$ -	$0.00	
34	$ 3.93	$133.62		$ 3.93	$0.00		$ -	$0.00		$ -	$0.00	
	$ 4.12	$0.00		$ 4.12	$0.00		$ -	$0.00		$ -	$0.00	
169	$ 4.21	$711.49		$ 4.21	$0.00		$ -	$0.00		$ -	$0.00	
1	$ 4.74	$4.74		$ 4.74	$0.00		$ -	$0.00		$ -	$0.00	
68	$ 4.95	$336.60		$ 4.95	$0.00		$ -	$0.00		$ -	$0.00	
2	$ 907.88	$1,815.76		$ 907.88	$0.00		$ -	$0.00		$ -	$0.00	
3	$ 6.00	$18.00		$ 6.00	$0.00		$ -	$0.00		$ -	$0.00	
	$ 5.21	$0.00		$ 5.21	$0.00		$ -	$0.00		$ -	$0.00	
	$ 10.58	$0.00		$ 10.58	$0.00		$ -	$0.00		$ -	$0.00	
												IMACs per month
												IMACs per month
7,643	$ 6.10	$46,622.30	11,036	$ 5.94	$65,553.84	11,036	$ 5.94	$65,553.84	11,036	$ 5.94	$65,553.84	Labor Support
107	$ 6.10	$652.70	142	$ 5.94	$843.48	142	$ 5.94	$843.48	142	$ 5.94	$843.48	Labor Support
88	$ 6.10	$536.80	88	$ 5.94	$522.72	88	$ 5.80	$510.40	88	$ 5.65	$497.20	Labor Support
88	$ 6.10	$536.80	123	$ 5.94	$730.62	123	$ 5.94	$730.62	123	$ 5.94	$730.62	Labor Support
45	$ 6.10	$274.50	45	$ 5.94	$267.30	45	$ 5.94	$267.30	45	$ 5.94	$267.30	Labor Support
749	$ 6.10	$4,568.90	934	$ 5.94	$5,547.96	934	$ 5.94	$5,547.96	934	$ 5.94	$5,547.96	Labor Support
-	$ 6.10	$0.00	-	$ 5.94	$0.00	-	$ 5.94	$0.00	-	$ 5.94	$0.00	Labor Support
5	$ 6.10	$30.50	5	$ 5.94	$29.70	5	$ 5.94	$29.70	5	$ 5.94	$29.70	Labor Support
8,229	$ 3.06	$25,180.74	9,918	$ 2.98	$29,555.64	9,918	$ 2.98	$29,555.64	9,918	$ 2.98	$29,555.64	Labor Support
	$ 38.20	$0.00		$ 37.24	$0.00		$ 37.24	$0.00		$ 37.24	$0.00	Labor Support
	$ 1,827.44	$0.00		$ 1,781.75	$0.00		$ 1,781.75	$0.00		$ 1,781.75	$0.00	Labor Support
1	$ 28,257.91	$28,257.91	1	$ 27,551.46	$27,551.46	1	$ 27,551.46	$27,551.46	1	$ 27,551.46	$27,551.46	Labor Support
	$ 395.61	$0.00		$ 385.72	$0.00		$ 385.72	$0.00		$ 385.72	$0.00	Labor Support
456	$ 38.20	$17,419.20	456	$ 37.24	$16,981.44	456	$ 37.24	$16,981.44	456	$ 37.24	$16,981.44	Labor Support
630	$ 3.18	$2,003.40	815	$ 3.10	$2,526.50	815	$ 3.10	$2,526.50	815	$ 3.10	$2,526.50	Labor Support
2	$ 841.48	$1,682.96	2	$ 820.44	$1,640.88	2	$ 820.44	$1,640.88	2	$ 820.44	$1,640.88	Labor Support
111	$ 6.10	$677.10	111	$ 5.94	$659.34	111	$ 5.94	$659.34	111	$ 5.94	$659.34	Labor Support
5	$ 366.60	$1,833.00	13	$ 366.60	$4,765.80	13	$ 366.60	$4,765.80	13	$ 366.60	$4,765.80	
42	$ 397.15	$16,680.30	52	$ 397.15	$20,651.80	52	$ 397.15	$20,651.80	52	$ 397.15	$20,651.80	
15	$ 534.63	$8,019.45	22	$ 534.63	$11,761.86	22	$ 534.63	$11,761.86	22	$ 534.63	$11,761.86	
2	$ 575.00	$1,150.00	2	$ 575.00	$1,150.00	2	$ 575.00	$1,150.00	2	$ 575.00	$1,150.00	
167			446			446			446			IMACs per month
67			149			149			149			IMACs per month
-			-			-			-			
-			-			-			-			
7,970	$ 5.30	$42,241.00	11,382	$ 5.30	$60,324.60			$0.00			$0.00	Capital and Maintenance
124	$ 4.50	$558.00	159	$ 4.50	$715.50			$0.00			$0.00	
90	$ 6.78	$610.20	126	$ 6.78	$854.28			$0.00			$0.00	Capital and Maintenance
46	$ 6.50	$299.00	46	$ 6.50	$299.00			$0.00			$0.00	Capital and Maintenance
86	$ 4.90	$421.40	121	$ 4.90	$592.90			$0.00			$0.00	Capital and Maintenance
764	$ 6.57	$5,019.48	949	$ 6.57	$6,234.93			$0.00			$0.00	Capital and Maintenance
-	$ 9.45	$0.00	-	$ 9.45	$0.00			$0.00			$0.00	Capital and Maintenance
29	$ 4.08	$118.32	29	$ 4.08	$118.32			$0.00			$0.00	Capital and Maintenance
456	$ 40.12	$18,294.72	456	$ 40.12	$18,294.72			$0.00			$0.00	Maintenance
630	$ 10.80	$6,804.00	815	$ 10.80	$8,802.00			$0.00			$0.00	Capital and Maintenance
2	$ 4,480.39	$8,960.78	2	$ 4,480.39	$8,960.78			$0.00			$0.00	Capital and Maintenance
149	$ 16.50	$2,458.50	149	$ 16.50	$2,458.50			$0.00			$0.00	Capital and Maintenance
5	$ 243.90	$1,219.50	13	$ 243.90	$3,170.70			$0.00			$0.00	Capital and Maintenance
42	$ 512.24	$21,514.08	52	$ 512.24	$26,636.48			$0.00			$0.00	Capital and Maintenance
15	$ 834.04	$12,510.60	22	$ 834.04	$18,348.88			$0.00			$0.00	Capital and Maintenance
2	$ 997.77	$1,995.54	2	$ 997.77	$1,995.54			$0.00			$0.00	Capital and Maintenance
0	$ 2,519.33	$0.00	0	$ 2,519.33	$0.00			$0.00			$0.00	Capital and Maintenance
2	$ 33,269.83	$66,539.66	2	$ 32,605.65	$65,211.30			$0.00			$0.00	includes 2 100mb trunks and 2500 call paths
1	$ 10,542.00	$10,542.00	1	$ 10,542.00	$10,542.00							
124	$ 4.27	$529.48	159	$ 4.27	$678.93			$0.00			$0.00	
9,002	$ 6.28	$56,532.56	12,616	$ 6.28	$79,228.48			$0.00			$0.00	
1	$ 2,040.00	$2,040.00	1	$ 2,040.00	$2,040.00			$0.00			$0.00	
17	$ 440.29	$7,484.93	17	$ 429.28	$7,297.76			$0.00			$0.00	
82	$ 46.35	$3,800.70	86	$ 45.19	$3,886.34			$0.00			$0.00	
2	$ 3,675.00	$7,350.00	2	$ 3,675.00	$7,350.00			$0.00			$0.00	Capital, No charge after capital is recovered at end of year 5.
		$ 623,283			$ 592,424			$ 258,370			$ 258,356	

Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Year 4	Year 5	Year 6	Year 7	
Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Description/Comments
$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	
$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	
$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	
$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	
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$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	
$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	
					$ 7,122,410												$ 7,479,396	$ 7,109,088	$ 3,100,440	$ 3,100,272	

Appendix 3.1 to Schedule 3	
Service Recipient:	County of Orange
Vendor Name:	Atos - Scope 2

Click links for

TOC page | Pricing Assumptions

		Mar-14			Apr-14			May-14			Jun-14		
		Year 1 (Month 1)			Year 1 (Month 2)			Year 1 (Month 3)			Year 1 (Month 4)		
Vendor Provided Services		Price Per Month			Price Per Month			Price Per Month			Price Per Month		
Resource Unit Category	Unit of Measure	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total
Management Services (including fees associated with Schedule 1 - Relationship Management)	Fixed	1	$ 5,397.15	$5,397.15	1	$ 5,397.15	$5,397.15	1	$ 5,397.15	$5,397.15	1	$ 5,397.15	$5,397.15
Vendor Solution Specific Resource Units (services only e.g., large router management, small router management, small switch) Include description in comments column													
Router (small)	Qty of routers		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Router (medium)	Qty of routers		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Router (large)	Qty of routers		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Router (extra large)	Qty of routers												
Switch (extra small)	Qty of routers												
Switch (small)	Qty of switches		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Switch (medium)	Qty of switches		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Switch (large)	Qty of switches		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
UPS (extra small)	Qty of UPS												
UPS (small)	Qty of UPS												
UPS (medium)	Qty of UPS												
UPS (large)	Qty of UPS												
UPS (extra large)	Qty of UPS												
Vendor Solution Specific Resource Units (non-services only e.g., hardware, point to point circuits, MPLS) Include description in comments column													
Router (small)	Qty of routers		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Router (medium)	Qty of routers	2	$ 354.39	$708.78	3	$ 354.39	$1,063.17	5	$ 354.39	$1,771.95	8	$ 354.39	$2,835.12
Router (large)	Qty of routers		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Switch (small)	Qty of switches	-	$ 99.35	$0.00	-	$ 99.35	$0.00	-	$ 99.35	$0.00	-	$ 99.35	$0.00
Switch (medium)	Qty of switches	5	$ 352.88	$1,764.40	10	$ 352.88	$3,528.80	15	$ 352.88	$5,293.20	27	$ 352.88	$9,527.76
Switch (large)	Qty of switches		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Firewalls	Qty of firewalls			$0.00			$0.00			$0.00			$0.00
UPS (small)	Qty of UPS			$0.00			$0.00			$0.00			$0.00
UPS (medium)	Qty of UPS			$0.00			$0.00			$0.00			$0.00
UPS (large)	Qty of UPS			$0.00			$0.00			$0.00			$0.00
UPS (extra large)	Qty of UPS			$0.00			$0.00			$0.00			$0.00
MONTHLY SERVICES FEES				$ 7,870			$ 9,989			$ 12,462			$ 17,760

		Jul-14			Aug-14			Sep-14			Oct-14		
		Year 1 (Month 5)			Year 1 (Month 6)			Year 1 (Month 7)			Year 1 (Month 8)		
Vendor Provided Services		Price Per Month			Price Per Month			Price Per Month			Price Per Month		
Resource Unit Category	Unit of Measure	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total
Management Services (including fees associated with Schedule 1 - Relationship Management)	Fixed	1	$ 5,397.15	$5,397.15	1	$ 5,397.15	$5,397.15	1	$ 5,397.15	$5,397.15	1	$ 5,397.15	$5,397.15
Vendor Solution Specific Resource Units (services only e.g., large router management, small router management, small switch) Include description in comments column													
Router (small)	Qty of routers		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Router (medium)	Qty of routers		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Router (large)	Qty of routers		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Router (extra large)	Qty of routers												
Switch (extra small)	Qty of routers												
Switch (small)	Qty of switches		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Switch (medium)	Qty of switches		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Switch (large)	Qty of switches		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
UPS (extra small)	Qty of UPS												
UPS (small)	Qty of UPS												
UPS (medium)	Qty of UPS												
UPS (large)	Qty of UPS												
UPS (extra large)	Qty of UPS												
Vendor Solution Specific Resource Units (non-services only e.g., hardware, point to point circuits, MPLS) Include description in comments column													
Router (small)	Qty of routers		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Router (medium)	Qty of routers	-	$ 354.39	$0.00	-	$ 354.39	$0.00	-	$ 354.39	$0.00	-	$ 354.39	$0.00
Router (large)	Qty of routers		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Switch (small)	Qty of switches	-	$ 99.35	$0.00	-	$ 99.35	$0.00	-	$ 99.35	$0.00	-	$ 99.35	$0.00
Switch (medium)	Qty of switches	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00
Switch (large)	Qty of switches		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Firewalls	Qty of firewalls		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
UPS (small)	Qty of UPS		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
UPS (medium)	Qty of UPS		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
UPS (large)	Qty of UPS		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
UPS (extra large)	Qty of UPS		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
MONTHLY SERVICES FEES				$ 5,397			$ 5,397			$ 5,397			$ 5,397

		Nov-14			Dec-14			Jan-15			Feb-15		
		Year 1 (Month 9)			Year 1 (Month 10)			Year 1 (Month 11)			Year 1 (Month 12)		
Vendor Provided Services		Price Per Month			Price Per Month			Price Per Month			Price Per Month		
Resource Unit Category	Unit of Measure	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total
Management Services (including fees associated with Schedule 1 - Relationship Management)	Fixed	1	$ 5,397.15	$5,397.15	1	$ 5,397.15	$5,397.15	1	$ 5,397.15	$5,397.15	1	$ 5,397.15	$5,397.15
Vendor Solution Specific Resource Units (services only e.g., large router management, small router management, small switch) Include description in comments column													
Router (small)	Qty of routers		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Router (medium)	Qty of routers		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Router (large)	Qty of routers		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Router (extra large)	Qty of routers												
Switch (extra small)	Qty of routers												
Switch (small)	Qty of switches		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Switch (medium)	Qty of switches		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Switch (large)	Qty of switches		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
UPS (extra small)	Qty of UPS												
UPS (small)	Qty of UPS												
UPS (medium)	Qty of UPS												
UPS (large)	Qty of UPS												
UPS (extra large)	Qty of UPS												
Vendor Solution Specific Resource Units (non-services only e.g., hardware, point to point circuits, MPLS) Include description in comments column													
Router (small)	Qty of routers		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Router (medium)	Qty of routers	-	$ 354.39	$0.00	-	$ 354.39	$0.00	-	$ 354.39	$0.00	-	$ 354.39	$0.00
Router (large)	Qty of routers		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Switch (small)	Qty of switches	-	$ 99.35	$0.00	-	$ 99.35	$0.00	-	$ 99.35	$0.00	-	$ 99.35	$0.00
Switch (medium)	Qty of switches	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00
Switch (large)	Qty of switches		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Firewalls	Qty of firewalls		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
UPS (small)	Qty of UPS		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
UPS (medium)	Qty of UPS		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
UPS (large)	Qty of UPS		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
UPS (extra large)	Qty of UPS		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
MONTHLY SERVICES FEES				$ 5,397			$ 5,397			$ 5,397			$ 5,397

		3/1/2015 (Updated with March Actual)			4/1/2015 (Updated with April Actual)			5/1/2015 (Updated with May Actual)			6/1/2015 (Updated New Baseline)		
		Year 2 (Month 1)			Year 2 (Month 2)			Year 2 (Month 3)			Year 2 (Month 4)		
Vendor Provided Services		Price Per Month			Price Per Month			Price Per Month			Price Per Month		
Resource Unit Category	Unit of Measure	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total
Management Services (including fees associated with Schedule 1 - Relationship Management)	Fixed	1	$ 5,127.29	$5,127.29	1	$ 5,127.29	$5,127.29	1	$ 5,127.29	$5,127.29	1	$ 5,127.29	$5,127.29
Vendor Solution Specific Resource Units (services only e.g., large router management, small router management, small switch) Include description in comments column													
Router (small)	Qty of routers		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Router (medium)	Qty of routers		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Router (large)	Qty of routers		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Router (extra large)	Qty of routers												
Switch (extra small)	Qty of routers												
Switch (small)	Qty of switches		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Switch (medium)	Qty of switches		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
Switch (large)	Qty of switches		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
UPS (extra small)	Qty of UPS												
UPS (small)	Qty of UPS												
UPS (medium)	Qty of UPS												
UPS (large)	Qty of UPS												
UPS (extra large)	Qty of UPS												
Vendor Solution Specific Resource Units (non-services only e.g., hardware, point to point circuits, MPLS) Include description in comments column													
Router (small)	Qty of routers	2	$ 161.15	$322.30	2	$ 161.15	$322.30	2	$ 161.15	$322.30	5	$ 161.15	$805.75
Router (medium)	Qty of routers	4	$ 354.39	$1,417.56	4	$ 354.39	$1,417.56	4	$ 354.39	$1,417.56	4	$ 354.39	$1,417.56
Router (large)	Qty of routers	2	$ 2,949.46	$5,898.92	2	$ 2,949.46	$5,898.92	2	$ 2,949.46	$5,898.92	2	$ 2,949.46	$5,898.92
Switch (small)	Qty of switches		$ 99.35	$0.00		$ 99.35	$0.00		$ 99.35	$0.00		$ 99.35	$0.00
Switch (medium)	Qty of switches		$ 352.88	$0.00	-	$ 352.88	$0.00	-	$ 352.88	$0.00		$ 352.88	$0.00
Switch (large)	Qty of switches	2	$ 1,421.72	$2,843.44	2	$ 1,421.72	$2,843.44	2	$ 1,421.72	$2,843.44	3	$ 1,421.72	$4,265.16
Firewalls	Qty of firewalls	2	$ 201.75	$403.50	2	$ 201.75	$403.50	2	$ 201.75	$403.50	2	$ 201.75	$403.50
UPS (small)	Qty of UPS	2	$ 37.07	$74.14	2	$ 37.07	$74.14	2	$ 37.07	$74.14	-	$ 37.07	$0.00
UPS (medium)	Qty of UPS	-	$ 33.48	$0.00	-	$ 33.48	$0.00	-	$ 33.48	$0.00		$ 33.48	$0.00
UPS (large)	Qty of UPS	2	$ 36.53	$73.06	2	$ 36.53	$73.06	2	$ 36.53	$73.06	6	$ 36.53	$219.18
UPS (extra large)	Qty of UPS		$ 41.67	$0.00		$ 41.67	$0.00		$ 41.67	$0.00		$ 41.67	$0.00
MONTHLY SERVICES FEES				$ 16,160			$ 16,160			$ 16,160			$ 18,137

		Jul-15			Aug-15			Sep-15			Oct-15			Nov-1	
		Year 2 (Month 5)			Year 2 (Month 6)			Year 2 (Month 7)			Year 2 (Month 8)			Year 2 (Mo	
Vendor Provided Services		Price Per Month			Price Per Month			Price Per Month			Price Per Month			Price Per M	
Resource Unit Category	Unit of Measure	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price
Management Services (including fees associated with Schedule 1 - Relationship Management)	Fixed	1	$ 5,127.29	$5,127.29	1	$ 5,127.29	$5,127.29	1	$ 5,127.29	$5,127.29	1	$ 5,127.29	$5,127.29	1	$ 5,127.29
Vendor Solution Specific Resource Units (services only e.g., large router management, small router management, small switch) Include description in comments column															
Router (small)	Qty of routers		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -
Router (medium)	Qty of routers		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -
Router (large)	Qty of routers		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -
Router (extra large)	Qty of routers														
Switch (extra small)	Qty of routers														
Switch (small)	Qty of switches		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -
Switch (medium)	Qty of switches		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -
Switch (large)	Qty of switches		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -
UPS (extra small)	Qty of UPS														
UPS (small)	Qty of UPS														
UPS (medium)	Qty of UPS														
UPS (large)	Qty of UPS														
UPS (extra large)	Qty of UPS														
Vendor Solution Specific Resource Units (non-services only e.g., hardware, point to point circuits, MPLS) Include description in comments column															
Router (small)	Qty of routers	5	$ 161.15	$805.75	5	$ 161.15	$805.75	5	$ 161.15	$805.75	5	$ 161.15	$805.75	5	$ 161.15
Router (medium)	Qty of routers	4	$ 354.39	$1,417.56	4	$ 354.39	$1,417.56	4	$ 354.39	$1,417.56	4	$ 354.39	$1,417.56	4	$ 354.39
Router (large)	Qty of routers	2	$ 2,949.46	$5,898.92	2	$ 2,949.46	$5,898.92	2	$ 2,949.46	$5,898.92	2	$ 2,949.46	$5,898.92	2	$ 2,949.46
Switch (small)	Qty of switches		$ 99.35	$0.00		$ 99.35	$0.00		$ 99.35	$0.00		$ 99.35	$0.00		$ 99.35
Switch (medium)	Qty of switches		$ 352.88	$0.00		$ 352.88	$0.00		$ 352.88	$0.00		$ 352.88	$0.00		$ 352.88
Switch (large)	Qty of switches	3	$ 1,421.72	$4,265.16	3	$ 1,421.72	$4,265.16	3	$ 1,421.72	$4,265.16	3	$ 1,421.72	$4,265.16	3	$ 1,421.72
Firewalls	Qty of firewalls	2	$ 201.75	$403.50	2	$ 201.75	$403.50	2	$ 201.75	$403.50	2	$ 201.75	$403.50	2	$ 201.75
UPS (small)	Qty of UPS	-	$ 37.07	$0.00	-	$ 37.07	$0.00	-	$ 37.07	$0.00	-	$ 37.07	$0.00	-	$ 37.07
UPS (medium)	Qty of UPS		$ 33.48	$0.00		$ 33.48	$0.00		$ 33.48	$0.00		$ 33.48	$0.00		$ 33.48
UPS (large)	Qty of UPS	6	$ 36.53	$219.18	6	$ 36.53	$219.18	6	$ 36.53	$219.18	6	$ 36.53	$219.18	6	$ 36.53
UPS (extra large)	Qty of UPS		$ 41.67	$0.00		$ 41.67	$0.00		$ 41.67	$0.00		$ 41.67	$0.00		$ 41.67
MONTHLY SERVICES FEES				$ 18,137			$ 18,137			$ 18,137			$ 18,137		

Pass-through Charges (Third-party provided products, services, and/or project expenses) Note: Provide a detailed list of items in each category as an attachment to this pricing sheet.

Pass-Through Description & Vendor	Unit of Measure	Mar-14 Monthly Total	Apr-14 Monthly Total	May-14 Monthly Total	Jun-14 Monthly Total	Jul-14 Monthly Total	Aug-14 Monthly Total	Sep-14 Monthly Total	Oct-14 Monthly Total	Nov-14 Monthly Total	Dec-14 Monthly Total	Jan-15 Monthly Total
Third Party Equipment Maintenance		$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
Third Party Software Maintenance		$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
Other (specify in Comments)		$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
Other (specify in Comments)		$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
Other (specify in Comments)		$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
Taxes												
Federal / National		$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
State / Provincial		$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
Local		$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
MONTHLY TOTAL PASS-THROUGH FEES		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
ANNUAL SERVICE AREA FEES		$ 91,257										

Pass-Through Description & Vendor	Unit of Measure	Feb-15 Monthly Total	3/1/2015 Monthly Total	4/1/2015 Monthly Total	5/1/2015 Monthly Total	6/1/2015 Monthly Total	Jul-15 Monthly Total	Aug-15 Monthly Total	Sep-15 Monthly Total	Oct-15 Monthly Total
Third Party Equipment Maintenance		$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
Third Party Software Maintenance		$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
Other (specify in Comments)		$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
Other (specify in Comments)		$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
Other (specify in Comments)		$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
Taxes										
Federal / National		$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
State / Provincial		$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
Local		$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
MONTHLY TOTAL PASS-THROUGH FEES		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
ANNUAL SERVICE AREA FEES			$ 211,713							

ONE TIME DATA NETWORK TRANSITION FEES (begins after contract signing)		
Resource Category (itemize all charges)	Cost Breakdown	Description of Services / Comments
Project Team / Management	$ 3,252.14	
Engineering		
Hardware		
Software		
Installation / build-out	$ 27,643.17	
Tools		
Tools Installation		
Testing	$ 1,626.07	
Training		
Other (specify)		
Other (specify)		
Other (specify)		
Other (specify)		
Other (specify)		
Other (specify)		
Shipping/Handling/Storage		
Customs Charges		
Third-party consulting and/or labor		
Taxes		
Federal / National		
State / Provincial		
Local	$ -	
TOTAL DATA NETWORK TRANSITION FEES	$ 32,521	

5	Dec-15			Jan-16			Feb-16			Mar-16		
nth 9)	Year 2 (Month 10)			Year 2 (Month 11)			Year 2 (Month 12)			Year 3 (Month 1)		
Month	Price Per Month			Price Per Month			Price Per Month			Price Per Month		
Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total
$5,127.29	1	$ 5,127.29	$5,127.29	1	$ 5,127.29	$5,127.29	1	$ 5,127.29	$5,127.29	1	$ 4,870.92	$4,870.92
$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		$ -	$0.00
$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
$805.75	5	$ 161.15	$805.75	5	$ 161.15	$805.75	5	$ 161.15	$805.75	-	$ 161.15	$0.00
$1,417.56	4	$ 354.39	$1,417.56	4	$ 354.39	$1,417.56	4	$ 354.39	$1,417.56	1	$ 354.39	$354.39
$5,898.92	2	$ 2,949.46	$5,898.92	2	$ 2,949.46	$5,898.92	2	$ 2,949.46	$5,898.92		$ 2,949.46	$0.00
$0.00		$ 99.35	$0.00		$ 99.35	$0.00		$ 99.35	$0.00	2	$ 99.35	$198.70
$0.00		$ 352.88	$0.00		$ 352.88	$0.00		$ 352.88	$0.00	3	$ 352.88	$1,058.64
$4,265.16	3	$ 1,421.72	$4,265.16	3	$ 1,421.72	$4,265.16	3	$ 1,421.72	$4,265.16	6	$ 1,421.72	$8,530.32
$403.50	2	$ 201.75	$403.50	2	$ 201.75	$403.50	2	$ 201.75	$403.50	7	$ 201.75	$1,412.25
$0.00	-	$ 37.07	$0.00	-	$ 37.07	$0.00	-	$ 37.07	$0.00	4	$ 37.07	$148.28
$0.00		$ 33.48	$0.00		$ 33.48	$0.00		$ 33.48	$0.00	3	$ 33.48	$100.44
$219.18	6	$ 36.53	$219.18	6	$ 36.53	$219.18	6	$ 36.53	$219.18	6	$ 36.53	$219.18
$0.00		$ 41.67	$0.00		$ 41.67	$0.00		$ 41.67	$0.00		$ 41.67	$0.00
$ 18,137			$ 18,137			$ 18,137			$ 18,137			$ 16,893

Apr-16			May-16			Jun-16			Jul-16			Aug-16		
Year 3 (Month 2)			Year 3 (Month 3)			Year 3 (Month 4)			Year 3 (Month 5)			Year 3 (Month 6)		
Price Per Month			Price Per Month			Price Per Month			Price Per Month			Price Per Month		
Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total
1	$ 4,870.92	$4,870.92	1	$ 4,870.92	$4,870.92	1	$ 4,870.92	$4,870.92	1	$ 4,870.92	$4,870.92	1	$ 4,870.92	$4,870.92
	$ -	$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		$ -	$0.00
	$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
	$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
-	$ 161.15	$0.00	-	$ 210.65	$0.00	-	$ 210.65	$0.00	-	$ 210.65	$0.00	-	$ 210.65	$0.00
1	$ 354.39	$354.39	1	$ 368.94	$368.94	1	$ 368.94	$368.94	1	$ 368.94	$368.94	1	$ 368.94	$368.94
	$ 2,949.46	$0.00		$ 2,988.23	$0.00		$ 2,988.23	$0.00		$ 2,988.23	$0.00		$ 2,988.23	$0.00
2	$ 99.35	$198.70	2	$ 124.54	$249.08	2	$ 124.54	$249.08	2	$ 124.54	$249.08	2	$ 124.54	$249.08
3	$ 352.88	$1,058.64	3	$ 355.02	$1,065.06	3	$ 355.02	$1,065.06	3	$ 355.02	$1,065.06	3	$ 355.02	$1,065.06
6	$ 1,421.72	$8,530.32	6	$ 1,481.65	$8,889.90	6	$ 1,481.65	$8,889.90	6	$ 1,481.65	$8,889.90	6	$ 1,481.65	$8,889.90
7	$ 201.75	$1,412.25	7	$ 232.12	$1,624.84	7	$ 232.12	$1,624.84	7	$ 232.12	$1,624.84	7	$ 232.12	$1,624.84
4	$ 37.07	$148.28	4	$ 69.55	$278.20	4	$ 69.55	$278.20	4	$ 69.55	$278.20	4	$ 69.55	$278.20
3	$ 33.48	$100.44	3	$ 85.78	$257.34	3	$ 85.78	$257.34	3	$ 85.78	$257.34	3	$ 85.78	$257.34
6	$ 36.53	$219.18	6	$ 94.21	$565.26	6	$ 94.21	$565.26	6	$ 94.21	$565.26	6	$ 94.21	$565.26
	$ 41.67	$0.00		$ 109.46	$0.00		$ 109.46	$0.00		$ 109.46	$0.00		$ 109.46	$0.00
		$ 16,893			$ 18,170			$ 18,170			$ 18,170			$ 18,170

Sep-16			Oct-16			Nov-16			Dec-16			Jan-17		
Year 3 (Month 7)			Year 3 (Month 8)			Year 3 (Month 9)			Year 3 (Month 10)			Year 3 (Month 11)		
Price Per Month			Price Per Month			Price Per Month			Price Per Month			Price Per Month		
Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total
1	$ 4,870.92	$4,870.92	1	$ 4,870.92	$4,870.92	1	$ 4,870.92	$4,870.92	1	$ 4,870.92	$4,870.92	1	$ 4,870.92	$4,870.92
	$ -	$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		$ -	$0.00
	$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
	$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00		$ -	$0.00
-	$ 210.65	$0.00	-	$ 210.65	$0.00	-	$ 210.65	$0.00	-	$ 210.65	$0.00	-	$ 210.65	$0.00
1	$ 368.94	$368.94	1	$ 368.94	$368.94	1	$ 368.94	$368.94	1	$ 368.94	$368.94	1	$ 368.94	$368.94
	$ 2,988.23	$0.00		$ 2,988.23	$0.00		$ 2,988.23	$0.00		$ 2,988.23	$0.00		$ 2,988.23	$0.00
2	$ 124.54	$249.08	2	$ 124.54	$249.08	2	$ 124.54	$249.08	2	$ 124.54	$249.08	2	$ 124.54	$249.08
3	$ 355.02	$1,065.06	3	$ 355.02	$1,065.06	3	$ 355.02	$1,065.06	3	$ 355.02	$1,065.06	3	$ 355.02	$1,065.06
6	$ 1,481.65	$8,889.90	6	$ 1,481.65	$8,889.90	6	$ 1,481.65	$8,889.90	6	$ 1,481.65	$8,889.90	6	$ 1,481.65	$8,889.90
7	$ 232.12	$1,624.84	7	$ 232.12	$1,624.84	7	$ 232.12	$1,624.84	7	$ 232.12	$1,624.84	7	$ 232.12	$1,624.84
4	$ 69.55	$278.20	4	$ 69.55	$278.20	4	$ 69.55	$278.20	4	$ 69.55	$278.20	4	$ 69.55	$278.20
3	$ 85.78	$257.34	3	$ 85.78	$257.34	3	$ 85.78	$257.34	3	$ 85.78	$257.34	3	$ 85.78	$257.34
6	$ 94.21	$565.26	6	$ 94.21	$565.26	6	$ 94.21	$565.26	6	$ 94.21	$565.26	6	$ 94.21	$565.26
	$ 109.46	$0.00		$ 109.46	$0.00		$ 109.46	$0.00		$ 109.46	$0.00		$ 109.46	$0.00
		$ 18,170			$ 18,170			$ 18,170			$ 18,170			$ 18,170

Feb-17			3/1/2017 - 02/28/2018			3/1/2018 - 02/28/2019		
Year 3 (Month 12)			Year 4 (Month 1-12)			Year 5 (Month 1-12)		
Price Per Month			Price Per Month			Price Per Month		
Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total
1	$ 4,870.92	$4,870.92	1	$ 20,820.66	$20,820.66	1	$ 12,203.87	$12,203.87
	$ -	$0.00		$ 331.08	$0.00		$ 331.08	$0.00
	$ -	$0.00	4	$ 358.66	$1,434.64	7	$ 358.66	$2,510.62
	$ -	$0.00		$ 482.82	$0.00		$ 482.82	$0.00
				$ 519.28	$0.00		$ 519.28	$0.00
			4	$ 129.35	$517.40	8	$ 122.88	$983.04
	$ -	$0.00		$ 215.15	$0.00		$ 215.15	$0.00
	$ -	$0.00	35	$ 279.69	$9,789.15	70	$ 279.69	$19,578.30
	$ -	$0.00	3	$ 396.06	$1,188.18	6	$ 396.06	$2,376.36
			5	$ 5.80	$29.00	9	$ 5.80	$52.20
			12	$ 5.80	$69.60	23	$ 5.80	$133.40
			6	$ 5.80	$34.80	12	$ 5.80	$69.60
			2	$ 5.80	$11.60	5	$ 5.80	$29.00
				$ 5.80	$0.00		$ 5.80	$0.00
-	$ 210.65	$0.00		$ 210.65	$0.00		$ 210.65	$0.00
1	$ 368.94	$368.94	1	$ 368.94	$368.94	12	$ 368.94	$4,427.28
	$ 2,988.23	$0.00	1	$ 2,988.23	$2,988.23	1	$ 2,988.23	$2,988.23
2	$ 124.54	$249.08	2	$ 124.54	$249.08	2	$ 124.54	$249.08
3	$ 355.02	$1,065.06	3	$ 355.02	$1,065.06	131	$ 355.02	$46,507.62
6	$ 1,481.65	$8,889.90	6	$ 1,481.65	$8,889.90	17	$ 1,481.65	$25,188.05
7	$ 232.12	$1,624.84	7	$ 232.12	$1,624.84	7	$ 232.12	$1,624.84
4	$ 69.55	$278.20	4	$ 69.55	$278.20	56	$ 69.55	$3,894.80
3	$ 85.78	$257.34	3	$ 85.78	$257.34	16	$ 85.78	$1,372.48
6	$ 94.21	$565.26	6	$ 94.21	$565.26	18	$ 94.21	$1,695.78
	$ 109.46	$0.00		$ 109.46	$0.00		$ 109.46	$0.00
		$ 18,170			$ 50,182			$ 125,885

Year 6 (Month 1-12)			Year 7 (Month 1-12)			
Price Per Month			Price Per Month			
Baseline Quantity	Monthly Unit Price	Monthly Total	Baseline Quantity	Monthly Unit Price	Monthly Total	Description/Comments
1	$ 12,203.87	$12,203.87	1	$ 12,203.87	$12,203.87	
	$ 331.08	$0.00		$ 331.08	$0.00	
7	$ 358.66	$2,510.62	7	$ 358.66	$2,510.62	
	$ 482.82	$0.00		$ 482.82	$0.00	
	$ 519.28	$0.00		$ 519.28	$0.00	
8	$ 122.88	$983.04	8	$ 122.88	$983.04	
	$ 215.15	$0.00		$ 215.15	$0.00	
70	$ 279.69	$19,578.30	70	$ 279.69	$19,578.30	
6	$ 396.06	$2,376.36	6	$ 396.06	$2,376.36	
9	$ 5.80	$52.20	9	$ 5.80	$52.20	
23	$ 5.80	$133.40	23	$ 5.80	$133.40	
12	$ 5.80	$69.60	12	$ 5.80	$69.60	
5	$ 5.80	$29.00	5	$ 5.80	$29.00	
	$ 5.80	$0.00		$ 5.80	$0.00	
		$0.00			$0.00	Capital and Maintenance
		$0.00			$0.00	Capital and Maintenance
		$0.00			$0.00	
		$0.00			$0.00	Capital and Maintenance
		$0.00			$0.00	Capital and Maintenance
		$0.00			$0.00	Capital and Maintenance
		$0.00			$0.00	Capital and Maintenance
		$0.00			$0.00	Capital and Maintenance
		$0.00			$0.00	Capital and Maintenance
		$0.00			$0.00	Capital and Maintenance
		$0.00			$0.00	Capital and Maintenance
		$ 37,936			$ 37,936	

Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Monthly Total	Description/Comments
$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	$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	$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	$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	$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	$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	$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	$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	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	
$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	
				$ 215,486												$ 602,184	$ 1,510,620	$ 455,232	$ 455,232	

Appendix 3.1 to Schedule :	
Service Recipient:	County of Orange
Vendor Name:	Atos - Scope 2

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Vendor Provided Services		Mar-14 Year 1 (Month 1) Price Per Month			Apr-14 Year 1 (Month 2) Price Per Month			May-14 Year 1 (Month 3) Price Per Month		
Resource Category	Unit of Measure	Baseline Quantity	Monthly Unit Cost	Monthly Total	Baseline Quantity	Monthly Unit Cost	Monthly Total	Baseline Quantity	Monthly Unit Cost	Monthly Total
Management Services (including fees associated with Schedule 1 - Relationship Management)	Fixed	1	$ 42,849.62	$42,849.62	1	$ 42,849.62	$42,849.62	1	$ 42,849.62	$42,849.62
County Legacy Services Resource Units (vendor services only)										
Managed Legacy Voice Circuits	# Carrier Circuits	30	$ 11.25	$337.50	30	$ 11.25	$337.50	30	$ 11.25	$337.50
IP-PBX	Qty of IP-PBXs	3	$ 4,217.01	$12,651.03	3	$ 4,217.01	$12,651.03	3	$ 4,217.01	$12,651.03
Key Systems	Qty of Key Systems	9	$ 1,210.10	$10,890.90	9	$ 1,210.10	$10,890.90	9	$ 1,210.10	$10,890.90
Digital PBX Handsets	Qty of PBX handsets	1,682	$ 8.22	$13,826.04	1,682	$ 8.22	$13,826.04	1,682	$ 8.22	$13,826.04
Analog PBX Handsets	Qty of PBX handsets	1,959	$ 8.22	$16,102.98	1,959	$ 8.22	$16,102.98	1,959	$ 8.22	$16,102.98
IP-PBX Handsets	Qty of IP-PBX handsets	245	$ 8.22	$2,013.90	245	$ 8.22	$2,013.90	245	$ 8.22	$2,013.90
Key Systems Handsets	Qty of Key Systems	294	$ 8.22	$2,416.68	294	$ 8.22	$2,416.68	294	$ 8.22	$2,416.68
Voice Mail Systems (Call Pilot) 2.5 - Includes support of 461 Call Pilot applications	Qty of Users	2,819	$ 4.12	$11,614.28	2,819	$ 4.12	$11,614.28	2,819	$ 4.12	$11,614.28
Voice Mail System (Call Pilot) - Call Pilot Desk Top Messaging Users	Qty of Users	20	$ 4.12	$82.40	20	$ 4.12	$82.40	20	$ 4.12	$82.40
Voice Mail System (Meridian Mail)	Qty of Users	36	$ 4.12	$148.32	36	$ 4.12	$148.32	36	$ 4.12	$148.32
Faxes	Qty of devices	73	$ 4.95	$361.35	73	$ 4.95	$361.35	73	$ 4.95	$361.35
TTY (Text Telephone)	Qty of devices	3	$ 4.95	$14.85	3	$ 4.95	$14.85	3	$ 4.95	$14.85
Modems	Qty of devices	26	$ 4.95	$128.70	26	$ 4.95	$128.70	26	$ 4.95	$128.70
Soft IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	125			125			125		
Hard IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)	Qty of Monthly IMACs	42			42			42		
Vendor Solution Specific Services Resource Units (services only e.g., VOIP Handset Management)										
Cisco 7841 IP Phone	Qty of IP-PBX handsets			$0.00			$0.00			$0.00
Cisco 6901 IP Phone	Qty of IP-PBX handsets			$0.00			$0.00			$0.00
Cisco 8831 IP Phone	Qty of IP-PBX handsets			$0.00			$0.00			$0.00
Cisco 8851 IP Phones	Qty of IP-PBX handsets			$0.00			$0.00			$0.00
Cisco 8861 IP Phones	Qty of IP-PBX handsets			$0.00			$0.00			$0.00
VOIP Voice Mail Management	Qty of Voicemail			$0.00			$0.00			$0.00
Analog Ports	Qty of Softphone			$0.00			$0.00			$0.00
Replcement of Polycoms - Cisco 8831	Fixed			$0.00			$0.00			$0.00
SRST Rounters (Small)	Fixed			$0.00			$0.00			$0.00
SRST Rounters (Medium)	Fixed			$0.00			$0.00			$0.00
SRST Rounters (Large)	Qty of License			$0.00			$0.00			$0.00
SRST Rounters (Extra Large)	Qty of devices									
Vendor Solution Specific Resource Units (non-services only e.g., Hardware, Software, SIP Trunks, VOIP Handsets) Include description in comments column										
Voicemail System	Qty of Mailboxes		$ -	$0.00		$ -	$0.00		$ -	$0.00
Public Defender Voicemail System	Qty of Systems	1	$ 76.19	$76.19	1	$ 76.19	$76.19	1	$ 76.19	$76.19
Cisco 6901 IP Phone	Qty of IP-PBX handsets									
Cisco 7841 IP Phone	Qty of IP-PBX handsets	-	$ 3.56	$0.00	-	$ 3.56	$0.00	-	$ 3.56	$0.00
Cisco 8831 IP Phone	Qty of IP-PBX handsets	-	$ 6.21	$0.00	-	$ 6.21	$0.00	-	$ 6.21	$0.00
Cisco 8851 IP Phones	Qty of IP-PBX handsets		$ -	$0.00		$ -	$0.00		$ -	$0.00
Cisco 8851 IP Phones (Expansion Module)	Qty of IP-PBX handsets									
Softphone	Qty of Softphone	-	$ 2.08	$0.00	-	$ 2.08	$0.00	-	$ 2.08	$0.00
Analog Ports	Qty of devices	-	$ 9.16	$0.00	-	$ 9.16	$0.00	-	$ 9.16	$0.00
Replacement of Polycoms - Cisco 8831 IP Conference Phone (Rep	Qty of devices	0	$ 14.26	$0.00	0	$ 14.26	$0.00	0	$ 14.26	$0.00
Cisco HCS - Essential (analog)	Port	-	$ 4.27	$0.00	-	$ 4.27	$0.00	-	$ 4.27	$0.00
Cisco HCS - Foundation+	License	-	$ 6.28	$0.00	-	$ 6.28	$0.00	-	$ 6.28	$0.00
Contact Center Premium Licenses	Qty of Licenses		$ 40.12	$0.00		$ 40.12	$0.00		$ 40.12	$0.00
Contact Center Premium Platform	Qty of Platforms			$0.00			$0.00			$0.00
SRST Routers (Small)	(specify units)			$0.00			$0.00			$0.00
SRST Routers (Medium)	(specify units)			$0.00			$0.00			$0.00
SRST Routers (Large)	(specify units)			$0.00			$0.00			$0.00
SRST Routers (Extra - Large)	(specify units)			$0.00			$0.00			$0.00
Local 911 1FB	(specify units)			$0.00			$0.00			$0.00
SIP Trunks (Public Defender)	Qty of Trunks									
SIP Trunks	(specify units)			$0.00			$0.00			$0.00
MONTHLY FEE FOR VENDOR SERVICES				$ 113,515			$ 113,515			$ 113,515

Vendor Provided Services	Jun-14 Year 1 (Month 4) Price Per Month			Jul-14 Year 1 (Month 5) Price Per Month			Aug-14 Year 1 (Month 6) Price Per Month		
Resource Category	Baseline Quantity	Monthly Unit Cost	Monthly Total	Baseline Quantity	Monthly Unit Cost	Monthly Total	Baseline Quantity	Monthly Unit Cost	Monthly Total
Management Services (including fees associated with Schedule 1 - Relationship Management)	1	$ 42,849.62	$42,849.62	1	$ 42,849.62	$42,849.62	1	$ 42,849.62	$42,849.62
County Legacy Services Resource Units (vendor services only)									
Managed Legacy Voice Circuits	30	$ 11.25	$337.50	210	$ 10.93	$2,295.30	210	$ 10.93	$2,295.30
IP-PBX	3	$ 4,217.01	$12,651.03	2	$ 5,482.11	$10,964.22	2	$ 5,482.11	$10,964.22
Key Systems	9	$ 1,210.10	$10,890.90	7	$ 1,521.27	$10,648.89	7	$ 1,521.27	$10,648.89
Digital PBX Handsets	1,682	$ 8.22	$13,826.04	2,618	$ 7.16	$18,744.88	2,618	$ 7.16	$18,744.88
Analog PBX Handsets	1,959	$ 8.22	$16,102.98	602	$ 13.57	$8,169.14	602	$ 13.57	$8,169.14
IP-PBX Handsets	245	$ 8.22	$2,013.90	141	$ 11.08	$1,562.28	141	$ 11.08	$1,562.28
Key Systems Handsets	294	$ 8.22	$2,416.68	216	$ 10.46	$2,259.36	216	$ 10.46	$2,259.36
Voice Mail Systems (Call Pilot) 2.5 - Includes support of 461 Call Pilot applications	2,818	$ 4.12	$11,610.18	0	$ 4.12	$0.00	0	$ 4.12	$0.00
Voice Mail System (Call Pilot) - Call Pilot Desk Top Messaging Users	20	$ 4.12	$82.40	0	$ 4.12	$0.00	0	$ 4.12	$0.00
Voice Mail System (Meridian Mail)	36	$ 4.12	$148.32	0	$ 4.12	$0.00	0	$ 4.12	$0.00
Faxes	73	$ 4.95	$361.35	187	$ 4.56	$852.72	187	$ 4.56	$852.72
TTY (Text Telephone)	3	$ 4.95	$14.85	7	$ 4.53	$31.71	7	$ 4.53	$31.71
Modems	26	$ 4.95	$128.70	41	$ 4.32	$177.12	41	$ 4.32	$177.12
Soft IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)	125			-			-		
Hard IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)	42			-			-		
Vendor Solution Specific Services Resource Units (services only e.g., VOIP Handset Management)									
Cisco 7841 IP Phone			$0.00			$0.00			$0.00
Cisco 6901 IP Phone			$0.00			$0.00			$0.00
Cisco 8831 IP Phone			$0.00			$0.00			$0.00
Cisco 8851 IP Phones			$0.00			$0.00			$0.00
Cisco 8861 IP Phones			$0.00			$0.00			$0.00
VOIP Voice Mail Management			$0.00			$0.00			$0.00
Analog Ports			$0.00			$0.00			$0.00
Replcement of Polycoms - Cisco 8831			$0.00			$0.00			$0.00
SRST Rounters (Small)			$0.00			$0.00			$0.00
SRST Rounters (Medium)			$0.00			$0.00			$0.00
SRST Rounters (Large)			$0.00			$0.00			$0.00
SRST Rounters (Extra Large)									
Vendor Solution Specific Resource Units (non-services only e.g., Hardware, Software, SIP Trunks, VOIP Handsets) Include description in comments column									
Voicemail System		$ -	$0.00		$ -	$0.00		$ -	$0.00
Public Defender Voicemail System	1	$ 76.19	$76.19	-	$ 76.19	$0.00	-	$ 76.19	$0.00
Cisco 6901 IP Phone			$0.00	-		$0.00	-		$0.00
Cisco 7841 IP Phone	1	$ 3.56	$3.56	-	$ 3.56	$0.00	-	$ 3.56	$0.00
Cisco 8831 IP Phone	-	$ 6.21	$0.00	-	$ 6.21	$0.00	-	$ 6.21	$0.00
Cisco 8851 IP Phones		$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00
Cisco 8851 IP Phones (Expansion Module)			$0.00			$0.00			$0.00
Softphone	-	$ 2.08	$0.00	-	$ 2.08	$0.00	-	$ 2.08	$0.00
Analog Ports	-	$ 9.16	$0.00	-	$ 9.16	$0.00	-	$ 9.16	$0.00
Replacement of Polycoms - Cisco 8831 IP Conference Phone (Rep	0	$ 14.26	$0.00		$ 14.26	$0.00		$ 14.26	$0.00
Cisco HCS - Essential (analog)	-	$ 4.27	$0.00	-	$ 4.27	$0.00	-	$ 4.27	$0.00
Cisco HCS - Foundation+	1	$ 6.28	$6.28	-	$ 6.28	$0.00	-	$ 6.28	$0.00
Contact Center Premium Licenses		$ 40.12	$0.00		$ 40.12	$0.00		$ 40.12	$0.00
Contact Center Premium Platform			$0.00			$0.00			$0.00
SRST Routers (Small)			$0.00			$0.00			$0.00
SRST Routers (Medium)			$0.00			$0.00			$0.00
SRST Routers (Large)			$0.00			$0.00			$0.00
SRST Routers (Extra - Large)			$0.00			$0.00			$0.00
Local 911 1FB			$0.00			$0.00			$0.00
SIP Trunks (Public Defender)									
SIP Trunks			$0.00			$0.00			$0.00
MONTHLY FEE FOR VENDOR SERVICES			$ 113,520			$ 98,555			$ 98,555

Vendor Provided Services	Sep-14 Year 1 (Month 7) Price Per Month			Oct-14 Year 1 (Month 8) Price Per Month			Nov-14 Year 1 (Month 9) Price Per Month		
Resource Category	Baseline Quantity	Monthly Unit Cost	Monthly Total	Baseline Quantity	Monthly Unit Cost	Monthly Total	Baseline Quantity	Monthly Unit Cost	Monthly Total
Management Services (including fees associated with Schedule 1 - Relationship Management)	1	$ 42,849.62	$42,849.62	1	$ 42,849.62	$42,849.62	1	$ 42,849.62	$42,849.62
County Legacy Services Resource Units (vendor services only)									
Managed Legacy Voice Circuits	210	$ 10.93	$2,295.30	210	$ 10.93	$2,295.30	210	$ 10.93	$2,295.30
IP-PBX	2	$ 5,482.11	$10,964.22	2	$ 5,482.11	$10,964.22	2	$ 5,482.11	$10,964.22
Key Systems	7	$ 1,521.27	$10,648.89	7	$ 1,521.27	$10,648.89	7	$ 1,521.27	$10,648.89
Digital PBX Handsets	2,618	$ 7.16	$18,744.88	2,618	$ 7.16	$18,744.88	2,618	$ 7.16	$18,744.88
Analog PBX Handsets	602	$ 13.57	$8,169.14	602	$ 13.57	$8,169.14	602	$ 13.57	$8,169.14
IP-PBX Handsets	141	$ 11.08	$1,562.28	141	$ 11.08	$1,562.28	141	$ 11.08	$1,562.28
Key Systems Handsets	216	$ 10.46	$2,259.36	216	$ 10.46	$2,259.36	216	$ 10.46	$2,259.36
Voice Mail Systems (Call Pilot) 2.5 - Includes support of 461 Call Pilot applications	0	$ 4.12	$0.00	0	$ 4.12	$0.00	0	$ 4.12	$0.00
Voice Mail System (Call Pilot) - Call Pilot Desk Top Messaging Users	0	$ 4.12	$0.00	0	$ 4.12	$0.00	0	$ 4.12	$0.00
Voice Mail System (Meridian Mail)	0	$ 4.12	$0.00	0	$ 4.12	$0.00	0	$ 4.12	$0.00
Faxes	187	$ 4.56	$852.72	187	$ 4.56	$852.72	187	$ 4.56	$852.72
TTY (Text Telephone)	7	$ 4.53	$31.71	7	$ 4.53	$31.71	7	$ 4.53	$31.71
Modems	41	$ 4.32	$177.12	41	$ 4.32	$177.12	41	$ 4.32	$177.12
Soft IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)	-			-			-		
Hard IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)	-			-			-		
Vendor Solution Specific Services Resource Units (services only e.g., VOIP Handset Management)									
Cisco 7841 IP Phone			$0.00			$0.00			$0.00
Cisco 6901 IP Phone			$0.00			$0.00			$0.00
Cisco 8831 IP Phone			$0.00			$0.00			$0.00
Cisco 8851 IP Phones			$0.00			$0.00			$0.00
Cisco 8861 IP Phones			$0.00			$0.00			$0.00
VOIP Voice Mail Management			$0.00			$0.00			$0.00
Analog Ports			$0.00			$0.00			$0.00
Replcement of Polycoms - Cisco 8831			$0.00			$0.00			$0.00
SRST Rounters (Small)			$0.00			$0.00			$0.00
SRST Rounters (Medium)			$0.00			$0.00			$0.00
SRST Rounters (Large)			$0.00			$0.00			$0.00
SRST Rounters (Extra Large)									
Vendor Solution Specific Resource Units (non-services only e.g., Hardware, Software, SIP Trunks, VOIP Handsets) Include description in comments column									
Voicemail System		$ -	$0.00		$ -	$0.00		$ -	$0.00
Public Defender Voicemail System	-	$ 76.19	$0.00	-	$ 76.19	$0.00	-	$ 76.19	$0.00
Cisco 6901 IP Phone	-		$0.00	-		$0.00	-		$0.00
Cisco 7841 IP Phone	-	$ 3.56	$0.00	-	$ 3.56	$0.00	-	$ 3.56	$0.00
Cisco 8831 IP Phone	-	$ 6.21	$0.00	-	$ 6.21	$0.00	-	$ 6.21	$0.00
Cisco 8851 IP Phones	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00
Cisco 8851 IP Phones (Expansion Module)			$0.00			$0.00			$0.00
Softphone	-	$ 2.08	$0.00	-	$ 2.08	$0.00	-	$ 2.08	$0.00
Analog Ports	-	$ 9.16	$0.00	-	$ 9.16	$0.00	-	$ 9.16	$0.00
Replacement of Polycoms - Cisco 8831 IP Conference Phone (Rep		$ 14.26	$0.00		$ 14.26	$0.00		$ 14.26	$0.00
Cisco HCS - Essential (analog)	-	$ 4.27	$0.00	-	$ 4.27	$0.00	-	$ 4.27	$0.00
Cisco HCS - Foundation+	-	$ 6.28	$0.00	-	$ 6.28	$0.00	-	$ 6.28	$0.00
Contact Center Premium Licenses		$ 40.12	$0.00		$ 40.12	$0.00		$ 40.12	$0.00
Contact Center Premium Platform			$0.00			$0.00			$0.00
SRST Routers (Small)			$0.00			$0.00			$0.00
SRST Routers (Medium)			$0.00			$0.00			$0.00
SRST Routers (Large)			$0.00			$0.00			$0.00
SRST Routers (Extra - Large)			$0.00			$0.00			$0.00
Local 911 1FB			$0.00			$0.00			$0.00
SIP Trunks (Public Defender)									
SIP Trunks			$0.00			$0.00			$0.00
MONTHLY FEE FOR VENDOR SERVICES			$ 98,555			$ 98,555			$ 98,555

Vendor Provided Services	Dec-14 Year 1 (Month 10) Price Per Month			Jan-15 Year 1 (Month 11) Price Per Month			Feb-15 Year 1 (Month 12) Price Per Month		
Resource Category	Baseline Quantity	Monthly Unit Cost	Monthly Total	Baseline Quantity	Monthly Unit Cost	Monthly Total	Baseline Quantity	Monthly Unit Cost	Monthly Total
Management Services (including fees associated with Schedule 1 - Relationship Management)	1	$ 42,849.62	$42,849.62	1	$ 42,849.62	$42,849.62	1	$ 42,849.62	$42,849.62
County Legacy Services Resource Units (vendor services only)									
Managed Legacy Voice Circuits	210	$ 10.93	$2,295.30	210	$ 10.93	$2,295.30	210	$ 10.93	$2,295.30
IP-PBX	2	$ 5,482.11	$10,964.22	2	$ 5,482.11	$10,964.22	2	$ 5,482.11	$10,964.22
Key Systems	7	$ 1,521.27	$10,648.89	7	$ 1,521.27	$10,648.89	7	$ 1,521.27	$10,648.89
Digital PBX Handsets	2,618	$ 7.16	$18,744.88	2,618	$ 7.16	$18,744.88	2,618	$ 7.16	$18,744.88
Analog PBX Handsets	602	$ 13.57	$8,169.14	602	$ 13.57	$8,169.14	602	$ 13.57	$8,169.14
IP-PBX Handsets	141	$ 11.08	$1,562.28	141	$ 11.08	$1,562.28	141	$ 11.08	$1,562.28
Key Systems Handsets	216	$ 10.46	$2,259.36	216	$ 10.46	$2,259.36	216	$ 10.46	$2,259.36
Voice Mail Systems (Call Pilot) 2.5 - Includes support of 461 Call Pilot applications	0	$ 4.12	$0.00	0	$ 4.12	$0.00	0	$ 4.12	$0.00
Voice Mail System (Call Pilot) - Call Pilot Desk Top Messaging Users	0	$ 4.12	$0.00	0	$ 4.12	$0.00	0	$ 4.12	$0.00
Voice Mail System (Meridian Mail)	0	$ 4.12	$0.00	0	$ 4.12	$0.00	0	$ 4.12	$0.00
Faxes	187	$ 4.56	$852.72	187	$ 4.56	$852.72	187	$ 4.56	$852.72
TTY (Text Telephone)	7	$ 4.53	$31.71	7	$ 4.53	$31.71	7	$ 4.53	$31.71
Modems	41	$ 4.32	$177.12	41	$ 4.32	$177.12	41	$ 4.32	$177.12
Soft IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)	-			-			-		
Hard IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)	-			-			-		
Vendor Solution Specific Services Resource Units (services only e.g., VOIP Handset Management)									
Cisco 7841 IP Phone			$0.00			$0.00			$0.00
Cisco 6901 IP Phone			$0.00			$0.00			$0.00
Cisco 8831 IP Phone			$0.00			$0.00			$0.00
Cisco 8851 IP Phones			$0.00			$0.00			$0.00
Cisco 8861 IP Phones			$0.00			$0.00			$0.00
VOIP Voice Mail Management			$0.00			$0.00			$0.00
Analog Ports			$0.00			$0.00			$0.00
Replcement of Polycoms - Cisco 8831			$0.00			$0.00			$0.00
SRST Rounters (Small)			$0.00			$0.00			$0.00
SRST Rounters (Medium)			$0.00			$0.00			$0.00
SRST Rounters (Large)			$0.00			$0.00			$0.00
SRST Rounters (Extra Large)									
Vendor Solution Specific Resource Units (non-services only e.g., Hardware, Software, SIP Trunks, VOIP Handsets) Include description in comments column									
Voicemail System		$ -	$0.00		$ -	$0.00		$ -	$0.00
Public Defender Voicemail System	-	$ 76.19	$0.00	-	$ 76.19	$0.00	-	$ 76.19	$0.00
Cisco 6901 IP Phone	-		$0.00	-		$0.00	-		$0.00
Cisco 7841 IP Phone	-	$ 3.56	$0.00	-	$ 3.56	$0.00	-	$ 3.56	$0.00
Cisco 8831 IP Phone	-	$ 6.21	$0.00	-	$ 6.21	$0.00	-	$ 6.21	$0.00
Cisco 8851 IP Phones	-	$ -	$0.00	-	$ -	$0.00	-	$ -	$0.00
Cisco 8851 IP Phones (Expansion Module)			$0.00			$0.00			$0.00
Softphone	-	$ 2.08	$0.00	-	$ 2.08	$0.00	-	$ 2.08	$0.00
Analog Ports	-	$ 9.16	$0.00	-	$ 9.16	$0.00	-	$ 9.16	$0.00
Replacement of Polycoms - Cisco 8831 IP Conference Phone (Rep		$ 14.26	$0.00		$ 14.26	$0.00		$ 14.26	$0.00
Cisco HCS - Essential (analog)	-	$ 4.27	$0.00	-	$ 4.27	$0.00	-	$ 4.27	$0.00
Cisco HCS - Foundation+	-	$ 6.28	$0.00	-	$ 6.28	$0.00	-	$ 6.28	$0.00
Contact Center Premium Licenses		$ 40.12	$0.00		$ 40.12	$0.00		$ 40.12	$0.00
Contact Center Premium Platform			$0.00			$0.00			$0.00
SRST Routers (Small)			$0.00			$0.00			$0.00
SRST Routers (Medium)			$0.00			$0.00			$0.00
SRST Routers (Large)			$0.00			$0.00			$0.00
SRST Routers (Extra - Large)			$0.00			$0.00			$0.00
Local 911 1FB			$0.00			$0.00			$0.00
SIP Trunks (Public Defender)									
SIP Trunks			$0.00			$0.00			$0.00
MONTHLY FEE FOR VENDOR SERVICES			$ 98,555			$ 98,555			$ 98,555

Vendor Provided Services	3/1/2015 (Updated with March Actual) Year 2 (Month 1) Price Per Month			4/1/2015 (Updated with April Actual) Year 2 (Month 2) Price Per Month			5/1/2015 (Updated with May Actual) Year 2 (Month 3) Price Per Month		
Resource Category	Baseline Quantity	Monthly Unit Cost	Monthly Total	Baseline Quantity	Monthly Unit Cost	Monthly Total	Baseline Quantity	Monthly Unit Cost	Monthly Total
Management Services (including fees associated with Schedule 1 - Relationship Management)	1	$ 41,992.63	$41,992.63	1	$ 41,992.63	$41,992.63	1	$ 41,992.63	$41,992.63
County Legacy Services Resource Units (vendor services only)									
Managed Legacy Voice Circuits	217	$ 10.93	$2,371.81	195	$ 10.93	$2,131.35	195	$ 10.93	$2,131.35
IP-PBX	2	$ 5,482.11	$10,964.22	2	$ 5,482.11	$10,964.22	2	$ 5,482.11	$10,964.22
Key Systems	9	$ 1,521.27	$13,691.43	9	$ 1,521.27	$13,691.43	9	$ 1,521.27	$13,691.43
Digital PBX Handsets	2,833	$ 7.16	$20,284.28	2,751	$ 7.16	$19,697.16	2,673	$ 7.16	$19,138.68
Analog PBX Handsets	606	$ 13.57	$8,223.42	618	$ 13.57	$8,386.26	619	$ 13.57	$8,399.83
IP-PBX Handsets	34	$ 11.08	$376.72	122	$ 11.08	$1,351.76	122	$ 11.08	$1,351.76
Key Systems Handsets	324	$ 10.46	$3,389.04	297	$ 10.46	$3,106.62	297	$ 10.46	$3,106.62
Voice Mail Systems (Call Pilot) 2.5 - Includes support of 461 Call Pilot applications	0	$ 4.12	$0.00	0	$ 4.12	$0.00	0	$ 4.12	$0.00
Voice Mail System (Call Pilot) - Call Pilot Desk Top Messaging Users	0	$ 4.12	$0.00	0	$ 4.12	$0.00	0	$ 4.12	$0.00
Voice Mail System (Meridian Mail)	0	$ 4.12	$0.00	0	$ 4.12	$0.00	0	$ 4.12	$0.00
Faxes	193	$ 4.56	$880.08	192	$ 4.56	$875.52	192	$ 4.56	$875.52
TTY (Text Telephone)	8	$ 4.53	$36.24	8	$ 4.53	$36.24	8	$ 4.53	$36.24
Modems	41	$ 4.32	$177.12	35	$ 4.32	$151.20	34	$ 4.32	$146.88
Soft IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)				-			-		
Hard IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)				-			-		
Vendor Solution Specific Services Resource Units (services only e.g., VOIP Handset Management)									
Cisco 7841 IP Phone			$0.00			$0.00			$0.00
Cisco 6901 IP Phone			$0.00			$0.00			$0.00
Cisco 8831 IP Phone			$0.00			$0.00			$0.00
Cisco 8851 IP Phones			$0.00			$0.00			$0.00
Cisco 8861 IP Phones			$0.00			$0.00			$0.00
VOIP Voice Mail Management			$0.00			$0.00			$0.00
Analog Ports			$0.00			$0.00			$0.00
Replcement of Polycoms - Cisco 8831			$0.00			$0.00			$0.00
SRST Rounters (Small)			$0.00			$0.00			$0.00
SRST Rounters (Medium)			$0.00			$0.00			$0.00
SRST Rounters (Large)			$0.00			$0.00			$0.00
SRST Rounters (Extra Large)									
Vendor Solution Specific Resource Units (non-services only e.g., Hardware, Software, SIP Trunks, VOIP Handsets) Include description in comments column									
Voicemail System		$ -	$0.00		$ -	$0.00		$ -	$0.00
Public Defender Voicemail System	126	$ 76.19	$9,599.94	126	$ 76.19	$9,599.94	126	$ 76.19	$9,599.94
Cisco 6901 IP Phone	-	$ 2.03	$0.00	-	$ 2.03	$0.00	-	$ 2.03	$0.00
Cisco 7841 IP Phone	113	$ 3.56	$402.28	114	$ 3.56	$405.84	113	$ 3.56	$402.28
Cisco 8831 IP Phone	1	$ 6.21	$6.21		$ 6.21	$0.00	-	$ 6.21	$0.00
Cisco 8851 IP Phones	28	$ 5.40	$151.20	27	$ 5.40	$145.80	26	$ 5.40	$140.40
Cisco 8851 IP Phones (Expansion Module)	-	$ 4.72	$0.00	-	$ 4.72	$0.00	-	$ 4.72	$0.00
Softphone		$ 2.08	$0.00		$ 2.08	$0.00	-	$ 2.08	$0.00
Analog Ports	8	$ 9.16	$73.28	8	$ 9.16	$73.28	8	$ 9.16	$73.28
Replacement of Polycoms - Cisco 8831 IP Conference Phone (Rep	-	$ 14.26	$0.00	-	$ 14.26	$0.00	-	$ 14.26	$0.00
Cisco HCS - Essential (analog)	-	$ 4.27	$0.00	27	$ 4.27	$115.29	26	$ 4.27	$111.02
Cisco HCS - Foundation+	144	$ 6.28	$904.32	143	$ 6.28	$898.04	141	$ 6.28	$885.48
Contact Center Premium Licenses		$ 40.12	$0.00		$ 40.12	$0.00	-	$ 40.12	$0.00
Contact Center Premium Platform		$ 3,675.00	$0.00	-	$ 3,675.00	$0.00	-	$ 3,675.00	$0.00
SRST Routers (Small)		$ 243.90	$0.00	-	$ 243.90	$0.00	-	$ 243.90	$0.00
SRST Routers (Medium)		$ 512.24	$0.00	-	$ 512.24	$0.00	-	$ 512.24	$0.00
SRST Routers (Large)		$ 834.04	$0.00	-	$ 834.04	$0.00	-	$ 834.04	$0.00
SRST Routers (Extra - Large)		$ 997.77	$0.00		$ 997.77	$0.00		$ 997.77	$0.00
Local 911 1FB	2	$ 48.75	$97.50	2	$ 48.75	$97.50	2	$ 48.75	$97.50
SIP Trunks (Public Defender)									
SIP Trunks	2	$ 27,085.94	$54,171.88	2	$ 27,085.94	$54,171.88	2	$ 27,085.94	$54,171.88
MONTHLY FEE FOR VENDOR SERVICES			$ 167,794			$ 167,892			$ 167,317

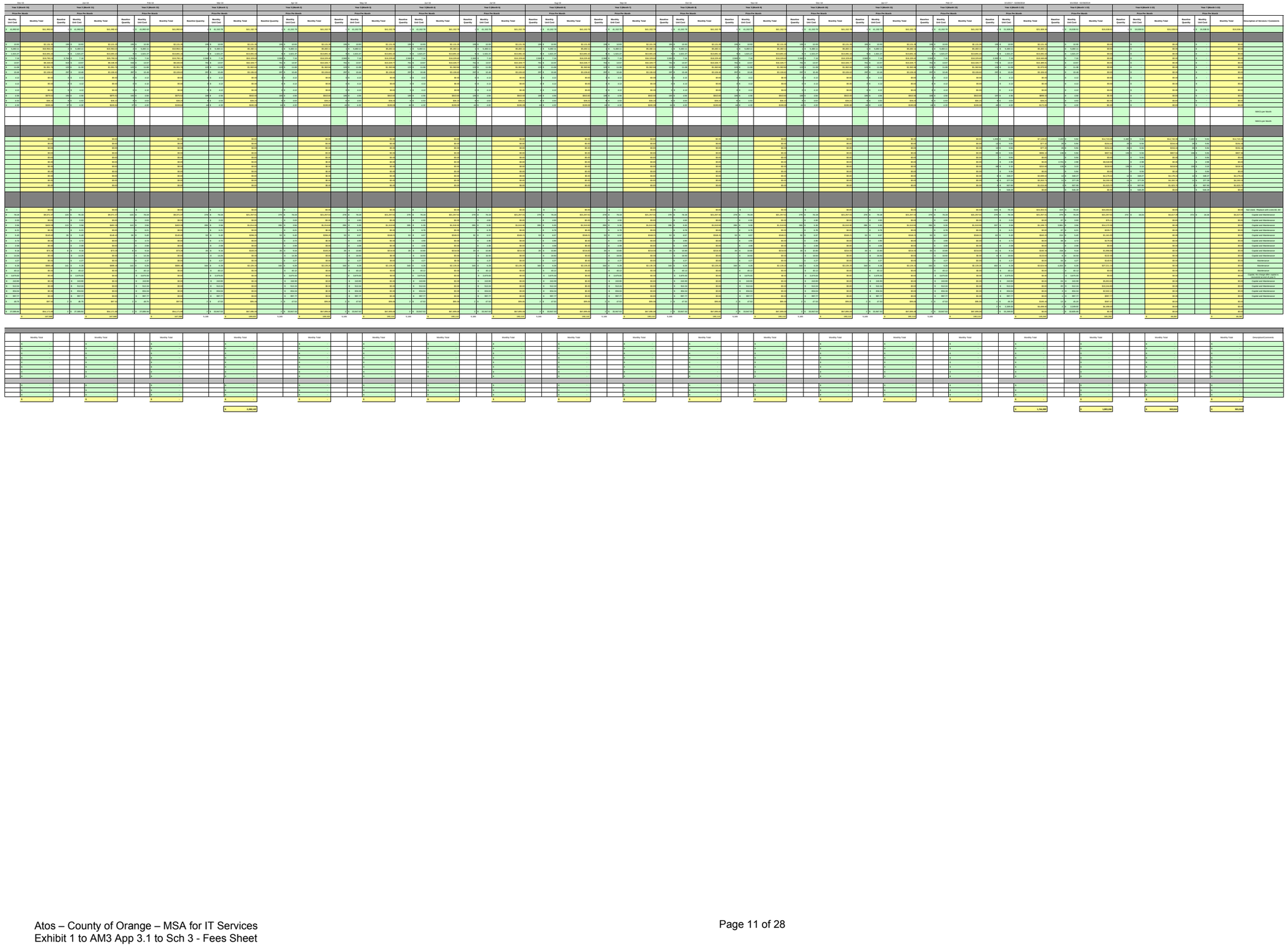
Vendor Provided Services	6/1/2015 (Updated New Baseline) Year 2 (Month 4) Price Per Month			Jul-15 Year 2 (Month 5) Price Per Month			Aug-15 Year 2 (Month 6) Price Per Month		
Resource Category	Baseline Quantity	Monthly Unit Cost	Monthly Total	Baseline Quantity	Monthly Unit Cost	Monthly Total	Baseline Quantity	Monthly Unit Cost	Monthly Total
Management Services (including fees associated with Schedule 1 - Relationship Management)	1	$ 41,992.63	$41,992.63	1	$ 41,992.63	$41,992.63	1	$ 41,992.63	$41,992.63
County Legacy Services Resource Units (vendor services only)									
Managed Legacy Voice Circuits	195	$ 10.93	$2,131.35	195	$ 10.93	$2,131.35	195	$ 10.93	$2,131.35
IP-PBX	2	$ 5,482.11	$10,964.22	2	$ 5,482.11	$10,964.22	2	$ 5,482.11	$10,964.22
Key Systems	9	$ 1,521.27	$13,691.43	9	$ 1,521.27	$13,691.43	9	$ 1,521.27	$13,691.43
Digital PBX Handsets	2,764	$ 7.16	$19,790.24	2,764	$ 7.16	$19,790.24	2,764	$ 7.16	$19,790.24
Analog PBX Handsets	615	$ 13.57	$8,345.55	615	$ 13.57	$8,345.55	615	$ 13.57	$8,345.55
IP-PBX Handsets	122	$ 11.08	$1,351.76	122	$ 11.08	$1,351.76	122	$ 11.08	$1,351.76
Key Systems Handsets	297	$ 10.46	$3,106.62	297	$ 10.46	$3,106.62	297	$ 10.46	$3,106.62
Voice Mail Systems (Call Pilot) 2.5 - Includes support of 461 Call Pilot applications	0	$ 4.12	$0.00	0	$ 4.12	$0.00	0	$ 4.12	$0.00
Voice Mail System (Call Pilot) - Call Pilot Desk Top Messaging Users	0	$ 4.12	$0.00	0	$ 4.12	$0.00	0	$ 4.12	$0.00
Voice Mail System (Meridian Mail)	0	$ 4.12	$0.00	0	$ 4.12	$0.00	0	$ 4.12	$0.00
Faxes	192	$ 4.56	$875.52	192	$ 4.56	$875.52	192	$ 4.56	$875.52
TTY (Text Telephone)	8	$ 4.53	$36.24	8	$ 4.53	$36.24	8	$ 4.53	$36.24
Modems	37	$ 4.32	$159.84	37	$ 4.32	$159.84	37	$ 4.32	$159.84
Soft IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)									
Hard IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)									
Vendor Solution Specific Services Resource Units (services only e.g., VOIP Handset Management)									
Cisco 7841 IP Phone			$0.00			$0.00			$0.00
Cisco 6901 IP Phone			$0.00			$0.00			$0.00
Cisco 8831 IP Phone			$0.00			$0.00			$0.00
Cisco 8851 IP Phones			$0.00			$0.00			$0.00
Cisco 8861 IP Phones			$0.00			$0.00			$0.00
VOIP Voice Mail Management			$0.00			$0.00			$0.00
Analog Ports			$0.00			$0.00			$0.00
Replcement of Polycoms - Cisco 8831			$0.00			$0.00			$0.00
SRST Rounters (Small)			$0.00			$0.00			$0.00
SRST Rounters (Medium)			$0.00			$0.00			$0.00
SRST Rounters (Large)			$0.00			$0.00			$0.00
SRST Rounters (Extra Large)									
Vendor Solution Specific Resource Units (non-services only e.g., Hardware, Software, SIP Trunks, VOIP Handsets) Include description in comments column									
Voicemail System		$ -	$0.00		$ -	$0.00		$ -	$0.00
Public Defender Voicemail System	123	$ 76.19	$9,371.37	123	$ 76.19	$9,371.37	123	$ 76.19	$9,371.37
Cisco 6901 IP Phone	-	$ 2.03	$0.00	-	$ 2.03	$0.00	-	$ 2.03	$0.00
Cisco 7841 IP Phone	113	$ 3.56	$402.28	113	$ 3.56	$402.28	113	$ 3.56	$402.28
Cisco 8831 IP Phone	-	$ 6.21	$0.00	-	$ 6.21	$0.00	-	$ 6.21	$0.00
Cisco 8851 IP Phones	26	$ 5.40	$140.40	26	$ 5.40	$140.40	26	$ 5.40	$140.40
Cisco 8851 IP Phones (Expansion Module)	-	$ 4.72	$0.00	-	$ 4.72	$0.00	-	$ 4.72	$0.00
Softphone		$ 2.08	$0.00		$ 2.08	$0.00		$ 2.08	$0.00
Analog Ports	8	$ 9.16	$73.28	8	$ 9.16	$73.28	8	$ 9.16	$73.28
Replacement of Polycoms - Cisco 8831 IP Conference Phone (Rep	-	$ 14.26	$0.00	-	$ 14.26	$0.00	-	$ 14.26	$0.00
Cisco HCS - Essential (analog)	-	$ 4.27	$0.00	-	$ 4.27	$0.00	-	$ 4.27	$0.00
Cisco HCS - Foundation+	141	$ 6.28	$885.48	141	$ 6.28	$885.48	141	$ 6.28	$885.48
Contact Center Premium Licenses		$ 40.12	$0.00		$ 40.12	$0.00		$ 40.12	$0.00
Contact Center Premium Platform		$ 3,675.00	$0.00		$ 3,675.00	$0.00		$ 3,675.00	$0.00
SRST Routers (Small)		$ 243.90	$0.00		$ 243.90	$0.00		$ 243.90	$0.00
SRST Routers (Medium)		$ 512.24	$0.00		$ 512.24	$0.00		$ 512.24	$0.00
SRST Routers (Large)		$ 834.04	$0.00		$ 834.04	$0.00		$ 834.04	$0.00
SRST Routers (Extra - Large)		$ 997.77	$0.00		$ 997.77	$0.00		$ 997.77	$0.00
Local 911 1FB	2	$ 48.75	$97.50	2	$ 48.75	$97.50	2	$ 48.75	$97.50
SIP Trunks (Public Defender)									
SIP Trunks	2	$ 27,085.94	$54,171.88	2	$ 27,085.94	$54,171.88	2	$ 27,085.94	$54,171.88
MONTHLY FEE FOR VENDOR SERVICES			$ 167,588			$ 167,588			$ 167,588

Vendor Provided Services	Sep-15 Year 2 (Month 7) Price Per Month			Oct-15 Year 2 (Month 8) Price Per Month			Nov-15 Year 2 (Month 9) Price Per Month			
Resource Category	Baseline Quantity	Monthly Unit Cost	Monthly Total	Baseline Quantity	Monthly Unit Cost	Monthly Total	Baseline Quantity	Monthly Unit Cost	Monthly Total	Baseline Quantity
Management Services (including fees associated with Schedule 1 - Relationship Management)	1	$ 41,992.63	$41,992.63	1	$ 41,992.63	$41,992.63	1	$ 41,992.63	$41,992.63	1
County Legacy Services Resource Units (vendor services only)										
Managed Legacy Voice Circuits	195	$ 10.93	$2,131.35	195	$ 10.93	$2,131.35	195	$ 10.93	$2,131.35	195
IP-PBX	2	$ 5,482.11	$10,964.22	2	$ 5,482.11	$10,964.22	2	$ 5,482.11	$10,964.22	2
Key Systems	9	$ 1,521.27	$13,691.43	9	$ 1,521.27	$13,691.43	9	$ 1,521.27	$13,691.43	9
Digital PBX Handsets	2,764	$ 7.16	$19,790.24	2,764	$ 7.16	$19,790.24	2,764	$ 7.16	$19,790.24	2,764
Analog PBX Handsets	615	$ 13.57	$8,345.55	615	$ 13.57	$8,345.55	615	$ 13.57	$8,345.55	615
IP-PBX Handsets	122	$ 11.08	$1,351.76	122	$ 11.08	$1,351.76	122	$ 11.08	$1,351.76	122
Key Systems Handsets	297	$ 10.46	$3,106.62	297	$ 10.46	$3,106.62	297	$ 10.46	$3,106.62	297
Voice Mail Systems (Call Pilot) 2.5 - Includes support of 461 Call Pilot applications	0	$ 4.12	$0.00	0	$ 4.12	$0.00	0	$ 4.12	$0.00	0
Voice Mail System (Call Pilot) - Call Pilot Desk Top Messaging Users	0	$ 4.12	$0.00	0	$ 4.12	$0.00	0	$ 4.12	$0.00	0
Voice Mail System (Meridian Mail)	0	$ 4.12	$0.00	0	$ 4.12	$0.00	0	$ 4.12	$0.00	0
Faxes	192	$ 4.56	$875.52	192	$ 4.56	$875.52	192	$ 4.56	$875.52	192
TTY (Text Telephone)	8	$ 4.53	$36.24	8	$ 4.53	$36.24	8	$ 4.53	$36.24	8
Modems	37	$ 4.32	$159.84	37	$ 4.32	$159.84	37	$ 4.32	$159.84	37
Soft IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)										
Hard IMACs for Handset Devices (Vendor to enter number of Hard IMACs/year included in fee)										
Vendor Solution Specific Services Resource Units (services only e.g., VOIP Handset Management)										
Cisco 7841 IP Phone			$0.00			$0.00			$0.00	
Cisco 6901 IP Phone			$0.00			$0.00			$0.00	
Cisco 8831 IP Phone			$0.00			$0.00			$0.00	
Cisco 8851 IP Phones			$0.00			$0.00			$0.00	
Cisco 8861 IP Phones			$0.00			$0.00			$0.00	
VOIP Voice Mail Management			$0.00			$0.00			$0.00	
Analog Ports			$0.00			$0.00			$0.00	
Replcement of Polycoms - Cisco 8831			$0.00			$0.00			$0.00	
SRST Rounters (Small)			$0.00			$0.00			$0.00	
SRST Rounters (Medium)			$0.00			$0.00			$0.00	
SRST Rounters (Large)			$0.00			$0.00			$0.00	
SRST Rounters (Extra Large)										
Vendor Solution Specific Resource Units (non-services only e.g., Hardware, Software, SIP Trunks, VOIP Handsets) Include description in comments column										
Voicemail System		$ -	$0.00		$ -	$0.00		$ -	$0.00	
Public Defender Voicemail System	123	$ 76.19	$9,371.37	123	$ 76.19	$9,371.37	123	$ 76.19	$9,371.37	123
Cisco 6901 IP Phone	-	$ 2.03	$0.00	-	$ 2.03	$0.00	-	$ 2.03	$0.00	-
Cisco 7841 IP Phone	113	$ 3.56	$402.28	113	$ 3.56	$402.28	113	$ 3.56	$402.28	113
Cisco 8831 IP Phone	-	$ 6.21	$0.00	-	$ 6.21	$0.00	-	$ 6.21	$0.00	-
Cisco 8851 IP Phones	26	$ 5.40	$140.40	26	$ 5.40	$140.40	26	$ 5.40	$140.40	26
Cisco 8851 IP Phones (Expansion Module)	-	$ 4.72	$0.00	-	$ 4.72	$0.00	-	$ 4.72	$0.00	-
Softphone		$ 2.08	$0.00		$ 2.08	$0.00		$ 2.08	$0.00	
Analog Ports	8	$ 9.16	$73.28	8	$ 9.16	$73.28	8	$ 9.16	$73.28	8
Replacement of Polycoms - Cisco 8831 IP Conference Phone (Rep	-	$ 14.26	$0.00	-	$ 14.26	$0.00	-	$ 14.26	$0.00	-
Cisco HCS - Essential (analog)	-	$ 4.27	$0.00	-	$ 4.27	$0.00	-	$ 4.27	$0.00	-
Cisco HCS - Foundation+	141	$ 6.28	$885.48	141	$ 6.28	$885.48	141	$ 6.28	$885.48	141
Contact Center Premium Licenses		$ 40.12	$0.00		$ 40.12	$0.00		$ 40.12	$0.00	
Contact Center Premium Platform		$ 3,675.00	$0.00		$ 3,675.00	$0.00		$ 3,675.00	$0.00	
SRST Routers (Small)		$ 243.90	$0.00		$ 243.90	$0.00		$ 243.90	$0.00	
SRST Routers (Medium)		$ 512.24	$0.00		$ 512.24	$0.00		$ 512.24	$0.00	
SRST Routers (Large)		$ 834.04	$0.00		$ 834.04	$0.00		$ 834.04	$0.00	
SRST Routers (Extra - Large)		$ 997.77	$0.00		$ 997.77	$0.00		$ 997.77	$0.00	
Local 911 1FB	2	$ 48.75	$97.50	2	$ 48.75	$97.50	2	$ 48.75	$97.50	2
SIP Trunks (Public Defender)										
SIP Trunks	2	$ 27,085.94	$54,171.88	2	$ 27,085.94	$54,171.88	2	$ 27,085.94	$54,171.88	2
MONTHLY FEE FOR VENDOR SERVICES			$ 167,588			$ 167,588			$ 167,588	

Pass-through Charges (Third-party provided products, services, and/or project expenses) Note: Provide a detailed list of items in each category as an attachment to this pricing sheet.

Pass-Through Description & Vendor	Unit of Measure	Monthly Total (Mar-14)	Monthly Total (Apr-14)	Monthly Total (May-14)	Monthly Total (Jun-14)	Monthly Total (Jul-14)	Monthly Total (Aug-14)	Monthly Total (Sep-14)	Monthly Total (Oct-14)	Monthly Total (Nov-14)	Monthly Total (Dec-14)	Monthly Total (Jan-15)	Monthly Total (Feb-15)	Monthly Total (3/1/2015)	Monthly Total (4/1/2015)	Monthly Total (5/1/2015)	Monthly Total (6/1/2015)	Monthly Total (Jul-15)	Monthly Total (Aug-15)	Monthly Total (Sep-15)	Monthly Total (Oct-15)	Monthly Total (Nov-15)
Third Party Equipment Maintenance		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Third Party Software Maintenance		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Estimated cost for facilities to run an on premise voip		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Other (specify in Comments)		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Other (specify in Comments)		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Other (specify in Comments)		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Other (specify in Comments)		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Shipping/Storage		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Taxes																						
Federal / National		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
State / Provincial		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Local		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
	MONTHLY TOTAL PASS-THROUGH	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
	ANNUAL SERVICE AREA FEES	$ 1,242,505												$ 2,011,295								

ONE TIME VOICE COMM. TRANSITION FEES (begins after contract signing)		
Resource Category (itemize all charges)	Cost Breakdown	Description of Services / Comments
Project Team / Management	$ 1,947.98	
Engineering		
Hardware		
Software		
Installation / build-out	$ 16,557.84	
Tools		
Tools Installation		
Testing	$ 973.99	
Training	$ -	
Other (specify)	$ -	
Other (specify)	$ -	
Other (specify)	$ -	
Other (specify)	$ -	
Other (specify)	$ -	
Other (specify)	$ -	
Shipping/Handling/Storage	$ -	
Customs Charges	$ -	
Third-party consulting and/or labor	$ -	
Taxes		
Federal / National	$ -	
State / Provincial	$ -	
Local	$ -	
TOTAL VOICE COMM. TRANSITION FEES	$ 19,480	



Appendix 3.1 to Schedule 3

Service Recipient:	**County of Orange**
Vendor Name:	**Atos - Scope 2**

Click links for

TOC page Pricing Assumptions

NW & VOIP Transformation Fees (Excluding L &JA)

ONE-TIME CONVERGED NETWORK TRANSFORMATION SERVICES FEES	Description	Vendor to Enter Phase No./Name	Vendor to Enter Phase No./Name	Vendor to Enter Phase No./Name	Vendor to Enter Phase No./Name	Vendor to Enter Phase No./Name	Vendor to Enter Phase No./Name	Vendor to Enter Phase No./Name	
Resource Category (itemize all charges)		Vendor to Enter Completion Date	Vendor to Enter Completion Date	Vendor to Enter Completion Date	Vendor to Enter Completion Date	Vendor to Enter Completion Date	Vendor to Enter Completion Date	Vendor to Enter Completion Date	**Total**
Project Management		$ 228,636.17	$ 103,925.53	$ 83,140.43	$ -				**$ 415,702**
Design and Engineering Data Collection and Planning		$ 114,318.09	$ 51,962.77	$ 41,570.21	$ -				**$ 207,851**
Design and Engineering		$ 457,272.35	$ 207,851.07	$ 166,280.85	$ -				**$ 831,404**
WAN/LAN Installation / Build-out / Upgrades		$ 685,908.52	$ 311,776.60	$ 249,421.28	$ -				**$ 1,247,106**
Tools Installation/Implementation		$ -	$ -	$ -	$ -				**$ -**
Implementation / Configuration		$ 685,908.52	$ 311,776.60	$ 249,421.28	$ -				**$ 1,247,106**
Facility Upgrades		$ -	$ -	$ -	$ -				**$ -**
Testing		$ 114,318.09	$ 51,962.77	$ 41,570.21	$ -				**$ 207,851**
Training		$ -	$ -	$ -	$ -				**$ -**
Cat 6 Cabling (including testing of existing cables)		$ 1,785,887.06	$ 1,785,887.06	$ 2,381,182.74	$ -				**$ 5,952,957**
IDF, MDF Closet Support Equipment Installation/Build-out(e.g. UPS, Racks, Wiring)		$ -	$ -	$ -	$ -				**$ -**
Other (specify)									**$ -**
Other (specify)									**$ -**
Other (specify)									**$ -**
	Total	**$ 4,072,249**	**$ 2,825,142**	**$ 3,212,587**	**$ -**	**$ -**	**$ -**	**$ -**	**$ 10,109,977**

ONE-TIME CONVERGED NETWORK NON-SERVICE TRANSFORMATION FEES																	
Resource Category (itemize all charges)		**Quantity**	**Total**	**Quantity**	**Total**	**Quantity**	**Total**	**Quantity**	**Total**	**Quantity**	**Total**	**Quantity**	**Total**	**Quantity**	**Total**	**Total**
Large Routers		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Small Routers		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Large Switches		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Small Switches		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Security Devices		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Circuits		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Software/Tools - Specify type (e.g., license)		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Cat 6 Cabling (e.g. Materials)		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
IDF, MDF Closet Support Equipment (e.g. UPS, Racks, Wiring)		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Other (specify)		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Other (specify)		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Other (specify)		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Other (specify)		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Other (specify)		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Other (specify)		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
	Total	**-**	**$ -**	**-**	**$ -**	**-**	**$ -**	**-**	**$ -**	**-**	**$ -**	**-**	**$ -**	**-**	**$ -**	**$ -**

ONE-TIME VOIP TRANSFORMATION SERVICES FEES		Vendor to Enter Phase No./Name	Vendor to Enter Phase No./Name	Vendor to Enter Phase No./Name	Vendor to Enter Phase No./Name	Vendor to Enter Phase No./Name	Vendor to Enter Phase No./Name	Vendor to Enter Phase No./Name	
Resource Category (itemize all charges)		Vendor to Enter Completion Date	Vendor to Enter Completion Date	Vendor to Enter Completion Date	Vendor to Enter Completion Date	Vendor to Enter Completion Date	Vendor to Enter Completion Date	Vendor to Enter Completion Date	**Total**
Project Management		$ 136,949.59	$ 62,249.81	$ 49,799.85	$ -			$ -	**$ 248,999**
Design and Engineering Data Collection and Planning		$ 68,474.79	$ 31,124.91	$ 24,899.93	$ -			$ -	**$ 124,500**
Design and Engineering		$ 273,899.18	$ 124,499.63	$ 99,599.70	$ -			$ -	**$ 497,999**
Installation / build-out		$ 410,848.77	$ 186,749.44	$ 149,399.55	$ -			$ -	**$ 746,998**
Tools Installation/Implementation		$ -	$ -	$ -	$ -			$ -	**$ -**
Implementation / Configuration		$ 410,848.77	$ 186,749.44	$ 149,399.55	$ -			$ -	**$ 746,998**
Testing		$ -	$ -	$ -	$ -			$ -	**$ -**
Training		$ 68,474.79	$ 31,124.91	$ 24,899.93	$ -			$ -	**$ 124,500**
7 Digit Dialing		$ -	$ -	$ -	$ -			$ -	**$ -**
CTI Integration		$ -	$ -	$ -	$ -			$ -	**$ -**
Other (specify)		$ -	$ -	$ -	$ -			$ -	**$ -**
Other (specify)								$ -	**$ -**
Other (specify)								$ -	**$ -**
Other (specify)								$ -	**$ -**
	Total	**$ 1,369,496**	**$ 622,498**	**$ 497,999**	**$ -**	**$ -**	**$ -**	**$ -**	**$ 2,489,994**

ONE-TIME VOIP TRANSFORMATION NON-SERVICES FEES																
Resource Category (itemize all charges)		**Quantity**	**Total**	**Quantity**	**Total**	**Quantity**	**Total**	**Quantity**	**Total**	**Quantity**	**Total**	**Quantity**	**Total**	**Quantity**	**Total**	**Total**
IP-PBX		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Servers		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Single line handsets		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Multiline handsets		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Softphone		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Circuits		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Trunking		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Application Modules/Software/tools		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Cisco 6945 IP Phone		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Cisco 7965 IP Phone		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Cisco 7916 IP Phones		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Softclients		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Other (specify)		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Other (specify)		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
	Total	**-**	**$ -**	**-**	**$ -**	**-**	**$ -**	**-**	**$ -**	**-**	**$ -**	**-**	**$ -**	**-**	**$ -**	**$ -**

Total	**$ 12,599,971**

Appendix 3.1 to Schedule 3

Service Recipient:	**County of Orange**
Vendor Name:	**Atos - Scope 2**

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ONE-TIME CONVERGED NETWORK TRANSFORMATION SERVICES FEES	**Description**	**Vendor to Enter Phase No./Name**	**Vendor to Enter Phase No./Name**	**Vendor to Enter Phase No./Name**	**Vendor to Enter Phase No./Name**	**Vendor to Enter Phase No./Name**	**Vendor to Enter Phase No./Name**	**Vendor to Enter Phase No./Name**	
Resource Category (itemize all charges)		**Vendor to Enter Completion Date**	**Vendor to Enter Completion Date**	**Vendor to Enter Completion Date**	**Vendor to Enter Completion Date**	**Vendor to Enter Completion Date**	**Vendor to Enter Completion Date**	**Vendor to Enter Completion Date**	**Total**
Project Management		$ 38,823.55	$ 18,824.00	$ 15,224.92	$ -	$ -	$ -	$ -	**$ 72,872**
Design and Engineering Data Collection and Planning		$ 19,411.78	$ 9,412.00	$ 7,612.46	$ -	$ -	$ -	$ -	**$ 36,436**
Design and Engineering		$ 77,647.10	$ 37,648.00	$ 30,449.84	$ -	$ -	$ -	$ -	**$ 145,745**
WAN/LAN Installation / Build-out / Upgrades		$ 116,470.65	$ 56,472.00	$ 45,674.77	$ -	$ -	$ -	$ -	**$ 218,617**
Tools Installation/Implementation		$ -	$ -	$ -	$ -	$ -	$ -	$ -	**$ -**
Implementation / Configuration		$ 116,470.65	$ 56,472.00	$ 45,674.77	$ -	$ -	$ -	$ -	**$ 218,617**
Facility Upgrades		$ -	$ -	$ -	$ -	$ -	$ -	$ -	**$ -**
Testing		$ 19,411.78	$ 9,412.00	$ 7,612.46	$ -	$ -	$ -	$ -	**$ 36,436**
Training		$ -	$ -	$ -	$ -	$ -	$ -	$ -	**$ -**
Cat 6 Cabling (including testing of existing cables)		$ -	$ -	$ -	$ -	$ -	$ -	$ -	**$ -**
IDF, MDF Closet Support Equipment Installation/Build-out(e.g. UPS, Racks, Wiring)		$ -	$ -	$ -	$ -	$ -	$ -	$ -	**$ -**
Other (specify)						$ -	$ -	$ -	**$ -**
Other (specify)						$ -	$ -	$ -	**$ -**
Other (specify)						$ -	$ -	$ -	**$ -**
	Total	**$ 388,236**	**$ 188,240**	**$ 152,249**	**$ -**	**$ -**	**$ -**	**$ -**	**$ 728,723**

ONE-TIME CONVERGED NETWORK NON-SERVICE TRANSFORMATION FEES																
Resource Category (itemize all charges)		**Quantity**	**Total**	**Quantity**	**Total**	**Quantity**	**Total**	**Quantity**	**Total**	**Quantity**	**Total**	**Quantity**	**Total**	**Quantity**	**Total**	**Total**
Large Routers		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Small Routers		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Large Switches		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Small Switches		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Security Devices		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Circuits		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Software/Tools - Specify type (e.g., license)		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Cat 6 Cabling (e.g. Materials)		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
IDF, MDF Closet Support Equipment (e.g. UPS, Racks, Wiring)		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Other (specify)		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Other (specify)		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Other (specify)		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Other (specify)		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Other (specify)		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
	Total	**-**	**$ -**	**-**	**$ -**	**-**	**$ -**	**-**	**$ -**	**-**	**$ -**	**-**	**$ -**	**-**	**$ -**	**$ -**

ONE-TIME VOIP TRANSFORMATION SERVICES FEES		**Vendor to Enter Phase No./Name**	**Vendor to Enter Phase No./Name**	**Vendor to Enter Phase No./Name**	**Vendor to Enter Phase No./Name**	**Vendor to Enter Phase No./Name**	**Vendor to Enter Phase No./Name**	**Vendor to Enter Phase No./Name**	
Resource Category (itemize all charges)		**Vendor to Enter Completion Date**	**Vendor to Enter Completion Date**	**Vendor to Enter Completion Date**	**Vendor to Enter Completion Date**	**Vendor to Enter Completion Date**	**Vendor to Enter Completion Date**	**Vendor to Enter Completion Date**	**Total**
Project Management		$ 23,254.72	$ 11,275.29	$ 9,119.50	$ -	$ -	$ -	$ -	**$ 43,650**
Design and Engineering Data Collection and Planning		$ 11,627.36	$ 5,637.64	$ 4,559.75	$ -	$ -	$ -	$ -	**$ 21,825**
Design and Engineering		$ 46,509.43	$ 22,550.58	$ 18,238.99	$ -	$ -	$ -	$ -	**$ 87,299**
Installation / build-out		$ 69,764.15	$ 33,825.87	$ 27,358.49	$ -	$ -	$ -	$ -	**$ 130,949**
Tools Installation/Implementation		$ -	$ -	$ -	$ -	$ -	$ -	$ -	**$ -**
Implementation / Configuration		$ 69,764.15	$ 33,825.87	$ 27,358.49	$ -	$ -	$ -	$ -	**$ 130,949**
Testing		$ -	$ -	$ -	$ -	$ -	$ -	$ -	**$ -**
Training		$ 11,627.36	$ 5,637.64	$ 4,559.75	$ -	$ -	$ -	$ -	**$ 21,825**
CTI Integration		$ -	$ -	$ -	$ -	$ -	$ -	$ -	**$ -**
Public Defernder System Implementation		$ -	$ -	$ -	$ -	$ -	$ -	$ -	**$ -**
Other (specify)		$ -	$ -	$ -	$ -	$ -	$ -	$ -	**$ -**
Other (specify)						$ -	$ -	$ -	**$ -**
Other (specify)						$ -	$ -	$ -	**$ -**
Other (specify)						$ -	$ -	$ -	**$ -**
Other (specify)		$ -	$ -	$ -	$ -	$ -	$ -	$ -	**$ -**
	Total	**$ 232,547**	**$ 112,753**	**$ 91,195**	**$ -**	**$ -**	**$ -**	**$ -**	**$ 436,497**

ONE-TIME VOIP TRANSFORMATION NON-SERVICES FEES																
Resource Category (itemize all charges)		**Quantity**	**Total**	**Quantity**	**Total**	**Quantity**	**Total**	**Quantity**	**Total**	**Quantity**	**Total**	**Quantity**	**Total**	**Quantity**	**Total**	**Total**
IP-PBX		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Servers		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Single line handsets		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Multiline handsets		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Softphone		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Circuits		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Trunking		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Application Modules/Software/tools		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Public Defernder System		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Other (specify)		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Other (specify)		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Other (specify)		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Other (specify)		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Other (specify)		-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
	Total	**-**	**$ -**	**-**	**$ -**	**-**	**$ -**	**-**	**$ -**	**-**	**$ -**	**-**	**$ -**	**-**	**$ -**	**$ -**

Total	**$ 1,165,220**

Service Recipient:	**County of Orange**
Vendor Name:	**Atos - Scope 2**

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Area Coverage	Converged Voice Solution Per Minute Rate	Please describe what each per minute rate covers and if there are any exclusions and/or additional charges that County will incur
Orange County On Network (Ocnet)	N/A	
Orange County Local (Off Network)	N/A	
Orange County to Adjacent Counties		
LA	$ 0.014	Flat per minute rate of $.014
San Diego	$ 0.014	Flat per minute rate of $.014
Riverside	$ 0.014	Flat per minute rate of $.014
San Bernardino	$ 0.014	Flat per minute rate of $.014
All California	$ 0.014	Flat per minute rate of $.014
Nation-wide	$ 0.014	Flat per minute rate of $.014
International	Variable	$ -
Calling Card		
All California	$ -	See Attached File Atos Calling Card Rates.xls
Nation-wide	$ -	See Attached File Atos Calling Card Rates.xls
International	$ -	See Attached File Atos Calling Card Rates.xls
VoiP Conferencing	$ 0.014	Flat per minute rate of $.014 per user
Others (Please Specify)		
Others (Please Specify)		
Others (Please Specify)		
Others (Please Specify)		

Appendix 3.1 to Schedule 3	
SOW Pricing	
Service Recipient:	**County of Orange**
Vendor Name:	**Atos - Scope 2**

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County would receive 70% discount off the below rates

Termination Locations	Per-Minute Rate
Afghanistan	$1.78
Albania	$0.71
Algeria	$0.54
Andorra	$0.25
Angola	$0.85
Anguilla	$0.47
Antarctica (Casey, Davis, Macquarie	$1.87
Antarctica (Scott Base)	$0.39
Antigua (Barbuda)	$0.39
Argentina	$0.37
Armenia	$0.69
Aruba	$0.37
Ascension Island	$1.21
Australia (including Tasmania)	$0.15
Austria	$0.16
Azerbaijan	$0.88
Bahamas	$0.32
Bahrain	$0.59
Bangladesh	$0.93
Barbados	$0.44
Belarus	$0.50
Belgium	$0.15
Belize	$0.57
Benin	$0.53
Bermuda	$0.32
Bhutan	$1.29
Bolivia	$0.49
Bosnia-Herzegovina	$0.59
Botswana	$0.50
Brazil	$0.33
British Virgin Islands	$0.37
Brunei	$0.69
Bulgaria	$0.39
Burkina Faso	$0.71
Burundi	$1.49
Cambodia	$1.45
Cameroon	$0.73
Canada	$0.10
Cape Verde Islands	$0.65
Cayman Islands	$0.33
Central African Republic	$1.19
Chad	$1.94
Chile	$0.33
China	$0.47
Christmas Island	$0.15
Cocos Island	$0.15
Colombia	$0.38
Comorros	$1.36
Congo	$0.72
Cook Islands	$1.30
Costa Rica	$0.38
Croatia	$0.44
Cuba	$1.87
Cyprus	$0.47
Czech Republic	$0.46
Denmark	$0.16
Diego Garcia	$3.30
Djibouti	$0.77
Dominica	$0.49
Dominican Republic	$0.30
East Timor	$7.40
Easter Island	$0.33
Ecuador	$0.49
Egypt	$0.65
El Salvador	$0.45
Equatorial Guinea	$1.62
Eritrea	$1.00
Estonia	$0.56
Ethiopia	$0.96
Faeroe Islands	$0.38
Falkland Islands	$0.96
Fiji Islands	$0.77
Finland	$0.16
France	$0.14
French Antilles (including Martinique,	$0.40
French Guiana	$0.54
French Polynesia	$1.04
Gabon	$0.65
Gambia	$0.54
Georgia	$0.78
Germany	$0.13
Ghana	$0.51
Gibraltar	$0.62
Greece	$0.22
Greenland	$1.24
Grenada (including Carriacou)	$0.52
Guadeloupe	$0.42
Guantanamo Bay	$1.87
Guatemala	$0.43
Guinea	$0.66
Guinea Bissau	$2.79
Guyana	$0.82
Haiti	$0.63
Honduras	$0.53
Hong Kong	$0.19
Hungary	$0.36
Iceland	$0.41
India	$0.55
Indonesia	$0.45
Iran	$0.87
Iraq	$1.11
Ireland	$0.14
Israel	$0.26
Italy	$0.14
Ivory Coast	$0.91
Jamaica	$0.58
Japan	$0.15
Jordan	$0.74
Kazakhstan	$0.33
Kenya	$0.64
Kiribati	$0.97
Korea, Democratic People's Republic	$2.03
Korea, Republic of	$0.22
Kuwait	$0.76
Kyrgyzstan	$0.89
Laos	$1.50
Latvia	$0.56
Lebanon	$0.69
Lesotho	$0.67
Liberia	$0.50
Libya	$0.77
Liechtenstein	$0.20
Lithuania	$0.73
Luxembourg	$0.17
Macao	$0.61
Macedonia	$0.47
Madagascar	$2.04
Malawi	$0.54
Malaysia	$0.36
Maldives	$1.02
Mali	$0.85
Malta	$0.58
Marshall Islands	$0.60
Mauritania	$0.80
Mauritius	$0.93
Mayotte Island	$1.36
Micronesia	$0.62
Mexico	(See Below)
Moldova	$0.81
Monaco	$0.17
Mongolia	$1.34
Montenegro	$0.58

Termination Locations	Per-Minute Rate
Montserrat	$0.53
Morocco	$0.64
Mozambique	$0.99
Myanmar	$1.97
Namibia	$0.58
Nauru	$3.05
Nepal	$0.82
Netherlands	$0.14
Netherlands Antilles	$0.36
Nevis	$0.40
New Caledonia	$0.88
New Zealand	$0.39
Nicaragua	$0.45
Niger	$0.74
Nigeria	$0.69
Niue Island	$4.18
Norfolk Island	$1.87
Norway	$0.16
Oman	$0.74
Pakistan	$0.81
Palau	$1.79
Palestine	$0.26
Panama	$0.45
Papua New Guinea	$1.30
Paraguay	$0.50
Peru	$0.49
Philippines	$0.36
Poland	$0.33
Portugal (including Azores and Made	$0.17
Qatar	$0.76
Reunion Island	$0.81
Romania	$0.51
Russia	$0.33
Rwanda	$0.93
San Marino	$0.28
Sao Tome	$2.37
Saudi Arabia	$0.81
Senegal	$0.97
Seychelles	$1.10
Sierra Leone	$0.74
Singapore	$0.25
Slovakia	$0.46
Slovenia	$0.46
Solomon Islands	$2.06
Somalia	$1.39
South Africa	$0.40
Spain (including Balearic Islands, Car	$0.14
Sri Lanka	$0.78
St. Helena	$1.80
St. Kitts	$0.40
St. Lucia	$0.41
St. Pierre/ Miquelon	$0.38
St. Vincent/Grenadines	$0.46
Sudan	$1.00
Suriname	$0.96
Swaziland	$0.61
Sweden	$0.16
Switzerland	$0.14
Syria	$0.81
Taiwan	$0.26
Tajikistan	$0.38
Tanzania	$0.64
Thailand	$0.39
Togo	$0.80
Tonga	$0.81
Trinidad/Tobago	$0.51
Tunisia	$0.47
Turkey	$0.42
Turkmenistan	$0.86
Turks and Caicos Islands	$0.43
Tuvalu	$1.44
Uganda	$0.61
Ukraine	$0.50
United Arab Emirates	$0.50
United Kingdom	$0.07
Uruguay	$0.49
Uzbekistan	$0.44
Vanuatu	$2.36
Vatican City	$0.14
Venezuela	$0.33
Vietnam	$0.88
Wallis and Futuna	$2.90
Western Samoa	$0.72
Yemen, Republic of	$0.74
Serbia	$0.58
Zaire	$0.60
Zambia	$0.64
Zimbabwe	$0.54

Mexico				
	Origination Type/Rate Period			
	Switched		Network Connection/Dedicated	
Rate Steps	Peak	Off-Peak	Peak	Off-Peak
1-3	$0.16	$0.16	$0.15	$0.15
4-8	0.185	0.181	0.176	0.172

Appendix 3.1 to Schedule 3 SOW Pricing					
Resource Unit Category	**RU Description**	**Unit of Measure**	**Baseline Quantity**	**Unit Rates**	**Comments**
Vendor Solution Additional Network Services					
Additional LAN Cabling Installation	Additional LAN patch cables located in the OC Data Center	Qty of Drop	1	75	
Additional LAN Cabling Installation (Material)	Additional LAN patch cables located in the OC Data Center	Qty of Foot	1	0.68	
Recertification of CAT5e or CAT6 Cabling	Recertification of existing LAN Cabling (CAT5e or CAT6)	Qty per Unit	1	15.00	
Wireless Enterprise Site Survey & Design	Professional Services	Qty of Foot	1	0.18	
County Legacy Resource Units Additional Hard IMAC					
Managed Legacy Circuits	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	100	
Routers (large)	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	512	
Routers (medium)	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	206	
Routers (small)	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	100	
LAN Switches (large)	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	512	
LAN Switches (medium)	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	206	
LAN Switches (small)	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	100	
LAN Wireless Access Points (includes associated wireless controllers)	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	100	
Wireless Controller	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	206	
Internet Bandwidth	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	100	
VPN Services	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	206	
VPN Appliances	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	206	
Point to Point VPN	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	100	
Firewalls	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	512	
Proxy Servers	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	512	
IPS/IDS Devices	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	512	
Content/Internet Filter	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	206	
eMail Gateway	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	100	
eMail Encryption	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	100	
Load Balancer	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	206	
SNA Gateway	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	100	
Vendor Solution Specific Resource Units Additional Hard IMAC					
Managed Converged Network Circuits (Reuse-County Legacy Circuits)	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	100	
Managed Converged Network Circuits (Non-County Legacy Circuits)	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	100	
Router (large)	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	512	
Router (medium)	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	206	
Router (small)	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	100	
Switch (large)	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	512	

Resource Unit Category	RU Description	Unit of Measure	Baseline Quantity	Unit Rates	Comments
Switch (medium)	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	512	
Switch (small)	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	206	
LAN Wireless Access Points	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	100	
Wireless Controller	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	100	
VPN Services	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	100	
VPN Appliances	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	100	
Point to Point VPN	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	100	
Security Management Services	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	512	
Firewalls	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	513	
Proxy Servers	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	206	
IPS/IDS Devices	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	512	
Content/Internet Filter	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	206	
eMail Gateway	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	100	
Load Balancer	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	206	
SNA Gateway	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	100	

Resource Unit Category	RU Description	Unit of Measure	Baseline Quantity	Unit Rates	Comments

Gradated Resource Unit

Hardware	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19
Supervisor Module	$233.87	$240.75	$248.04	$255.79	$264.04	$272.85	$282.25	$292.33	$303.16	$314.82	$327.41	$341.06	$355.89	$372.06	$389.78	$409.27	$430.81	$454.74	$481.49	$511.59	$545.69	$584.67	$629.64	$682.11	$744.12	$818.54	$909.49	$1,023.17	$1,169.34	$1,364.23	$1,637.07	$2,046.34	$2,728.46	$4,092.69	$8,185.37
Redundant Power Supply	$18.09	$18.62	$19.18	$19.78	$20.42	$21.10	$21.83	$22.61	$23.44	$24.35	$25.32	$26.37	$27.52	$28.77	$30.14	$31.65	$33.31	$35.17	$37.23	$39.56	$42.20	$45.21	$48.69	$52.75	$57.54	$63.30	$70.33	$79.12	$90.43	$105.50	$126.60	$158.24	$210.99	$316.49	$632.98
Supervisor Module for 4507E Switch	$211.95	$218.18	$224.79	$231.82	$239.30	$247.27	$255.80	$264.93	$274.75	$285.31	$296.73	$309.09	$322.53	$337.19	$353.25	$370.91	$390.43	$412.12	$436.36	$463.63	$494.54	$529.87	$570.63	$618.18	$674.38	$741.81	$824.24	$927.27	$1,059.74	$1,236.36	$1,483.63	$1,854.54	$2,472.72	$3,709.07	$7,418.15
48 Port GE SFP Blade for 4507E Switch	$371.00	$381.91	$393.48	$405.78	$418.87	$432.83	$447.76	$463.75	$480.93	$499.42	$519.40	$541.04	$564.57	$590.23	$618.33	$649.25	$683.42	$721.39	$763.82	$811.56	$865.67	$927.50	$998.85	$1,082.08	$1,180.45	$1,298.50	$1,442.78	$1,623.13	$1,855.00	$2,164.17	$2,597.00	$3,246.25	$4,328.33	$6,492.50	$12,985.00
Multi-Mode Fiber SFP Modules	$127.20	$130.94	$134.91	$139.13	$143.61	$148.40	$153.52	$159.00	$164.89	$171.23	$178.08	$185.50	$193.57	$202.36	$212.00	$222.60	$234.32	$247.33	$261.88	$278.25	$296.80	$318.00	$342.46	$371.00	$404.73	$445.20	$494.67	$556.50	$636.00	$742.00	$890.40	$1,113.00	$1,484.00	$2,226.00	$4,452.00
Copper SFP Modules	$100.49	$103.44	$106.58	$109.91	$113.45	$117.24	$121.28	$125.61	$130.26	$135.27	$140.68	$146.55	$152.92	$159.87	$167.48	$175.85	$185.11	$195.39	$206.89	$219.82	$234.47	$251.22	$270.54	$293.09	$319.73	$351.71	$390.79	$439.64	$502.44	$586.18	$703.42	$879.27	$1,172.36	$1,758.54	$3,517.08
12 Port 10G Blade for 4507E Switch	$286.15	$294.56	$303.49	$312.97	$323.07	$333.84	$345.35	$357.68	$370.93	$385.20	$400.61	$417.30	$435.44	$455.23	$476.91	$500.76	$527.11	$556.40	$589.13	$625.95	$667.68	$715.37	$770.40	$834.60	$910.47	$1,001.51	$1,112.79	$1,251.89	$1,430.74	$1,669.19	$2,003.03	$2,503.79	$3,338.38	$5,007.57	$10,015.15
SFP- 10G-LR-S	$20.14	$20.73	$21.36	$22.03	$22.74	$23.50	$24.31	$25.18	$26.11	$27.11	$28.20	$29.37	$30.65	$32.04	$33.57	$35.25	$37.10	$39.16	$41.46	$44.06	$46.99	$50.35	$54.22	$58.74	$64.08	$70.49	$78.32	$88.11	$100.70	$117.48	$140.98	$176.23	$234.97	$352.45	$704.90
3850 Switch 10G Plane (WS-C3850-12XS-S)	$176.81	$182.01	$187.53	$193.39	$199.63	$206.28	$213.39	$221.02	$229.20	$238.02	$247.54	$257.85	$269.06	$281.29	$294.69	$309.42	$325.71	$343.80	$364.03	$386.78	$412.56	$442.03	$476.03	$515.70	$562.59	$618.84	$687.60	$773.55	$884.06	$1,031.41	$1,237.69	$1,547.11	$2,062.81	$3,094.22	$6,188.44
Encryption Licensing Add-On (ISR 2900 Series)	$38.39	$39.52	$40.71	$41.99	$43.34	$44.79	$46.33	$47.98	$49.76	$51.68	$53.74	$55.98	$58.42	$61.07	$63.98	$67.18	$70.71	$74.64	$79.03	$83.97	$89.57	$95.97	$103.35	$111.96	$122.14	$134.36	$149.28	$167.94	$191.94	$223.93	$268.71	$335.89	$447.85	$671.78	$1,343.55
Encryption Router - 4351 (ISR4351-SEC/K9)	$264.41	$271.07	$278.13	$285.64	$293.62	$302.14	$311.25	$321.01	$331.49	$342.78	$354.97	$368.17	$382.53	$398.19	$415.34	$434.20	$455.05	$478.22	$504.12	$533.25	$566.26	$603.99	$647.53	$698.32	$758.35	$830.38	$918.42	$1,028.47	$1,169.96	$1,358.61	$1,622.73	$2,018.90	$2,679.19	$3,999.78	$7,961.53
Encryption Router - 4451 (ISR4451-X-SEC/K9)	$490.12	$502.56	$515.77	$529.79	$544.73	$560.66	$577.68	$595.93	$615.52	$636.62	$659.41	$684.10	$710.94	$740.21	$772.28	$807.55	$846.53	$889.84	$938.26	$992.72	$1,054.44	$1,124.98	$1,206.37	$1,301.33	$1,413.55	$1,548.22	$1,712.82	$1,918.56	$2,183.09	$2,535.79	$3,029.57	$3,770.25	$5,004.71	$7,473.62	$14,880.37
Encryption Router - 4331 (ISR4431-SEC/K9)	$105.71	$108.32	$111.08	$114.02	$117.14	$120.48	$124.04	$127.86	$131.96	$136.38	$141.15	$146.32	$151.93	$158.06	$164.77	$172.15	$180.31	$189.38	$199.51	$210.91	$223.83	$238.59	$255.63	$275.50	$298.99	$327.18	$361.63	$404.69	$460.06	$533.88	$637.23	$792.25	$1,050.63	$1,567.38	$3,117.63
Cisco Catalyst 3560-CX 12 Port PoE IP w/ Maintenance						76.18	78.81	81.62	84.64	87.90	91.41	95.22	99.36	103.88	108.83	114.27	120.28	126.96	134.43	142.84	152.36	163.24	175.80	190.45	207.76	228.54	253.93	285.67	326.48	380.89	457.07	571.34	761.79	1,142.68	2,285.36
Emerson UPS GXT4-500RT 1500VA / 1350W 120V w/Maintenance						51.08	52.84	54.73	56.75	58.94	61.29	63.85	66.62	69.65	72.97	76.62	80.65	85.13	90.14	95.77	102.16	109.45	117.87	127.70	139.30	153.24	170.26	191.54	218.91	255.39	306.47	383.09	510.78	766.18	1,532.35

Appendix 3.1 to Schedule 3 SOW Pricing					
Resource Unit Category	**RU Description**	**Unit of Measure**	**Baseline Quantity**	**Unit Rates**	
Vendor Solution Additional VOIP Services					
Contract Center Premium Services	Contract Center Premium Services One Time Install	Qty of License	1	775	
Contract Center Premium Services	Contract Center Premium Services Annual Maintenance	Qty of License	1	205	
Contract Center Premium Services	Contract Center Premium Platform One Time Install	Qty of Platform	1	176,410	
Upgrade from Basic+ to Foundation+ (Assumption is that additional cost over and above basic will be added to the one of the handset costs in the Voice Communication Tab)	Incremental cost from Basic+ to Foundation+	Qty of Monthly User	1	N/A	
Upgrade from Basic+ to Standard (Assumption is that additional cost over and above basic will be added to the one of the handset costs in the Voice Communication Tab)	Incremental cost from Basic+ to Standard	Qty of Monthly User	1	N/A	
Upgrade from Foundation+ to Standard	Incremental cost from Foundation+ to Standard	Qty of Monthly User	1	1.50	
Additional Recording Devices (Refer to Ancillary Equipment Update tab under E.2)	One Time Setup/Transition (up to 320 devices)	TBD		TBD	
Additional Recording Devices (Refer to Ancillary Equipment Update tab under E.2)	Recurring management	TBD		TBD	
County Legacy Resource Units Additional Hard IMAC					
Managed Legacy Voice Circuits	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	88	
Large PBX	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	350	
Small PBX	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	175	
IP-PBX	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	263	
Key Systems	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	175	
Digital PBX Handsets	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	73	
Analog PBX Handsets	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	73	
IP-PBX Handsets	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	73	
Key Systems Handsets	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	73	
ACDs	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	263	
IVRs	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	263	
Voice Mail Systems (Call Pilot) 2.5 - Includes support of 461 Call Pilot applications	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	263	
Voice Mail System (Call Pilot) - Call Pilot Desk Top Messaging Users	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	263	
Voice Mail System (Meridian Mail)	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	263	
Faxes	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	88	
TTY (Text Telephone)	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	88	
Modems	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	88	
Recordings	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	350	
Reader Board	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	175	
Elevator Phones	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	175	
Video Camera Cisco Unified VT Camera III	One Time Capital Cost	Per Camera	1	$176.19	
Video Camera Support	Monthly Support	Per Camera	1	$4.25	
Concurrent Call	Carrier Concurrent Call Monthly	Each	1	$15.63	Required for each concurrent call above 2,500 over all instances
Concurrent Call	Unified Border Element DSP Module One Time	Each	1	$8,662.50	Required for each 100 concurrent calls above 3,000 over all instances
Concurrent Call	Unified Border Element Enterprise License - 100 sessions One Time	Each	1	$8,745.63	Required for each 100 concurrent calls above 3,000 over all instances
Concurrent Call	Unified Border Element Chassis (Includes 100 Concurrent calls) One Time	Each	1	$21,115.94	Costs to add an additional Cube to the environment. Concurrent Calls above 2,500 unencrypted calls per instance or 600 encrypted calls per instance will require another pair of redundant Cubes.
Concurrent Call	Encrypted Voice Cubes Monthly Run & Maintain	Each	1	$170.63	Maintenance Costs to add an additional Cube to the environment.
Vendor Solution Specific Resource Units Additional Hard IMAC					
Cisco 6945 IP Phone	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	73	
Cisco 7965 IP Phone	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	73	
Cisco 7916 IP Phones	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	73	
Softphone	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	73	
VOIP Voice Mail	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	263	
IP ACD	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	263	
IP IVR	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	263	
Video Camera	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	88	
Faxes	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	88	
TTY (Text Telephone)	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	88	
Modems	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	88	
Recordings	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	350	
Reader Board	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	175	
Elevator Phones	Additional IMAC Services to the assumed hard IMAC volumes included in the base charges	Qty of Monthly IMACs	1	175	

Gradated Resource Unit

Hardware	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19
100 Concurrent Licenses and Voip Channel Licenses (Maintenance is included at 1 yr. increment)	$2,342.60	$2,389.45	$2,439.15	$2,491.95	$2,548.15	$2,608.10	$2,672.19	$2,740.86	$2,814.61	$2,894.03	$2,979.81	$3,072.74	$3,173.74	$3,283.93	$3,404.62	$3,537.37	$3,684.10	$3,847.13	$4,029.33	$4,234.32	$4,466.64	$4,732.14	$5,038.49	$5,395.90	$5,818.30	$6,325.17	$6,944.68	$7,719.07	$8,714.71	$10,042.24	$11,900.77	$14,688.57	$19,334.90	$28,627.57	$56,505.57

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Converged Network (Excluding L&JA)	Year 1	Year 2	Year 3	Year 4	Year 5	Assumptions
Actual Cost to redeploy or separate personnel until the earlier of the date Contractor is able to redeploy or 90 days after termination of the Agreement.	$ 968,290.09	$ 880,272.40	$ 841,190.21	$ 850,462.97	$ -	
Actual Cost of terminating 3rd-party contracts that are required to be terminated as a result of termination of the Services	$ 12,594,320.18	$ 11,634,904.93	$ 8,192,599.86	$ 4,235,700.00	$ -	
Actual portion of un-depreciated hardware expenses not yet recovered or discharged by Contractor for hardware acquired, which is used solely to provide the Services under the Agreement	$ 945,036.15	$ 778,395.15	$ 660,079.87	$ 490,150.85	$ -	
Unamortized license fees for license fees not yet owed and discharged by the service provider, but only for software used solely to provide the outsourcing services and actual charges for license termination fees for such software						
Overhead costs (e.g., payroll taxes, rent)						
Administrative Expenses - salary costs of people not charging directly for tower services ((e.g., backoffice support, external services costs (e.g., legal expenses, notary fees))	$ 1,160,611.71	$ 1,063,485.80	$ 775,509.60	$ 446,105.11	$ -	
Actual portion of unrecovered un-depreciated equipment expenses not yet owed and discharged by the service provider, but only for equipment acquired and used solely to provide the outsourcing services						
Unrecovered start-up and transition expenses						
Mark-up margin total that Contractor will apply to actual termination costs	$ 1,566,825.81	$ 1,435,705.83	$ 1,046,937.95	$ 602,241.89	$ -	
Total	$ 17,235,083.94	$ 15,792,764.11	$ 11,516,317.49	$ 6,624,660.82	$ -	

Voice Communications (Excluding L & JA)	Year 1	Year 2	Year 3	Year 4	Year 5	Assumptions
Actual Cost to redeploy or separate personnel until the earlier of the date Contractor is able to redeploy or 90 days after termination of the Agreement.	$ 322,763.36	$ 293,424.13	$ 280,396.74	$ 283,487.66	$ -	
Actual Cost of terminating 3rd-party contracts that are required to be terminated as a result of termination of the Services	$ 4,198,106.73	$ 3,878,301.64	$ 2,730,866.62	$ 1,411,900.00	$ -	
Actual portion of un-depreciated hardware expenses not yet recovered or discharged by Contractor for hardware acquired, which is used solely to provide the Services under the Agreement	$ 315,012.05	$ 259,465.05	$ 220,026.62	$ 163,383.62	$ -	
Unamortized license fees for license fees not yet owed and discharged by the service provider, but only for software used solely to provide the outsourcing services and actual charges for license termination fees for such software						
Overhead costs (e.g., payroll taxes, rent)	$ 386,870.57	$ 354,495.27	$ 258,503.20	$ 148,701.70	$ -	
Administrative Expenses - salary costs of people not charging directly for tower services ((e.g., backoffice support, external services costs (e.g., legal expenses, notary fees))						
Actual portion of unrecovered un-depreciated equipment expenses not yet owed and discharged by the service provider, but only for equipment acquired and used solely to provide the outsourcing services						
Unrecovered start-up and transition expenses						
Mark-up margin total that Contractor will apply to actual termination costs	$ 522,275.27	$ 478,568.61	$ 348,979.32	$ 200,747.30	$ -	
Total	$ 5,745,027.98	$ 5,264,254.70	$ 3,838,772.50	$ 2,208,220.28	$ -	

Converged Network (L &JA)	Year 1	Year 2	Year 3	Year 4	Year 5	Assumptions
Actual Cost to redeploy or separate personnel until the earlier of the date Contractor is able to redeploy or 90 days after termination of the Agreement.	$ 26,442.31	$ 26,299.08	$ 18,635.03	$ 16,398.53	$ -	
Actual Cost of terminating 3rd-party contracts that are required to be terminated as a result of termination of the Services	$ 429,856.34	$ 426,430.79	$ 287,158.55	$ 148,014.61	$ -	
Actual portion of un-depreciated hardware expenses not yet recovered or discharged by Contractor for hardware acquired, which is used solely to provide the Services under the Agreement	$ 29,918.19	$ 23,877.56	$ 19,044.86	$ 13,004.23	$ -	
Unamortized license fees for license fees not yet owed and discharged by the service provider, but only for software used solely to provide the outsourcing services and actual charges for license termination fees for such software						
Overhead costs (e.g., payroll taxes, rent)	$ 38,897.35	$ 38,128.59	$ 25,987.07	$ 14,193.39	$ -	
Administrative Expenses - salary costs of people not charging directly for tower services ((e.g., backoffice support, external services costs (e.g., legal expenses, notary fees))						
Actual portion of unrecovered un-depreciated equipment expenses not yet owed and discharged by the service provider, but only for equipment acquired and used solely to provide the outsourcing services						
Unrecovered start-up and transition expenses						
Mark-up margin total that Contractor will apply to actual termination costs	$ 52,511.42	$ 51,473.60	$ 35,082.55	$ 19,161.08	$ -	
Total	$ 577,625.61	$ 566,209.62	$ 385,908.06	$ 210,771.84	$ -	

Voice Communications (L & JA)	Year 1	Year 2	Year 3	Year 4	Year 5	Assumptions
Actual Cost to redeploy or separate personnel until the earlier of the date Contractor is able to redeploy or 90 days after termination of the Agreement.	$ 79,326.94	$ 78,897.23	$ 55,905.08	$ 49,195.58	$ -	
Actual Cost of terminating 3rd-party contracts that are required to be terminated as a result of termination of the Services	$ 1,289,569.02	$ 1,279,292.37	$ 861,475.64	$ 444,043.84	$ -	
Actual portion of un-depreciated hardware expenses not yet recovered or discharged by Contractor for hardware acquired, which is used solely to provide the Services under the Agreement	$ 89,754.57	$ 71,632.69	$ 57,134.57	$ 39,012.70	$ -	
Unamortized license fees for license fees not yet owed and discharged by the service provider, but only for software used solely to provide the outsourcing services and actual charges for license termination fees for such software						
Overhead costs (e.g., payroll taxes, rent)	$ 116,692.04	$ 114,385.78	$ 77,961.22	$ 42,580.17	$ -	
Administrative Expenses - salary costs of people not charging directly for tower services ((e.g., backoffice support, external services costs (e.g., legal expenses, notary fees))						
Actual portion of unrecovered un-depreciated equipment expenses not yet owed and discharged by the service provider, but only for equipment acquired and used solely to provide the outsourcing services						
Unrecovered start-up and transition expenses						
Mark-up margin total that Contractor will apply to actual termination costs	$ 157,534.26	$ 154,420.81	$ 105,247.65	$ 57,483.23	$ -	
Total	$ 1,732,876.83	$ 1,698,628.88	$ 1,157,724.16	$ 632,315.52	$ -	

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Converged Network (Excluding L &JA)		
Termination Month	**Termination Charge**	**Assumptions**
Month 1	$ 15,472,427.48	
Month 2	$ 15,632,668.98	
Month 3	$ 15,792,910.47	
Month 4	$ 15,953,151.97	
Month 5	$ 16,113,393.47	
Month 6	$ 16,273,634.96	
Month 7	$ 16,433,876.46	
Month 8	$ 16,594,117.95	
Month 9	$ 16,754,359.45	
Month 10	$ 16,914,600.95	
Month 11	$ 17,074,842.44	
Month 12	$ 17,235,083.94	
Month 13	$ 17,114,890.62	
Month 14	$ 16,994,697.30	
Month 15	$ 16,874,503.98	
Month 16	$ 16,754,310.66	
Month 17	$ 16,634,117.34	
Month 18	$ 16,513,924.03	
Month 19	$ 16,393,730.71	
Month 20	$ 16,273,537.39	
Month 21	$ 16,153,344.07	
Month 22	$ 16,033,150.75	
Month 23	$ 15,912,957.43	
Month 24	$ 15,792,764.11	
Month 25	$ 15,436,393.56	
Month 26	$ 15,080,023.01	
Month 27	$ 14,723,652.46	
Month 28	$ 14,367,281.90	
Month 29	$ 14,010,911.35	
Month 30	$ 13,654,540.80	
Month 31	$ 13,298,170.25	
Month 32	$ 12,941,799.70	
Month 33	$ 12,585,429.15	
Month 34	$ 12,229,058.59	
Month 35	$ 11,872,688.04	
Month 36	$ 11,516,317.49	
Month 37	$ 11,108,679.43	
Month 38	$ 10,701,041.38	
Month 39	$ 10,293,403.32	
Month 40	$ 9,885,765.27	
Month 41	$ 9,478,127.21	
Month 42	$ 9,070,489.16	
Month 43	$ 8,662,851.10	
Month 44	$ 8,255,213.04	
Month 45	$ 7,847,574.99	
Month 46	$ 7,439,936.93	
Month 47	$ 7,032,298.88	
Month 48	$ 6,624,660.82	
Month 49	$ 6,072,605.75	
Month 50	$ 5,520,550.68	
Month 51	$ 4,968,495.62	
Month 52	$ 4,416,440.55	
Month 53	$ 3,864,385.48	
Month 54	$ 3,312,330.41	
Month 55	$ 2,760,275.34	
Month 56	$ 2,208,220.27	
Month 57	$ 1,656,165.21	
Month 58	$ 1,104,110.14	
Month 59	$ 552,055.07	
Month 60	$ -	

Voice Communication (Excluding L & JA)		
Termination Month	**Termination Charge**	**Assumptions**
Month 1	$ 5,157,475.83	
Month 2	$ 5,210,889.66	
Month 3	$ 5,264,303.49	
Month 4	$ 5,317,717.33	
Month 5	$ 5,371,131.16	
Month 6	$ 5,424,544.99	
Month 7	$ 5,477,958.82	
Month 8	$ 5,531,372.65	
Month 9	$ 5,584,786.48	
Month 10	$ 5,638,200.32	
Month 11	$ 5,691,614.15	
Month 12	$ 5,745,027.98	
Month 13	$ 5,704,963.54	
Month 14	$ 5,664,899.10	
Month 15	$ 5,624,834.66	
Month 16	$ 5,584,770.22	
Month 17	$ 5,544,705.78	
Month 18	$ 5,504,641.34	
Month 19	$ 5,464,576.90	
Month 20	$ 5,424,512.46	
Month 21	$ 5,384,448.02	
Month 22	$ 5,344,383.58	
Month 23	$ 5,304,319.14	
Month 24	$ 5,264,254.70	
Month 25	$ 5,145,464.52	
Month 26	$ 5,026,674.33	
Month 27	$ 4,907,884.15	
Month 28	$ 4,789,093.97	
Month 29	$ 4,670,303.78	
Month 30	$ 4,551,513.60	
Month 31	$ 4,432,723.42	
Month 32	$ 4,313,933.23	
Month 33	$ 4,195,143.05	
Month 34	$ 4,076,352.87	
Month 35	$ 3,957,562.68	
Month 36	$ 3,838,772.50	
Month 37	$ 3,702,893.15	
Month 38	$ 3,567,013.80	
Month 39	$ 3,431,134.45	
Month 40	$ 3,295,255.09	
Month 41	$ 3,159,375.74	
Month 42	$ 3,023,496.39	
Month 43	$ 2,887,617.04	
Month 44	$ 2,751,737.69	
Month 45	$ 2,615,858.34	
Month 46	$ 2,479,978.98	
Month 47	$ 2,344,099.63	
Month 48	$ 2,208,220.28	
Month 49	$ 2,024,201.92	
Month 50	$ 1,840,183.57	
Month 51	$ 1,656,165.21	
Month 52	$ 1,472,146.85	
Month 53	$ 1,288,128.50	
Month 54	$ 1,104,110.14	
Month 55	$ 920,091.78	
Month 56	$ 736,073.43	
Month 57	$ 552,055.07	
Month 58	$ 368,036.71	
Month 59	$ 184,018.36	
Month 60	$ -	

Converged Network (L & JA)		
Termination Month	**Termination Charge**	**Assumptions**
Month 1	$ 630,255.56	
Month 2	$ 625,471.02	
Month 3	$ 620,686.48	
Month 4	$ 615,901.94	
Month 5	$ 611,117.40	
Month 6	$ 606,332.86	
Month 7	$ 601,548.31	
Month 8	$ 596,763.77	
Month 9	$ 591,979.23	
Month 10	$ 587,194.69	
Month 11	$ 582,410.15	
Month 12	$ 577,625.61	
Month 13	$ 576,674.28	
Month 14	$ 575,722.95	
Month 15	$ 574,771.61	
Month 16	$ 573,820.28	
Month 17	$ 572,868.95	
Month 18	$ 571,917.62	
Month 19	$ 570,966.28	
Month 20	$ 570,014.95	
Month 21	$ 569,063.62	
Month 22	$ 568,112.29	
Month 23	$ 567,160.95	
Month 24	$ 566,209.62	
Month 25	$ 551,184.49	
Month 26	$ 536,159.36	
Month 27	$ 521,134.23	
Month 28	$ 506,109.10	
Month 29	$ 491,083.97	
Month 30	$ 476,058.84	
Month 31	$ 461,033.71	
Month 32	$ 446,008.58	
Month 33	$ 430,983.45	
Month 34	$ 415,958.32	
Month 35	$ 400,933.19	
Month 36	$ 385,908.06	
Month 37	$ 371,313.38	
Month 38	$ 356,718.69	
Month 39	$ 342,124.01	
Month 40	$ 327,529.32	
Month 41	$ 312,934.64	
Month 42	$ 298,339.95	
Month 43	$ 283,745.27	
Month 44	$ 269,150.58	
Month 45	$ 254,555.90	
Month 46	$ 239,961.21	
Month 47	$ 225,366.53	
Month 48	$ 210,771.84	
Month 49	$ 193,207.52	
Month 50	$ 175,643.20	
Month 51	$ 158,078.88	
Month 52	$ 140,514.56	
Month 53	$ 122,950.24	
Month 54	$ 105,385.92	
Month 55	$ 87,821.60	
Month 56	$ 70,257.28	
Month 57	$ 52,692.96	
Month 58	$ 35,128.64	
Month 59	$ 17,564.32	
Month 60	$ -	

Voice Communication (L &JA)		
Termination Month	**Termination Charge**	**Assumptions**
Month 1	$ 1,890,766.67	
Month 2	$ 1,876,413.05	
Month 3	$ 1,862,059.43	
Month 4	$ 1,847,705.80	
Month 5	$ 1,833,352.18	
Month 6	$ 1,818,998.56	
Month 7	$ 1,804,644.94	
Month 8	$ 1,790,291.32	
Month 9	$ 1,775,937.70	
Month 10	$ 1,761,584.07	
Month 11	$ 1,747,230.45	
Month 12	$ 1,732,876.83	
Month 13	$ 1,730,022.83	
Month 14	$ 1,727,168.84	
Month 15	$ 1,724,314.84	
Month 16	$ 1,721,460.85	
Month 17	$ 1,718,606.85	
Month 18	$ 1,715,752.86	
Month 19	$ 1,712,898.86	
Month 20	$ 1,710,044.86	
Month 21	$ 1,707,190.87	
Month 22	$ 1,704,336.87	
Month 23	$ 1,701,482.88	
Month 24	$ 1,698,628.88	
Month 25	$ 1,653,553.49	
Month 26	$ 1,608,478.09	
Month 27	$ 1,563,402.70	
Month 28	$ 1,518,327.31	
Month 29	$ 1,473,251.91	
Month 30	$ 1,428,176.52	
Month 31	$ 1,383,101.13	
Month 32	$ 1,338,025.73	
Month 33	$ 1,292,950.34	
Month 34	$ 1,247,874.95	
Month 35	$ 1,202,799.55	
Month 36	$ 1,157,724.16	
Month 37	$ 1,113,940.11	
Month 38	$ 1,070,156.05	
Month 39	$ 1,026,372.00	
Month 40	$ 982,587.95	
Month 41	$ 938,803.89	
Month 42	$ 895,019.84	
Month 43	$ 851,235.79	
Month 44	$ 807,451.73	
Month 45	$ 763,667.68	
Month 46	$ 719,883.63	
Month 47	$ 676,099.57	
Month 48	$ 632,315.52	
Month 49	$ 579,622.56	
Month 50	$ 526,929.60	
Month 51	$ 474,236.64	
Month 52	$ 421,543.68	
Month 53	$ 368,850.72	
Month 54	$ 316,157.76	
Month 55	$ 263,464.80	
Month 56	$ 210,771.84	
Month 57	$ 158,078.88	
Month 58	$ 105,385.92	
Month 59	$ 52,692.96	
Month 60	$ (0.00)	

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Converged NW (Excluding L & JA)	Year 1	Year 2	Year 3	Year 4	Year 5	Assumptions
Disentanglement Fee Estimate	1,837,404.90	2,281,710.60	2,556,394.20	2,547,678.60	2,504,777.40	Estimaterd at 15% of revenue. Actuals to be billed T&M.
Total	$ 1,837,404.90	$ 2,281,710.60	$ 2,556,394.20	$ 2,547,678.60	$ 2,504,777.40	

Voice Communications (Excluding L & JA)	Year 1	Year 2	Year 3	Year 4	Year 5	Assumptions
Disentanglement Fee Estimate	$ 926,261.10	$ 1,040,531.70	$ 928,942.20	$ 911,687.40	$ 894,607.20	Estimaterd at 15% of revenue. Actuals to be billed T&M.
Total	$ 926,261.10	$ 1,040,531.70	$ 928,942.20	$ 911,687.40	$ 894,607.20	

Converged NW (L & JA)	Year 1	Year 2	Year 3	Year 4	Year 5	Assumptions
Disentanglement Fee Estimate	$ 56,229.75	$ 100,881.00	$ 100,420.20	$ 99,982.80	$ 99,565.20	Estimaterd at 15% of revenue. Actuals to be billed T&M.
Total	$ 56,229.75	$ 100,881.00	$ 100,420.20	$ 99,982.80	$ 99,565.20	

Voice Communications (L &JA)	Year 1	Year 2	Year 3	Year 4	Year 5	Assumptions
Disentanglement Fee Estimate	$ 202,172.70	$ 178,098.60	$ 149,479.20	$ 147,997.80	$ 146,545.20	Estimaterd at 15% of revenue. Actuals to be billed T&M.
Total	$ 202,172.70	$ 178,098.60	$ 149,479.20	$ 147,997.80	$ 146,545.20	

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Scope 2 Hourly Rate

Year 1	Onsite Hourly Rates			Provider Site Hourly Rates			
Job Title / Labor Category	Senior	Junior	Entry	Senior	Junior	Entry	Provider Job Title - Reference Mapping
Business Analyst	$ 86.00	$ 72.00	$ 65.00	$ 90.00	$ 76.00	$ 68.00	
Network Hardware Specialist	$ 63.00	$ 55.00	$ 50.00	$ 66.00	$ 58.00	$ 53.00	
Voice Hardware Specialist	$ 63.00	$ 55.00	$ 50.00	$ 66.00	$ 58.00	$ 53.00	
Data Network Specialist	$ 85.00	$ 74.00	$ 67.00	$ 89.00	$ 78.00	$ 70.00	
Voice Telecom Network Specialist	$ 85.00	$ 74.00	$ 67.00	$ 89.00	$ 78.00	$ 70.00	
Documentation Specialist	$ 68.00	$ 59.00	$ 53.00	$ 71.00	$ 62.00	$ 56.00	
Information Systems Engineer	$ 102.00	$ 89.00	$ 80.00	$ 107.00	$ 93.00	$ 84.00	
Data Network Design Engineer	$ 116.00	$ 101.00	$ 91.00	$ 122.00	$ 106.00	$ 96.00	
Voice Network Design Engineer	$ 116.00	$ 101.00	$ 91.00	$ 122.00	$ 106.00	$ 96.00	
Project Manager	$ 116.00	$ 97.00	$ 87.00	$ 122.00	$ 102.00	$ 91.00	
Security Systems Engineer	$ 141.00	$ 123.00	$ 111.00	$ 148.00	$ 129.00	$ 117.00	
System Administrator/Operator	$ 98.00	$ 85.00	$ 77.00	$ 103.00	$ 89.00	$ 81.00	
Technical Architect	$ 150.00	$ 125.00	$ 113.00	$ 158.00	$ 131.00	$ 119.00	
Training Specialist	$ 83.00	$ 72.00	$ 65.00	$ 87.00	$ 76.00	$ 68.00	
Other (specify							
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Year 2	Onsite Hourly Rates			Provider Site Hourly Rates		
Job Title / Labor Category	Senior	Junior	Entry	Senior	Junior	Entry
Business Analyst	$ 87.72	$ 73.44	$ 66.30	$ 91.80	$ 77.52	$ 69.36
Network Hardware Specialist	$ 64.26	$ 56.10	$ 51.00	$ 67.32	$ 59.16	$ 54.06
Voice Hardware Specialist	$ 64.26	$ 56.10	$ 51.00	$ 67.32	$ 59.16	$ 54.06
Data Network Specialist	$ 86.70	$ 75.48	$ 68.34	$ 90.78	$ 79.56	$ 71.40
Voice Telecom Network Specialist	$ 86.70	$ 75.48	$ 68.34	$ 90.78	$ 79.56	$ 71.40
Documentation Specialist	$ 69.36	$ 60.18	$ 54.06	$ 72.42	$ 63.24	$ 57.12
Information Systems Engineer	$ 104.04	$ 90.78	$ 81.60	$ 109.14	$ 94.86	$ 85.68
Data Network Design Engineer	$ 118.32	$ 103.02	$ 92.82	$ 124.44	$ 108.12	$ 97.92
Voice Network Design Engineer	$ 118.32	$ 103.02	$ 92.82	$ 124.44	$ 108.12	$ 97.92
Project Manager	$ 118.32	$ 98.94	$ 88.74	$ 124.44	$ 104.04	$ 92.82
Security Systems Engineer	$ 143.82	$ 125.46	$ 113.22	$ 150.96	$ 131.58	$ 119.34
System Administrator/Operator	$ 99.96	$ 86.70	$ 78.54	$ 105.06	$ 90.78	$ 82.62
Technical Architect	$ 153.00	$ 127.50	$ 115.26	$ 161.16	$ 133.62	$ 121.38
Training Specialist	$ 84.66	$ 73.44	$ 66.30	$ 88.74	$ 77.52	$ 69.36
Other (specify						
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Year 3	Onsite Hourly Rates			Provider Site Hourly Rates		
Job Title / Labor Category	Senior	Junior	Entry	Senior	Junior	Entry
Business Analyst	$ 89.47	$ 74.91	$ 67.63	$ 93.64	$ 79.07	$ 70.75
Network Hardware Specialist	$ 65.55	$ 57.22	$ 52.02	$ 68.67	$ 60.34	$ 55.14
Voice Hardware Specialist	$ 65.55	$ 57.22	$ 52.02	$ 68.67	$ 60.34	$ 55.14
Data Network Specialist	$ 88.43	$ 76.99	$ 69.71	$ 92.60	$ 81.15	$ 72.83
Voice Telecom Network Specialist	$ 88.43	$ 76.99	$ 69.71	$ 92.60	$ 81.15	$ 72.83
Documentation Specialist	$ 70.75	$ 61.38	$ 55.14	$ 73.87	$ 64.50	$ 58.26
Information Systems Engineer	$ 106.12	$ 92.60	$ 83.23	$ 111.32	$ 96.76	$ 87.39
Data Network Design Engineer	$ 120.69	$ 105.08	$ 94.68	$ 126.93	$ 110.28	$ 99.88
Voice Network Design Engineer	$ 120.69	$ 105.08	$ 94.68	$ 126.93	$ 110.28	$ 99.88
Project Manager	$ 120.69	$ 100.92	$ 90.51	$ 126.93	$ 106.12	$ 94.68
Security Systems Engineer	$ 146.70	$ 127.97	$ 115.48	$ 153.98	$ 134.21	$ 121.73
System Administrator/Operator	$ 101.96	$ 88.43	$ 80.11	$ 107.16	$ 92.60	$ 84.27
Technical Architect	$ 156.06	$ 130.05	$ 117.57	$ 164.38	$ 136.29	$ 123.81
Training Specialist	$ 86.35	$ 74.91	$ 67.63	$ 90.51	$ 79.07	$ 70.75
Other (specify						
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Other (specify						

Year 4	Onsite Hourly Rates			Provider Site Hourly Rates		
Job Title / Labor Category	Senior	Junior	Entry	Senior	Junior	Entry
Business Analyst	$ 91.26	$ 76.41	$ 68.98	$ 95.51	$ 80.65	$ 72.17
Network Hardware Specialist	$ 66.86	$ 58.36	$ 53.06	$ 70.04	$ 61.55	$ 56.24
Voice Hardware Specialist	$ 66.86	$ 58.36	$ 53.06	$ 70.04	$ 61.55	$ 56.24
Data Network Specialist	$ 90.20	$ 78.53	$ 71.10	$ 94.45	$ 82.77	$ 74.29
Voice Telecom Network Specialist	$ 90.20	$ 78.53	$ 71.10	$ 94.45	$ 82.77	$ 74.29
Documentation Specialist	$ 72.17	$ 62.61	$ 56.24	$ 75.35	$ 65.79	$ 59.43
Information Systems Engineer	$ 108.24	$ 94.45	$ 84.89	$ 113.55	$ 98.70	$ 89.14
Data Network Design Engineer	$ 123.10	$ 107.18	$ 96.57	$ 129.47	$ 112.49	$ 101.88
Voice Network Design Engineer	$ 123.10	$ 107.18	$ 96.57	$ 129.47	$ 112.49	$ 101.88
Project Manager	$ 123.10	$ 102.94	$ 92.32	$ 129.47	$ 108.24	$ 96.57
Security Systems Engineer	$ 149.63	$ 130.53	$ 117.79	$ 157.06	$ 136.89	$ 124.16
System Administrator/Operator	$ 104.00	$ 90.20	$ 81.71	$ 109.30	$ 94.45	$ 85.96
Technical Architect	$ 159.18	$ 132.65	$ 119.92	$ 167.67	$ 139.02	$ 126.29
Training Specialist	$ 88.08	$ 76.41	$ 68.98	$ 92.32	$ 80.65	$ 72.17
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Year 5	Onsite Hourly Rates			Provider Site Hourly Rates		
Job Title / Labor Category	Senior	Junior	Entry	Senior	Junior	Entry
Business Analyst	$ 93.09	$ 77.94	$ 70.36	$ 97.42	$ 82.26	$ 73.61
Network Hardware Specialist	$ 68.20	$ 59.53	$ 54.12	$ 71.44	$ 62.78	$ 57.36
Voice Hardware Specialist	$ 68.20	$ 59.53	$ 54.12	$ 71.44	$ 62.78	$ 57.36
Data Network Specialist	$ 92.00	$ 80.10	$ 72.52	$ 96.34	$ 84.43	$ 75.78
Voice Telecom Network Specialist	$ 92.00	$ 80.10	$ 72.52	$ 96.34	$ 84.43	$ 75.78
Documentation Specialist	$ 73.61	$ 63.86	$ 57.36	$ 76.86	$ 67.11	$ 60.62
Information Systems Engineer	$ 110.40	$ 96.34	$ 86.59	$ 115.82	$ 100.67	$ 90.92
Data Network Design Engineer	$ 125.56	$ 109.32	$ 98.50	$ 132.06	$ 114.74	$ 103.92
Voice Network Design Engineer	$ 125.56	$ 109.32	$ 98.50	$ 132.06	$ 114.74	$ 103.92
Project Manager	$ 125.56	$ 105.00	$ 94.17	$ 132.06	$ 110.40	$ 98.50
Security Systems Engineer	$ 152.62	$ 133.14	$ 120.15	$ 160.20	$ 139.63	$ 126.64
System Administrator/Operator	$ 106.08	$ 92.00	$ 83.34	$ 111.49	$ 96.34	$ 87.68
Technical Architect	$ 162.36	$ 135.30	$ 122.32	$ 171.02	$ 141.80	$ 128.82
Training Specialist	$ 89.84	$ 77.94	$ 70.36	$ 94.17	$ 82.26	$ 73.61
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Appendix 3.1 to Schedule 3			
Resource Unit	**Make**	**Summary Model Number**	**Amendment 3 Change Log**
Routers			
Router (small)	Cisco	2951, 2911, 2921	
Router (medium)	Cisco	ASR 1002, 3925	
Router (large)	Cisco	ASR 1004, 3945, 3900	
Router (extra large)	Cisco	Nexus 7010	
Switches			
Switch (Xtra-small)	Cisco	Cisco Catalyst 3560-CX 12 Port	Added for labor - HW is Gradated
Switch (small)	Cisco	2960 & Nexus 2248	
Switch (medium)	Cisco	3850-48, 3850-24P, Nexus 5596	
Switch (large)	Cisco	6506, 4507	
Firewall			
Firewalls	Cisco	ASA5585x, ASA5525, ASA5515, ASA5505	
UPS			
UPS (Xtra-small)	Liebert	GXT4-500RT 1500VA / 1350W 120V	Added for labor - HW is Gradated
UPS (small)	Liebert	GXT3-3000RT102	
UPS (medium)	Liebert	GXT3-6000RT208	
UPS (large)	Liebert	GXT3-8000RT208	
Load Balancer			
Load Balancer	F5	Big-IP 4000s	
Wireless			
Wireless Base System	Cisco	UCS Appliance, MSE 3365 Appliance, 8540 Controllers, ISE Appliance	
Wireless Access Points	Cisco	Air-Cap3702	
SRST Routers			
SRST Router (small)	Cisco	2911/K9	
SRST Router (Medium)	Cisco	2951/K9	
SRST Router (Large)	Cisco	3925/K9, 3925, C3900	
SRST Router (Extra-Large)	Cisco	3945E	

Appendix 3.1 to Schedule 3	
SOW Pricing	
County of Orange	
Atos-Scope 2	

Click links for

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	Converged Network Recurring Price Assumptions (Excluding L & JA)
1	**General Assumptions:**
2	Vendor pricing is based on a 5 year base contract (post Transition Period) plus 2 one year options.
3	Atos Pricing includes all COLA adjustments.
4	All travel costs for base services are included in our pricing. Vendor will not charge the County separately for travel related costs except for services purchased off the hourly rate card.
5	The plan for converging the networks spans across years 1 through 3. Estimates of the impact on the total price for these years are represented. Actual monthly charges will be based on the actual migration dates and reflect actual Resource volumes and Circuit Costs.
6	Pricing subject to change due to changes in taxes, tariffs, and regulatory requirements.
7	With respect to non-service Resource Units priced specifically to reimburse Vendor for the hardware and maintenance Assets purchased by Vendor on behalf of the County to deploy the Atos solution ("NSRUs"): 1. The County will own the equipment and associated Assets at the end of the Initial Term of the Agreement in accordance with the requirements of Section 15.4.5 of the Agreement; 2. Vendor shall base each NSRU on the forecasted set of equipment and associated Assets that Vendor shall procure and deploy based on the approved project schedule as of the Amendment Effective Date. Any subsequent changes to the forecasted set of equipment or to the project schedule may result in corresponding changes to the NSRU, which the Parties shall negotiate in good-faith using the same methodology by which the NSRU was originally developed; and 3. Within thirty (30) Calendar Days of the last Transformation Complete Date, the Parties shall jointly reevaluate the NSRUs and make any adjustments necessary to ensure that neither Party owes the other Party any payments upon the transfer of ownership of the associated Assets to the County.
8	**Network Assumptions:**
9	OCCR agency network equipment and circuits are not included in the scope of services per the Appendix 2A.2 Spreadsheet and have not been included in Vendor pricing. OCPW network equipment is not in scope, circuits are in-scope and new vendor provided circuits have been included to the OCPW sites that have been identified in the Appendix 2A.2 Spreadsheet.
10	License costs for anti-virus is included only for Vendor provided equipment.
11	Identity Management Services is out of scope, and not included in Vendor Pricing.
12	Vendor will not utilize the SOC to perform eyes on glass monitoring of the SIEM. Instead, alerts generated by the SIEM will be reviewed as required during business hours. The CIRT team and process will still be utilized as required. If an after hours HIGH security alert is triggered, then escalation will occur to the NOC for resolution
13	All County Retained or Legacy Security Hardware, Software Licenses, and Maintenance are current and will be maintained by the County through out the term or until transformed to Vendor Solution. County provided Systems are assumable for Vendor management as is, and any additional costs (refresh, maintenance, Hardware, licenses, etc.) will be the Counties responsibility.
14	Pricing does not include LD toll charges for ANY analog or ISDN lines. These will be billed based upon actual monthly usage.
15	All install fees for Vendor provided circuits are based upon access to County facilities being available. If not available then additional build-out costs may apply. Assumes that physical access to the sites is available during standard business hours 8-5/M-F during the scheduled transformation period.
16	Vendor provided Circuit bandwidth was based on estimated current County usage plus the addition bandwidth required for Converged Voice traffic. No Growth of additional bandwidth is included in pricing.
17	Vendor will ensure building permits for Subcontractor and Third Party Circuits and build outs into all locations will be available during Transition/Transformation installation time frames as outlined in the Transformational Plan.
18	For Resource Units that include capital the unit rates can only be used to RRC, not ARC. Due to the County requirement to own all assets at month 60, new Resource Units will have a different unit price to recapture the capital over the then remaining contract term. Alternatively, the County can pay for the capital component in one lump sum and pay a reduced monthly rate for the remaining term.
19	The County is fully responsible for funding cable hardware and installation of LAN cabling at County Sites, while Vendor is fully responsible for funding cable hardware and installation of network cabling at County Sites as part of Transformation. Vendor's charges to the County for LAN Cabling shall be provided and charged to the County under Pass-Through Fees as described in Section 3.1.4 (Pass-Through Fees) of Schedule 3 (Fees).

	Voice Communications Recurring Price Assumptions (Excluding L & JA)
1	Vendor SIP Trunking price assumes a maximum of 2,500 concurrent calls.
2	Vendor anticipates that the County will have to pay taxes on VOIP handset capital, which will be separately charged.
3	UPS solution is modeled to support a maximum 30 minute power outage. After 30 minutes without power, the phone availability at a site will go down. This condition would not impact the Vendor SLA measurement for availability.
4	All Phones will be placed on users desk during standard business hours 8-5/M-F. Turn-up of the site will be done after hours or per agreed upon time with the County.
5	Vendor solution assumes the re-use of County Provided and owned DID's.
6	Vendor will utilize County's existing Avotus Call Accounting system, upgrade it, and provide on-going maintenance support as required.
7	Assumes that a Single Avotus Call Accounting application does not violate any separation requirements between Public Defender, L&J, and the rest of the County.
8	Call Recording Hardware can not be shared across the Vendor provided Multiple instances or Systems. If multiple systems are required by the County for Multiple Agency Instances, A New platform will need to be setup for each Instance and will be priced separately.
9	Pricing assumes that County Number Ranges will stay largely together so that the dial plan can be logically split and supported. Vendor expects that some numbers will have to be retained and will work with the County to minimize impact to supportability of the environment.
10	Solution and Pricing assumes a total of 2500 Concurrent Calls for Local, Long Distance, and International. ANY Future growth or additional capacity will be charged to the County at an additional cost.
11	All pricing assumes that no technology refresh of the proposed assets is required or included in the solution throughout the term of the agreement.
12	Pricing assumes ALL Elevator Phones are included with the Analog port Counts associated with Appendix 2A.2.
13	Pricing assumes all analog lines terminate back to one location within a County building or location.
14	Pricing included ADA Complaint Handsets but, does not include ADA Keyboards or Other ADA Devices.
15	Initial Pricing assumes 80 Ports of Call Recording.
16	For the new platform resource unit. Each platform is able to support a maximum of 400 agents before a new platform is required.
17	For Resource Units that include capital the unit rates can only be used to RRC, not ARC. Due to the County requirement to own all assets at month 60, new Resource Units will have a different unit price to recapture the capital over the then remaining contract term. Alternatively, the County can pay for the capital component in one lump sum and pay a reduced monthly rate for the remaining term.

	Converged Network Recurring Price Assumptions (L & JA)
1	L&J network devices only include devices that are managed by L&J personnel. Routers that service L&J that are part of the backbone are in the excluding L&J model. WAN Access routers that are located in L&J facilities are considered part of the County converged network and will be billed as a converged RU.
2	Pricing does not include LD toll charges for SIP Trunks, analog, or ISDN lines. These will be billed based on usage.
3	Assumes no Call Recording.
4	For Resource Units that include capital the unit rates can only be used to RRC, not ARC. Due to the County requirement to own all assets at month 60, new Resource Units will have a different unit price to recapture the capital over the then remaining contract term. Alternatively, the County can pay for the capital component in one lump sum and pay a reduced monthly rate for the remaining term.
5	

	Voice Communications Recurring Price Assumptions (L & JA)
1	Vendor anticipates that the County will have to pay taxes on VOIP handset capital, which will be separately charged.
2	Assumes no Call Recording.
3	Pricing does not include LD toll charges for analog or ISDN lines. These will be billed based on usage.
4	All circuits unless otherwise noted carry a minimum commitment of 12 months. Any early termination may result in the remaining months to bill in one lump sum.

5	Assumes all analog lines terminate back to one location in a building.
6	Assume there is floor or wall space for Racks.
7	Assumes that a Single Avotus Call Accounting application does not violate any separation requirements between Public Defender, L&J, and the rest of the county.
8	Vendor will reuse the counties Avotus system and upgrade it and provide maintenance going forward.
9	Phones are placed during business hours.
10	Assumes re-use of County owned DID's.
11	Fax Integration with Unified Messaging is out of Scope. Cisco's design requires tight integration with Email and should be part of the email management in scope 1.
12	Assume All interconnects to the HCS Environment are via SIP Trunks. Any configuration on the County run PBX's will be done by the County. County PBX's that are out of scope for managed services but in scope for 7 digit dial integration will be connected to the HCS environment via standard SIP Trunks.
13	All pricing assumes that Legacy VoIP PBX's must interoperate with a Cisco Cube or Cisco Call Manager V8.6 or later. Assume no NAT or Firewalls blocking VoIP networking resides between the Legacy VoIP PBX and the HCS environment.
14	Pricing assumes any costs associated with RCF will be incurred by the County.
15	Assume Number Ranges will stay together and cannot be broken into small pieces.
16	Assumes a total of 2500 Concurrent Calls for Local, Long Distance, and International. Future growth of capacity will be charged at current rates.
17	Assumes all extensions will be converted to 7 digit dial plan and a DID assigned to each extension.
18	Call Recording Hardware can not be shared across County Instances. A New platform will need to be setup for each Instance and sold separately.
19	For Resource Units that include capital the unit rates can only be used to RRC, not ARC. Due to the County requirement to own all assets at month 60, new Resource Units will have a different unit price to recapture the capital over the then remaining contract term. Alternatively, the County can pay for the capital component in one lump sum and pay a reduced monthly rate for the remaining term.
20	For the new platform resource unit. Each platform is able to support a maximum of 400 agents before a new platform is required.

	Network & VOIP Transformation Fees Assumptions (Excluding L &JA)
1	The price for solution components is included in our managed services fees. They are not included as one-time costs in the transformation fees.
2	
3	
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	Network & VOIP Transformation Fees Assumptions (L &JA)
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	Network ADD Services Rate
1	Additional labor and materials are for LAN patch cables located in the OC Data Center
2	Prices provided for Video Camera, Video Camera Support and Concurrent Call will need to be re-evaluated at the time of use to ensure the best price possible.
3	
4	
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	VOIP Rates Plan Assumptions
1	
2	
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5	

	International Call Rates Plan Assumptions
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2	
3	
4	
5	

	Hourly Rate Sheet
1	
2	
3	
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5	