

**Lee County Board Of County Commissioners  
Agenda Item Summary**

Blue Sheet No. 20031139

**1. REQUESTED MOTION:**

**ACTION REQUESTED:** Approve Project #PB030810, the utilization (piggyback) of Sarasota County RFP #9116H, for the procurement of Telecommunication Equipment and Services from Nextira LLC for Lee County ITG-Client Telecommunication Services. Request authority to continue to utilize the Sarasota County Proposal until it expires or is renewed. The annual estimated expenditures for equipment and services are between \$250,000-\$1,400,000.

**WHY ACTION IS NECESSARY:** All annual purchases over \$50,000 must be Board approved.

**WHAT ACTION ACCOMPLISHES:** Allows Lee County ITG-Telecommunication Services to obtain telecom equipment and services which have gone through a competitive bid proposal process.

**2. DEPARTMENTAL CATEGORY:**  
COMMISSION DISTRICT #

*C6A*

**3. MEETING DATE:**

*04-13-2004*

**4. AGENDA:**

- CONSENT
- ADMINISTRATIVE APPEALS
- PUBLIC WALK ON
- TIME REQUIRED:

**5. REQUIREMENT/PURPOSE:**  
(Specify)

- STATUTE
- ORDINANCE
- ADMIN. CODE AC-4-I
- OTHER

**6. REQUESTOR OF INFORMATION:**

- A. COMMISSIONER
- B. DEPARTMENT *County Administration*
- C. DIVISION *and ITG*
- BY: Jim Desjarlais

**7. BACKGROUND:**

Purchasing received a request from ITG-Telecommunications to construct a blue sheet for piggybacking of a Sarasota County RFP #9116H for telecom equipment and services through Nextira LLC. The term of the contract is six (6) years with two 2 year renewals. The complete Nextira proposal is not included with this request due to its size. The complete Nextira LLC proposal is available through purchasing upon request.

Attachments:

- (1) ITG-Telecommunications request to piggyback
- (2) Nextira authorization to piggyback
- (3) Sarasota County authorization to piggyback
- (4) Sarasota County award recommendation
- (5) Sarasota Purchase order
- (6) Nextira Summary of Proposal
- (7) Nextira Pricing

**8. MANAGEMENT RECOMMENDATIONS:**

**9. RECOMMENDED APPROVAL:**

A Department Director	B Purchasing or Contracts	C Human Resources	D Other	E County Attorney	F Budget Services	G County Manager								
<i>[Signature]</i> 3/30/04	<i>[Signature]</i> 3-26-04 3-26-04			<i>[Signature]</i> 3/30/04	<table border="1"> <tr> <td>QA</td> <td>OM</td> <td>Risk</td> <td>GC</td> </tr> <tr> <td><i>[Signature]</i> 3/30/04</td> <td><i>[Signature]</i> 3/31/04</td> <td><i>[Signature]</i> 4/20/04</td> <td><i>[Signature]</i> 3/30/04</td> </tr> </table>	QA	OM	Risk	GC	<i>[Signature]</i> 3/30/04	<i>[Signature]</i> 3/31/04	<i>[Signature]</i> 4/20/04	<i>[Signature]</i> 3/30/04	<i>[Signature]</i> 4/1/04
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**10. COMMISSION ACTION:**

- APPROVED
- DENIED
- DEFERRED
- OTHER

Rec. by CoAtty  
Date: *3/30/04*  
Time: *3:50 PM*  
Forwarded To: Budget  
*3/31/04 9:35 AM*

RECEIVED BY  
COUNTY ADMIN: *[Signature]*  
*2/29/04*  
*1:55 pm*  
COUNTY ADMIN  
FORWARDED TO: *[Signature]*  
*4-10-04*  
*4-1-04 - 3pm*

*HS*

# Memo

**To:** Chris Jeffcoat, Purchasing Agent  
**From:** Mark Fuhrman, Director, Client Telecommunication Services  
**CC:** Kelly Ridenour, Manager, Client Telecommunication Services  
**Date:** 9/22/2003  
**Re:** Request to Piggyback Contract for Telecommunications Equipment by Sarasota County

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Please accept this memo as the "Official request" for Lee County BOCC to "Piggyback" or utilize the existing telecommunications agreement between Sarasota County & NextiraOne.

We have negotiated with Nortel for special pricing below state contract and Nortel has extended this pricing to our vendor of choice. As we advance the switch and transport technology to the entire county we would expect to spend \$250,000 to \$500,000 a year as projects are approved thru the BOCC.

NextiraOne was chosen due to the number of technicians and programmers in the Ft Myers area that can be dedicated to the County. The fact that NextiraOne has two Network Operations Centers will enable them to better assist ITG in monitoring all Nortel Switches in the county.

This agreement will allow us to buy switch and fiber optic transport items economically to better serve the County.

A copy of all required documentation has been provided in a binder for Purchasing to review. If you should have any questions or require additional information, please don't hesitate to contact me @ 239-689-7373.

Thank you!





ATTACHMENT 2

10 September 2003

Lee County  
Attn: Mark Fuhrman, Director of Client Services

**Re: Lee County Telecommunications Equipment and Services/Use of Sarasota County Contract Terms and Conditions [Contract No. 2001-378; BCC approved July 31, 2001; Telecommunications Agreement between Sarasota County Florida and Nextira LLC]**

Mr. Fuhrman:

In accordance with the State of Florida's statutes permitting governmental entities to avail themselves of the terms and conditions of each other's contracts, NextiraOne is pleased to confirm that it will extend to Lee County the same terms and conditions of the Telecommunications Agreement between NextiraOne, LLC (formerly Nextira LLC) and Sarasota County, except for items (if any) which, by their nature, are strictly related to the specific project configurations of Sarasota County.

Any orders placed by Lee County in this manner must list the aforementioned Agreement on the face of the order, along with a statement affirming that the terms of the Telecommunications Agreement take precedence over any terms and conditions contained in Lee County's order and any term or condition contained in any purchase order submitted to NextiraOne by Customer which is in addition to said Agreement shall be void

NextiraOne looks forward to working with Lee County to meet any telecommunications needs you may have. Please feel free to contact me directly at (954) 846-3272 with questions or concerns you may have.

Very truly yours,

William Warnke

# ATTACHMENT 3

**From:** "Warnke, William" <william.warnke@nextiraone.com>  
**To:** "mfuhrman@leegov.com" <mfuhrman@leegov.com>  
**Date:** 9/10/03 4:57PM  
**Subject:** FW: Lee County Government

Here is the email from Sarasota County.

Bill

-----Original Message-----

**From:** Dale Roberts [mailto:DRROBERT@scgov.net]  
**Sent:** Wednesday, September 10, 2003 2:35 PM  
**To:** lynne.goldsmith@nextiraone.com  
**Cc:** william.warnke@nextiraone.com; Jack Haley  
**Subject:** Re: Lee County Government

We have no objections to Lee County piggybacking on our NextiraOne contract. The information requested will be sent to you under separate cover by Jack Haley, Contracts Management Specialist.

Dale Roberts, Manager C.P.M.  
Asset Management

>>> "Goldsmith, Lynne" <lynne.goldsmith@nextiraone.com> 9/10/2003 12:18:14 PM >>>

Mr. Roberts,

In reference to our earlier conversation, Lee County Government would like permission to piggyback on the contract that you already have in place with NextiraOne.

Also

They have requested the entire spec sheet that NextiraOne provided to you in our prior RFP response as well as permission to see NextiraOne's quote that was included in that response and a copy of Sarasota County Governments original PO, to insure that you indeed awarded NextiraOne the contract.

We have all the documents listed above, we just want you to be comfortable with NextiraOne showing Lee County Government that information.

Have a Great Day !

Lynne Leida-Goldsmith  
Major Account Manager  
NextiraOne, LLC  
O: 727-535-7116  
C: 727-410-9099  
eFax:954-337-3842

# ATTACHMENT 4

## SARASOTA COUNTY GOVERNMENT Interoffice Memorandum

**TO:** Board of County Commissioners  
Jim Ley, County Administrator

**THROUGH:** Larry Brown, Executive Director, Administrative Services

**FROM:** Bob Hansen, Director, Information Technology  
Terry Siemens, Integrated Network Services Manager

**CC:** Benedetta O'Brien, Procurement Manager

**SUBJECT:** Outcome - Telecommunications RFP

**DATE:** January 2, 2001

This memo is to advise you of the outcome of our evaluation of vendors replying to the Telecommunications RFP and recommended next steps. In summary, we recommend proceeding with Williams Communications as an initial step towards a longer-range plan to provide integrated voice, data, and video communications network services for Sarasota County Government.

**Background:**

On April 7, 2000, the County released the Telecommunications RFP. In October 2000, three vendors replied with design proposals (Stonehouse Technologies, Verizon Select Services, Williams Communications).

The RFP contained the following summary of stated objectives:

- To maximize information sharing and data access among Government Agencies and increase public access to County services
- To maximize use of the Comcast provided fiber network (INET).
- To insure efficient use of tax dollars.
- To provide reliable, efficient voice, video and data telecommunications services.
- To allow the County to focus on its core competencies and minimize IT labor intensive tasks.

A six member RFP Evaluation Team was established representing a cross section of the County Business Centers and Elected Officials. The team, based on the following criteria evaluated vendor proposals:

RFP Evaluation Criteria

Proposal's understanding of project	Ability to provide scope of requested services
Responsiveness	Willingness to invest capital, financial stability
Accountability, willingness to meet requirements, shares the risk	Technical solution, elimination of technical obsolescence
Ability to manage a complex project, coordinate 3 <sup>rd</sup> party vendors.	Network Security
Quality assurance, customer service	Quality of transition plan

After an initial team review of the proposals, interviews were held with each vendor and vendor specific questions were asked of each.

The Gartner Group also provided the team with a Technical and Economic Evaluation of each vendor proposal.

#### **Vendor Proposal Highlights**

##### **Storehouse**

- 8 year estimated cost = \$30.26M
- Major Subcontracts required with AT&T(data) and Siemens (voice)
- Provided a partial network replacement plan

##### **Verizon**

- 8 year estimated cost = \$26.6M
- Did not propose an integrated voice/data network solution
- With upgrades, likely to continue business as usual, reuse of existing equipment

##### **Williams**

- 8 year estimated cost = \$27.0M
- Proposed solution provides dramatic increase in network bandwidth capacity. New technology proposed, Dense Wave Division Multiplexing - DWDM.
- Provides a foundation for integrated voice/data network services.
- Network design - may need some revisions. VOIP technology is not yet mature but shows promise of being highly effective.

#### **Recommendation**

Proceed with Williams on a phased approach to

- 1) Design and install DWDM multiplexing equipment to "tight up" the INET fiber.
- 2) Hold a working session with Williams to determine the viability of a phased approach -
  - Phase 1 - tight up the fiber with DWDM equipment.
  - Phase 2 - Replace Cisco data network equipment with Nortel data network equipment OR maintain Cisco data network equipment.
  - Phase 3 - Start migration to an integrated voice/data network environment using Nortel recommended solution. Replace NEC voice PBX equipment and assortment of key systems.

Why the phased approach? The DWDM technology is mature and is used within the public network infrastructure today. The technology to integrate voice and data network services (Voice Over IP networks - VOIP) is in an "Early Adopter" phase. The VOIP technology has the potential but we should cautiously approach this and perhaps in 1-2 years we can migrate to the integrated network infrastructure.

#### **Next Steps**

1. Request County Administrator approval to proceed with the Recommendation.
2. Notify Williams and other vendors of the result of our evaluation.
3. Negotiate a contract with Williams based on the results of the working session and the phased approach.

09/10/03 WED 17:05 FAX 941 364 4383  
**SARASOTA COUNTY GOVERNMENT**  
 1660 RINGLING BLVD., SARASOTA, FLORIDA 34236  
 TEL. 941-951-5266 FAX: 941-364-4385

PURCHASING MANAGEMENT

**ATTACHMENT** 2002

5

THIS NUMBER  
 MUST APPEAR ON  
 ALL INVOICES,  
 PACKING SLIPS,  
 PACKAGES AND  
 CORRESPONDENCE

PURCHASE ORDER

NO. P113129

2001-378

**NOTE:**

Submit Material Safety Data Sheets with shipment for substances found on the current Florida Rule Substances List, in accordance with Florida Statutes Chapter 402, Section 810.

DATE	BID NO.	REQUISITION NO.	DELIVERY REQUIRED BY	PAYMENT TERMS	FR. TERMS: F.O.B.
08/08/01	9116H	R051980			

026000  
 TO NEXTIRA LLC  
 8170 WOODLAND CENTER BLVD  
 TAMPA, FL 33614

DELIVER TO  
 INFORMATION TECHNOLOGY  
 ADMINISTRATION BUILDING  
 FIFTH FLOOR  
 1660 RINGLING BLVD  
 SARASOTA, FL 34236

EM	QUANTITY	U/M	CLASS	DESCRIPTION	UNIT PRICE	TOTAL PRICE
001	1	01	000383	In accordance with Contract # 2001-378, for Preliminary Engineering Studies as outlined via network schematics and Statement of Work Documents for Ten Projects (copy attached)  INET Phase 1	219,798.15	219,798.15
002	1	01	000318	IGOC PBX (Formerly known as ITC) 1001 Sarasota Center Blvd, Sarasota	17,735.25	17,735.25
003	1	01	000318	Admin Bldg PBX 1660 Ringling Blvd, Sarasota	201,226.35	201,226.35
004	1	01	000318	Terrace PBX Remote 101 South Washington Blvd, Sarasota	70,384.95	70,384.95
005	1	01	000318	Clerk of Courts Remote 2000 Main Street, Sarasota	7,636.80	7,636.80
006	1	01	000383	INET Phase 2	26,082.30	26,082.30
007	1	01	000318	South County PBX 4000 South Tamiami Trail, Venice	32,281.20	32,281.20
008	1	01	000318	Venice DOH PBX Remote 7820 South Tamiami Trail, Suite B, Venice	4,062.30	4,062.30

\*\*\*CONTINUED\*\*\*

UNIT OF MEASURE CODE

1-EACH	07-FEET	19-TON	18-WEEK
2-DOZ	08-SQ. FT.	14-PINT	29-MONTH
3-SEAM	09-YARD	15-QUART	21-100
4-SOX	10-SQ. YD.	16-GAL.	25-1000
5-CARTON	11-CU. YD.	17-DRUM	23-PKG
6-CASE	12-LBS.	18-DAY	24-PALD
			25-HOUR

THE COUNTY OF SARASOTA IS EXEMPT FROM STATE SALES TAX, USE TAX AND FEDERAL EXCISE TAXES. STATE SALES AND USE TAX CERTIFICATE NO. 68-00-043882-83C

SUBMIT SEPARATE INVOICE WITH EACH SHIPMENT

**TOTAL**

MAIL INVOICES TO:  
 FINANCE DEPARTMENT  
 CLERK OF CIRCUIT COURT  
 P. O. BOX 9  
 SARASOTA, FLORIDA 34230

DO NOT ACCEPT THIS ORDER WITHOUT CAREFULLY READING ALL TERMS AND CONDITIONS THEREOF. RETENTION OF THIS ORDER BY THE PARTIES ADDRESSED WITHOUT NOTICE TO THE CONTRARY WITHIN THREE DAYS OF RECEIPT OF THIS ORDER SHALL CONSTITUTE ACCEPTANCE OF THE ORDER.

BY

AUTHORIZED SIGNATURE

FORM NO. P.O. 84

OFFICE COPY



09/10/03 WED 17:06 FAX 941 364 4388  
**SARASOTA COUNTY GOVERNMENT**  
 1660 RINGLING BLVD., SARASOTA, FLORIDA 34236  
 TEL. 941-951-5266 FAX: 941-364-4385

PURCHASING MANAGEMENT

003

PURCHASE ORDER

THIS NUMBER  
 MUST APPEAR ON  
 ALL INVOICES,  
 PACKING SLIPS,  
 PACKAGES AND  
 CORRESPONDENCE

NO. P112129

2001-378

**NOTE:**

Submit Material Safety Data Sheets with shipment for substances found on the current Florida Toxic Substances List, in accordance with Florida Statute Chapter 442, Section 607.

DATE	BID NO.	REQUISITION NO.	DELIVERY REQUIRED BY	PAYMENT TERMS	FRY. TERMS: F.O.B.
08/08/01	9116H	R051980			

TO  
 026000  
 NEXTEIRA LLC  
 8170 WOODLAND CENTER BLVD  
 TAMPA, FL 33614

DELIVER TO  
 INFORMATION TECHNOLOGY  
 ADMINISTRATION BUILDING  
 FIFTH FLOOR  
 1660 RINGLING BLVD  
 SARASOTA, FL 34236

EM	QUANTITY	U/M	CLASS	DESCRIPTION	UNIT PRICE	TOTAL PRICE
309	1	01	000318	Pinkney Avenue PBX Pinkney-Ashton Complex, Sarasota	18,191.40	18,191.40
010	1	01	000318	1301 Cattleman Road PBX, Sarasota	61,786.95	61,786.95
83109300 500640					659,185.65	

UNIT OF MEASURE CODES

01-EACH	07-YEET	15-GON	18-WEEK
02-DOZ.	08-SQ. FT.	14-PINT	20-MONTH
03-REAM	09-YARD	15-QUART	21-YR
04-BOX	10-SQ. YD.	16-GAL.	22-1000
05-CARTON	11-CU. YD.	17-INCH	23-PKG
06-CASE	12-LIN.	18-DAY	24-PAIR
			25-HOUR

THE COUNTY OF SARASOTA IS EXEMPT FROM STATE SALES TAX, USE TAX AND FEDERAL EXCISE TAXES. STATE SALES AND USE TAX CERTIFICATE NO. 03-06-04388-43C

SUBMIT SEPARATE INVOICE WITH EACH SHIPMENT

**TOTAL**

659,185.65

MAIL INVOICES TO:  
 FINANCE DEPARTMENT  
 CLERK OF CIRCUIT COURT  
 P. O. BOX 8  
 SARASOTA, FLORIDA 34230

DO NOT ACCEPT THIS ORDER WITHOUT CAREFULLY READING ALL TERMS AND CONDITIONS THEREOF. RETENTION OF THIS ORDER BY THE PARTIES ADDRESSED WITHOUT NOTICE TO THE CONTRARY WITHIN THREE DAYS OF RECEIPT OF THIS ORDER SHALL CONSTITUTE ACCEPTANCE OF THE ORDER.

BY \_\_\_\_\_ AUTHORIZED SIGNATURE

FORM NO. P.O. 34

OFFICE COPY



## Executive Summary

Williams Communications Solutions, LLC is pleased to present our Outsourcing Solution to Sarasota County in response to the RFP #9116H dated April 14, 2000

### *The Company*

Williams Company is an energy and communications company with more than \$17 billion in assets and over 20,000 employees. Williams operates five distinct business units, Williams Gas Pipelines, Williams Energy Services, Williams Communications, Williams Information Services and Williams International. We've been by nature and 90 years of tradition, a quiet company whose performance does most of the talking.

Williams Communications Solutions, LLC, the company that will manage this contract, is the nation's largest independent sales and support organization for complete end-to-end business communications solutions. Headquartered in Houston, Texas, Williams Communications Solutions, LLC is a \$1.5 billion, North American, single-source provider of business communications equipment and multimedia integration services. We have over 7,500 people, of which 2,400 are technicians, 90 material warehouses, and support more than 133,000 customer sites serving over 11 million ports.

### *The Challenge*

Williams has carefully reviewed the county's RFP, as well as the Strategic Plan document produced in July 1999 which provided the basis for this RFP. This particular bid for Sarasota County is somewhat unique and highly challenging because it requires expertise in virtually every field of communications technology. The County has expressed a need for:

- Uniting a disparate voice and data network
- Establishing a simple dialing plan throughout the County
- Enabling the County's fiber to become a multimedia INET
- Staffing a high level of technological expertise
- Reducing communications expenditures
- Using tax payers money more efficiently and effectively and
- Establishing a platform for the future

Williams is fortunate to be one of the only companies in North America to have the necessary resources all under one roof to produce a complete solution to the County. We have dedicated some of our best people, within their respective disciplines, on this project. These specialists, having years of experience in data, voice, video, network carrier technologies, and outsourcing management, have united to design our comprehensive solution.

The result: *A complete County wide world class, carrier grade, mega-bandwidth multimedia network solution addressing each technological requirement while employing an outsourcing model that exceeds the business requirements by providing a potential cost reduction within the first year of deployment with potential for introducing new revenue-generating services to the Sarasota business and government communities.*

***The Answer***

At the highest level, the Williams solution drives the two core requirements of the County, Technology and Outsourcing. Each of these core requirements has unique complexities involved in designing and executing a solution. Williams has not only addressed each in its entirety but we have also combined them into one very achievable and accountable implementation plan to meet the County's requirement for a one-year transition.

***Technology***

Our proposal includes:

- Complete replacement of all the County's voice communications equipment
- New data multi-media access equipment and
- Carrier class, Dense Wavelength Division Multiplexing (DWDM) optical transport network to maximize your fiber optic Institutional Network (INET).

The DWDM technology allows multiple circuits to be transported over one pair of fiber. Since the county has multiple pairs of fiber, this creates an extremely large amount of bandwidth available to the County for internal use. It also opens opportunities for additional revenue. Our proposal is based on using Nortel Networks voice, data and DWDM equipment. Nortel Networks is the industry leader in communication technology and our proposal includes using the latest voice over IP technology.

Sarasota County has the commitment from both Williams and Nortel Networks that the network proposed will meet the immediate and future needs of Sarasota County. Williams is committed to investing the capital required to build this world class network upon award of the contract. This will benefit Sarasota County by:

- Improving the overall level of customer service
- Providing a countywide voicemail system
- Simplifying the dialing plan and by
- Building a scalable, integrated seamless multi-media backbone over the INET.

This will provide the technology platform that Williams commits to keeping state-of-the-art through our technology refresh plan which minimizes Sarasota County's risk of technical obsolescence.

***Manufacturer Vendor Relationship***

Williams has a unique advantage in the industry: we are a distributor of solutions and not a manufacturer. This enables us to view opportunities objectively and recommend products based on their merit. We have reviewed several options for the County including the upgrade of your existing NEC and Cisco equipment. (Williams is an authorized NEC and Cisco distributor. In fact, we are a Gold Cisco partner, which is the highest level available.) We have collectively chosen Nortel as the platform due to their expertise in networking and DWDM technology.

Williams is the **single largest Nortel distributor nationwide**. We also might add that Williams Communications Solutions is **30% owned by Nortel**. Our TAC facility is also rated the #1 technical support operation among all Northern Telecom distributors. As a result of this distinction, Northern Telecom has made Williams a Gold Key Distributor. Gold Key status provides Williams with tools to remotely unlock customer software and download it to the TAC facilities for rapid diagnostic repairs eliminating the need for manual updates or corrections to software at remote sites.

***Outsourcing***

Williams' proposal meets or exceeds all the requirements of your Request For Proposal (RFP). We will assume ownership and provide financial consideration for all the assets detailed in the RFP. We will provide third party vendor administration for all wired and wireless services and proactively pursue more cost-effective alternatives. Because Williams is not a local, long distance or wireless provider of retail services, we are in a unique position to have a totally unbiased perspective and provide the best services for Sarasota County.

Our outsourcing experience has helped us refine and be very sensitive to developing a comprehensive employee transition plan. Our proposal includes a detailed employee transition plan and we feel Williams offers an excellent work environment with exciting career opportunities for the Sarasota County employees that will join the Williams Team.

Williams goal in partnering with Sarasota County is to build a mutually beneficial relationship. This relationship will allow Sarasota County to focus on the business of running a County government that ensures efficient use of tax dollars to improve control of operating and capital costs while increasing the services provided to the constituents of Sarasota County. Williams' extensive outsourcing experience in managing these relationships is described in detail in our proposal responses.

Williams is committing to open a Sarasota County branch office whose sole objective is serving Sarasota County. This branch office will be staffed with dedicated personnel with the appropriate skill sets to meet the RFP requirements. This will eliminate the County's need to hire, train and retain key personnel and guarantee a consistent level of technology resources. Our proposal describes our project management, transition management, change management and quality assurance methodologies and how we will meet and exceed your Minimum Acceptable Service Levels (MASL).

Understanding Sarasota County's objective for a cost-effective pricing approach and a need to only pay for services as they are provided, we have quoted "level pricing" in our Business Proposal. Our proposal includes all costs for new equipment, asset buy-back and personnel requirements. Williams has not been given specific cost, usage and contractual information on the existing wire and wireless services currently in use, therefore our proposal is based on the assumption that these services will be retained until we can analyze them and their costs are not part of this proposal.

### ***The Team***

To optimize the efficient and effective delivery of telecommunications services to Sarasota County, Williams Communications has accentuated its company resources by selecting a skilled team of technology companies with complementary core competencies and has entered into subcontractor agreements with them. The Williams Communications Team has the telecommunications and information technology experience needed to successfully execute the program, to facilitate the County's decision-making on emerging technologies and business process improvements and to ensure that the technical resources operate to fulfill the performance level requirements of the County.

In addition, Williams Communications will take appropriate action to ensure that each team member meets the County's requirements to complement the overall strategic and tactical directions set forth in any agreement with the County. Williams will make certain that each team member adheres to the security, change management, quality assurance, and project management methodologies necessary for the successful deployment of tasks associated with any agreement with the County. Williams Communications' Team consists of the following companies:

Nortel Networks-A world leader in manufacturing communication equipment.

KMC Telecom- A facilities-based competitive local exchange carrier that provides telecommunications and data services.

Systems & Computer Technology (SCT)- Optional LAN management and Desktop Support

Structured Communications Cabling Inc (S.C.C.I.)- A Sarasota based cable contractor that has done business with Sarasota County for many years.

Williams has been actively researching potential sub-contractors who may offer more cost-effective and/or better level of services than your current service vendors. In addition, Williams is willing to explore opportunities for the County outside of this RFP such as, acting as Sarasota County's broker to find customers that can utilize the extra bandwidth and services of the Sarasota County/Williams multi-media network.

### ***Ongoing Support***

Williams' dedicated branch office for Sarasota County will be the first point of contact for servicing the County. As stated earlier, this branch will be staffed with appropriate personnel to handle the needs of the network and network users. As a fully established branch of Williams, second level support will be available through our National Technical Resource Center (NTRC).

Williams NTRC located in Houston, TX, will provide overall Network Management and System support. No competitor can offer the unique services provided by the NTRC's 133,000 square foot administrative, technical, operational, and training facility. From this three-story center of sophisticated fiber-optic cable, switching boxes, and satellite transmitters, Williams is able to perform remote monitoring and management of over 133,000 customer sites throughout the nation, soon to include Sarasota County sites upon award of this contract. This advanced monitoring and services center electronically senses, identifies, and assesses interruptions at remote switch locations. Approximately 80% of detected interruptions are repaired in less than three minutes by a service technician at the NTRC, often before the customer is aware of a problem.

Williams' NTRC is also the nation's most comprehensive training site for communications technology and the Nortel equipment/product lines. Our technicians and customers are able to learn not only about the technology and equipment but see it in operation and learn to respond to simulations ranging from simple service interruptions to major disaster recovery.

Williams' Professional Services is a team of industry experts in telecommunications, data networking and business applications. Williams' Professional Services is focused on bringing state-of-the-art technology and cost effective business solutions to organizations such as **Sarasota County**. Williams' Professional Services consultants have an average of 17 years experience in the industry who were recruited from top Fortune 500 information technology companies. Williams Professional Services will advise Sarasota County on strategic network planning and optimization as it relate to the project and the overall impact of the network. We are effective at managing diverse teams to achieve a common goal.

Williams' Professional Services is uniquely qualified to manage Sarasota County's complex networking requirements of the multi-media information infrastructure network. Our experienced program management staff are seasoned technology planners with a thorough knowledge base of business methodologies and applications. The program management staff will utilize a variety of sophisticated management techniques, and modeling and analysis tools, to gain a clear in-depth understanding of the key network vital signs. This understanding allows our team to assess the

impact of proposed network changes to the current infrastructure. This analysis can significantly reduce network overhead and prevent financial loss due to the implementation of a non-optimized network design. The program management and engineering services provided by Williams Professional Services is state of the art and unique in the industry.



***Community Support***

We recognize that Williams can be no better than the community in which we apply our profession. Williams Communications is a responsible corporate citizen and assumes fully its duty to continually improve the environment in which it works as this is in the best interest of the County and our Company. Therefore, we will do more than deliver quality technical services; we also will invest expertise, time and money in the community to benefit the County's residents and neighborhoods. Williams is a very large supporter, on a company wide basis, of the United Way. We are currently underway with our Heart of Williams 2000 campaign and are preparing for our 2001 pledges. Williams would also like to play an active part in the Sarasota Community. The following are summaries of our proposed investments:

- Create a Williams Foundation
- Establish a technology internship program

***Summary***

With our broad range of core services and our unsurpassed nationwide infrastructure, including the NTRC, Williams is poised to provide Sarasota County with unparalleled enterprise network solutions, services, and advanced applications. This will position the County to attain full migration to a single network platform while realizing overall network cost savings and efficiency.

**Appendix 6  
Detailed Cost Sheets  
and Pricing Matrices**

Matrix A

**BUSINESS PROPOSAL  
CONTRACT LIFE: 6 YEARS  
BASE SERVICES SUMMARY**

Pricing Elements	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Total
Telecommunications							
<b>TOTAL*</b>	\$2,481,850	\$2,979,301	\$2,870,387	\$2,766,880	\$2,668,008	\$2,574,543	\$16,340,968

The Base Services Summary totals assume that the County will pay the initial \$473,250 installation fee up front.

**BUSINESS PROPOSAL  
CONTRACT LIFE: 6 YEARS  
BASE SERVICES SUMMARY BY PRICING ELEMENT**

Key Pricing Elements	Charge (\$)						Total
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	
Telecommunications							
Single-line Telephones	\$1,163,235	\$1,396,388	\$1,345,341	\$1,296,827	\$1,250,486	\$1,206,679	\$7,658,956
Multi-line Telephones	\$1,076,869	\$1,292,712	\$1,245,455	\$1,200,543	\$1,157,643	\$1,117,088	\$7,090,310
Fax/Modem/Misc. Analog	\$241,746	\$290,210	\$279,592	\$269,510	\$259,879	\$250,775	\$1,591,702
Long Distance*	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Pagers*	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Cellular Telephones*	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Court Administration Videoconferencing*	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$2,481,850</b>	<b>\$2,979,301</b>	<b>\$2,870,387</b>	<b>\$2,766,880</b>	<b>\$2,668,008</b>	<b>\$2,574,543</b>	<b>\$16,340,968</b>

\* The administrative fees are included in the above charges. Our proposal does not include the recurring charges for wire and wireless services (local, long distance, pagers, frame relay, cellular, etc...)

**BUSINESS PROPOSAL  
CONTRACT LIFE: 6 YEARS  
DETAIL PRICING MATRIX – YEAR 1**

Pricing Elements	Usage Profile			Pricing Components		Average Per Month Charge Calculation	Average Per Month Charge	Annual Charge
	Ref Code	Volume By Year	Volume Parameter	Per Unit Charge	Unit of Measure			
Telecommunications								
Single-line Telephones		3017	Telephone(s)	\$32.13	Telephone	Vol x Per Unit Chrg	\$96,936	\$1,163,235
Multi-line Telephones		2793	Telephone(s)	\$32.13	Telephone	Vol x Per Unit Chrg	\$89,739	\$1,076,869
Fax/Modem/Misc. Analog		627	Line(s)	\$32.13	Line	Vol x Per Unit Chrg	\$20,146	\$241,746
Long Distance		95,000	Monthly Usage	\$0	Minute	Vol x Per Unit Chrg	\$0	\$0
Pagers		1950	Pager(s)	\$0	Pager	Vol x Per Unit Chrg	\$0	\$0
Cellular Telephones		580	Telephone(s)	\$0	Telephone	Vol x Per Unit Chrg	\$0	\$0
Court Administration Videoconferencing		3	Units	\$0	Unit	Vol x Per Unit Chrg	\$0	\$0
<b>TOTAL</b>							\$206,821	\$2,481,850

**BUSINESS PROPOSAL  
CONTRACT LIFE: 6 YEARS  
DETAIL PRICING MATRIX – YEAR 2**

Pricing Elements	Usage Profile			Pricing Components		Average Per Month Charge Calculation	Average Per Month Charge	Annual Charge
	Ref Code	Volume By Year	Volume Parameter	Per Unit Charge	Unit of Measure			
Telecommunications								
Single-line Telephones		3017	Telephone(s)	\$38.57	Telephone	Vol x Per Unit Chrg	\$116,366	\$1,396,388
Multi-line Telephones		2793	Telephone(s)	\$38.57	Telephone	Vol x Per Unit Chrg	\$107,726	\$1,292,712
Fax/Modem/Misc. Analog		627	Line(s)	\$38.57	Line	Vol x Per Unit Chrg	\$24,183	\$290,210
Long Distance		95,000	Monthly Usage	\$0	Minute	Vol x Per Unit Chrg	\$0	\$0
Pagers		1950	Pager(s)	\$0	Pager	Vol x Per Unit Chrg	\$0	\$0
Cellular Telephones		600	Telephone(s)	\$0	Telephone	Vol x Per Unit Chrg	\$0	\$0
Court Administration Videoconferencing		4	Unit(s)	\$0	Unit	Vol x Per Unit Chrg	\$0	\$0
<b>TOTAL</b>							\$248,275	\$2,979,301

**BUSINESS PROPOSAL  
CONTRACT LIFE: 6 YEARS  
DETAIL PRICING MATRIX – YEAR 3**

Pricing Elements	Usage Profile			Pricing Components		Average Per Month Charge Calculation	Average Per Month Charge	Annual Charge
	Ref Code	Volume By Year	Volume Parameter	Per Unit Charge	Unit of Measure			
Telecommunications								
Single-line Telephones		3017	Telephone(s)	\$37.16	Telephone	Vol x Per Unit Chrg	\$112,112	\$1,345,341
Multi-line Telephones		2793	Telephone(s)	\$37.16	Telephone	Vol x Per Unit Chrg	\$103,788	\$1,245,455
Fax/Modem/Misc. Analog		627	Line(s)	\$37.16	Line	Vol x Per Unit Chrg	\$23,299	\$279,592
Long Distance		95,000	Monthly Usage	\$0	Minute	Vol x Per Unit Chrg	\$0	\$0
Pagers		1950	Pager(s)	\$0	Pager	Vol x Per Unit Chrg	\$0	\$0
Cellular Telephones		625	Telephone(s)	\$0	Telephone	Vol x Per Unit Chrg	\$0	\$0
Court Administration Videoconferencing		5	Unit(s)	\$0	Unit	Vol x Per Unit Chrg	\$0	\$0
<b>TOTAL</b>							\$239,199	\$2,870,387

**BUSINESS PROPOSAL  
CONTRACT LIFE: 6 YEARS  
DETAIL PRICING MATRIX – YEAR 5**

Pricing Elements	Usage Profile			Pricing Components		Average Per Month Charge Calculation	Average Per Month Charge	Annual Charge
	Ref Code	Volume By Year	Volume Parameter	Per Unit Charge	Unit of Measure			
Telecommunications								
Single-line Telephones		3017	Telephone(s)	\$34.54	Telephone	Vol x Per Unit Chrg	\$104,207	\$1,250,486
Multi-line Telephones		2793	Telephone(s)	\$34.54	Telephone	Vol x Per Unit Chrg	\$96,470	\$1,157,643
Fax/Modem/Misc. Analog		627	Line(s)	\$34.54	Line	Vol x Per Unit Chrg	\$21,657	\$259,879
Long Distance		95,000	Monthly Usage	\$0	Minute	Vol x Per Unit Chrg	\$0	\$0
Pagers		1950	Pager(s)	\$0	Pager	Vol x Per Unit Chrg	\$0	\$0
Cellular Telephones		675	Telephone(s)	\$0	Telephone	Vol x Per Unit Chrg	\$0	\$0
Court Administration Videoconferencing		5	Unit(s)	\$0	Unit	Vol x Per Unit Chrg	\$0	\$0
<b>TOTAL</b>							\$222,334	\$2,668,008



**BUSINESS PROPOSAL  
CONTRACT LIFE: 6 YEARS  
DETAIL PRICING MATRIX - YEAR 4**

Pricing Elements	Usage Profile			Pricing Components		Average Per Month Charge Calculation	Average Per Month Charge	Annual Charge
	Ref Code	Volume By Year	Volume Parameter	Per Unit Charge	Unit of Measure			
Telecommunications								
Single-line Telephones		3017	Telephone(s)	\$35.82	Telephone	Vol x Per Unit Chrg	\$108,069	\$1,296,827
Multi-line Telephones		2793	Telephone(s)	\$35.82	Telephone	Vol x Per Unit Chrg	\$100,045	\$1,200,543
Fax/Modem/Misc. Analog		627	Line(s)	\$35.82	Line	Vol x Per Unit Chrg	\$22,459	\$269,510
Long Distance		95,000	Monthly Usage	\$0	Minute	Vol x Per Unit Chrg	\$0	\$0
Pagers		1950	Pager(s)	\$0	Pager	Vol x Per Unit Chrg	\$0	\$0
Cellular Telephones		650	Telephone(s)	\$0	Telephone	Vol x Per Unit Chrg	\$0	\$0
Court Administration Videoconferencing		5	Unit(s)	\$0	Unit	Vol x Per Unit Chrg	\$0	\$0
<b>TOTAL</b>							\$230,573	\$2,766,880

**BUSINESS PROPOSAL  
CONTRACT LIFE: 6 YEARS  
DETAIL PRICING MATRIX – YEAR 6**

Pricing Elements	Usage Profile			Pricing Components		Average Per Month Charge Calculation	Average Per Month Charge	Annual Charge
	Ref Code	Volume By Year	Volume Parameter	Per Unit Charge	Unit of Measure			
Telecommunications								
Single-line Telephones		3017	Telephone(s)	\$33.33	Telephone	Vol x Per Unit Chrg	\$100,557	\$1,206,679
Multi-line Telephones		2793	Telephone(s)	\$33.33	Telephone	Vol x Per Unit Chrg	\$93,091	\$1,117,088
Fax/Modem/Misc. Analog		627	Line(s)	\$33.33	Line	Vol x Per Unit Chrg	\$20,898	\$250,775
Long Distance		95,000	Monthly Usage	\$0	Minute	Vol x Per Unit Chrg	\$0	\$0
Pagers		1950	Pager(s)	\$0	Pager	Vol x Per Unit Chrg	\$0	\$0
Cellular Telephones		700	Telephone(s)	\$0	Telephone	Vol x Per Unit Chrg	\$0	\$0
Court Administration Videoconferencing		5	Unit(s)	\$0	Unit	Vol x Per Unit Chrg	\$0	\$0
<b>TOTAL</b>							\$214,545	\$2,574,543

## BASELINE SERVICES YEARLY PRICING MATRIX FOR ONE YEAR – EXAMPLE

(Pricing Is For Demonstration Purposes Only –  
Does Not Reflect Market Or Vendor Pricing Rates)

Pricing Elements	Usage Profile			Pricing Components		Average Per Month Charge Calculation	Average Per Month Charge	Annual Charge
	Ref Code*	Volume By Year	Volume Parameter	Per Unit Charge	Unit of Measure			
Telecommunications								
Single-line Telephones		7,038	Telephone(s)	1	Telephone	7,038 used each month *rate	7,038	84,456
Multi-line Telephones		10,000	Telephone(s)	1	Telephone	10,000 used each month *rate	10,000	120,000
Fax/Modem/Misc. Analog		772	Line(s)	1	Line	772 used each month *rate	772	9,264
Long Distance		100,000	Monthly Usage	1	Minute	100,000 used each month *rate	100,000	1,200,000
Pagers		1,722	Pager(s)	1	Pager	1,722 used each month *rate	1,722	20,644
Cellular Telephones		1,665	Telephone(s)	1	Telephone	1,665 used each month *rate	1,665	19,980
Court Administration Videoconferencing		3	Mobile Unit(s)	1	Month	3 used each month *rate	3	36
<b>TOTAL</b>								

\* Proposer may use a code to cross-reference any assumptions made when completing this matrix.

**BUSINESS PROPOSAL  
CONTRACT LIFE: 6 YEARS  
TRANSITION COSTS MATRIX**

<b>Key Pricing Elements</b>	<b>Ref Code*</b>	<b>Transition Cost (\$)</b>	<b>Recovery Horizon (In Years)</b>
1. Telecommunications		\$279,815	6
<b>TOTAL</b>			

\* Proposer may use a code to cross-reference any assumptions made when completing this matrix.

**BUSINESS PROPOSAL  
 CONTRACT LIFE: 6 YEARS  
 PROVIDER CAPITAL INVESTMENT SUMMARY**

Key Pricing Elements	Ref Code *	Investment (\$)							Total (\$)
		Credit for County Assets	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	
1. Telecommunications		\$100,000	\$3,448,107	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$3,673,107
<b>TOTAL</b>									\$3,673,107

Note: The \$25,000 in years two through six represents the technology refresh.

\* Proposer may use a code to cross-reference any assumptions made when completing this matrix.

**BUSINESS PROPOSAL  
 CONTRACT LIFE: 6 YEARS  
 USAGE PROFILE OF INVESTMENT MATRIX – YEAR 1**

Investment Elements	Investment Amount Year 1	Usage						Residual
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	
1. Telecommunications	\$3,548,107	\$591,351	\$591,351	\$591,351	\$591,351	\$591,351	\$591,351	\$0.00
<b>TOTAL</b>								

Note: A detailed breakdown of the Investment Elements is optional. Insert additional rows as necessary to complete this matrix.

**BUSINESS PROPOSAL  
 CONTRACT LIFE: 6 YEARS  
 USAGE PROFILE OF INVESTMENT MATRIX – YEAR 2**

Investment Elements	Investment Amount Year 2	Usage						Residual
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	
1. Telecommunications	\$25,000		\$25,000	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>TOTAL</b>								

Note: A detailed breakdown of the Investment Elements is optional. Insert additional rows as necessary to complete this matrix.

**BUSINESS PROPOSAL  
 CONTRACT LIFE: 6 YEARS  
 USAGE PROFILE OF INVESTMENT MATRIX – YEAR 3**

Investment Elements	Investment Amount Year 3	Usage						Residual
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	
1. Telecommunications	\$25,000			\$25,000	\$0.00	\$0.00	\$0.00	\$0.00
<b>TOTAL</b>								

Note: A detailed breakdown of the Investment Elements is optional. Insert additional rows as necessary to complete this matrix.



**BUSINESS PROPOSAL  
 CONTRACT LIFE: 6 YEARS  
 USAGE PROFILE OF INVESTMENT MATRIX – YEAR 4**

Investment Elements	Investment Amount Year 4	Usage						Residual
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	
1. Telecommunications	\$0.00				\$0.00	\$0.00	\$0.00	\$0.00
<b>TOTAL</b>								

Note: A detailed breakdown of the Investment Elements is optional. Insert additional rows as necessary to complete this matrix.

**BUSINESS PROPOSAL  
 CONTRACT LIFE: 6 YEARS  
 USAGE PROFILE OF INVESTMENT MATRIX – YEAR 5**

Investment Elements	Investment Amount Year 5	Usage						Residual
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	
1. Telecommunications	\$25,000					\$25,000	\$0.00	\$0.00
<b>TOTAL</b>								

Note: A detailed breakdown of the Investment Elements is optional. Insert additional rows as necessary to complete this matrix.

**BUSINESS PROPOSAL  
 CONTRACT LIFE: 6 YEARS  
 USAGE PROFILE OF INVESTMENT MATRIX – YEAR 6**

Investment Elements	Investment Amount Year 6	Usage						Residual
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	
1. Telecommunications	\$25,000						\$25,000	\$0.00
<b>TOTAL</b>								

Note: A detailed breakdown of the Investment Elements is optional. Insert additional rows as necessary to complete this matrix.

**BUSINESS PROPOSAL  
 CONTRACT LIFE: 6 YEARS  
 RESIDUAL CREDIT VALUE FOR COUNTY ASSETS**

Investment Credit Elements	Credit for County Assets	Credit						Residual
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	
1. Telecommunications	\$100,000	\$100,000	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>TOTAL</b>								

Note: A detailed breakdown of the Investment Elements is optional. Insert additional rows as necessary to complete this matrix.

**BUSINESS PROPOSAL  
 CONTRACT LIFE: 6 YEARS  
 TERMINATION FOR CONVENIENCE CHARGE MATRIX**

<b>Pricing Elements</b>	<b>Ref Code</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>	<b>Year 6</b>	<b>Total</b>
Termination for Convenience		\$4,674,917	\$4,084,313	\$3,312,094	\$2,519,495	\$1,704,611	\$865,538	\$17,160,968
*based on contract terminating in 1 <sup>st</sup> month of each Year								
<b>TOTAL</b>		\$4,674,917	\$4,084,313	\$3,312,094	\$2,519,495	\$1,704,611	\$865,538	\$17,160,968

**BUSINESS PROPOSAL  
CONTRACT LIFE: 6 YEARS**

**DETAILED COST SHEET  
TELECOMMUNICATIONS EQUIPMENT – YEAR 1**

List below the required voice, video, and data networking equipment needed to support the systems and services described in Part C of the RFP and include the estimated prices of each. These figures should be used to develop the unit prices provided in the Pricing Matrices.

<u>Description</u>	<u>Qty</u>	<u>Purchase Cost</u>	<u>Annual Maintenance Expense</u>	<u>Technical Requirements met by this item (Section No.)</u>
Nortel Meridian Option 81C	1	\$334,422	See Services	Section 10.2.2, 10.2.9
Nortel Meridian Option 61C	2	153,570		Section 10.2.2, 10.2.9
Interactive Voice Response System/ACD	1	23,238		Section 10.2.2, 10.2.9
OPTera Switches	3	54,849		Section 10.2.10, 10.2.11
OLA SCAT Amplifier	1	61,704		Section 10.2.10, 10.2.11
Passport 8600 + next 3 line items	3	125,500		Section 10.2.10, 10.2.11
Passport 2430	15			Section 10.2.10, 10.2.11
Baystack 450-24T	20			Section 10.2.10, 10.2.11
BLN Router	1			Section 10.2.10, 10.2.11
Contivity Extranet Switch	1	18,280		Section 10.4.2
ISI Infortext	1	46,685		Section 10.2.28
		\$818,248	\$	

**BUSINESS PROPOSAL  
CONTRACT LIFE: 6 YEARS**

**DETAILED COST SHEET ...  
ANCILLARY EQUIPMENT - YEAR 1**

List below any recommended ancillary equipment needed to support the systems and services described in Part C and include the price of each. These figures should be used to develop the unit prices provided in the Pricing Matrices.

<u>Description</u>	<u>Qty</u>	<u>Purchase Cost</u>	<u>Annual Maintenance Expense</u>	<u>Technical Requirements met by this item (Section No.)</u>
All Ancillary equipment is included				
In the telecommunications price sheet, such as battery back-up, maintenance terminals, CSUs, etc...				
		<u>\$</u>	<u>\$</u>	

**BUSINESS PROPOSAL  
CONTRACT LIFE: 6 YEARS**

**DETAILED COST SHEET  
APPLICATION SOFTWARE – YEAR 1**

List below any recommended application software needed to support the systems and services described in Part C and include the price of each. These figures should be used to develop the unit prices provided in the Pricing Matrices.

<u>Description</u>	<u>Qty</u>	<u>Purchase Cost (include Customiza- tion Cost)</u>	<u>Annual Maintenance Expense</u>	<u>Technical Requirements met by this item (Section No.)</u>
All application software has been included in the Telecommunications Equipment Cost Sheet.				
		\$	\$	



**BUSINESS PROPOSAL  
CONTRACT LIFE: 6 YEARS**

**DETAILED COST SHEET  
SERVICE COSTS – YEAR 1**

List below any service costs that would be associated with the systems and services described in Part C of the RFP. These figures should be used to develop the unit prices provided in the Pricing Matrices.

<u>Description</u>	<u>Qty</u>	<u>Rate per Unit</u>	<u>Annual Maintenance Expense</u>	<u>Technical Requirements met by this item (Section No.)</u>
Centralized Service Center	1	N/A	\$369,579	10.2.29
Maintenance and Labor	1	N/A	\$903,908	10.2.29
		<u>\$</u>	<u>\$1,273,487</u>	

BUSINESS PROPOSAL
CONTRACT LIFE: 6 YEARS

DETAILED COST SHEET
OTHER COSTS - YEAR 1

List below any other costs that would be associated with implementation of the systems and services described in Part C of the RFP. These figures should be used to develop the unit prices provided in the Pricing Matrices.

Table with 5 columns: Description, Qty, Purchase Cost, Annual Maintenance Expense, and Technical Requirements met by this item (Section No.). Includes rows for Operating Overhead and Selling, general and administrative expenses, with a total of \$390,115.

**BUSINESS PROPOSAL  
CONTRACT LIFE: 6 YEARS**

**DETAILED COST SHEET  
TELECOMMUNICATIONS EQUIPMENT - YEAR 2**

List below the required voice, video, and data networking equipment -needed to support the systems and services described in Part C of the RFP and include the estimated prices of each. These figures should be used to develop the unit prices provided in the Pricing Matrices.

<u>Description</u>	<u>Qty</u>	<u>Purchase Cost</u>	<u>Annual Maintenance Expense</u>	<u>Technical Requirements met by this item (Section No.)</u>
Nortel Meridian Option 81C	1	\$334,422	See Services	Section 10.2.2, 10.2.9
Nortel Meridian Option 61C	2	153,570		Section 10.2.2, 10.2.9
Interactive Voice Response System/ACD	1	23,238		Section 10.2.2, 10.2.9
OPTera Switches	3	54,849		Section 10.2.10, 10.2.11
OLA SCAT Amplifier	1	61,704		Section 10.2.10, 10.2.11
Passport 8600 + next 3 line items	3	125,500		Section 10.2.10, 10.2.11
Passport 2430	15			Section 10.2.10, 10.2.11
Baystack 450-24T	20			Section 10.2.10, 10.2.11
BLN Router	1			Section 10.2.10, 10.2.11
Contivity Extranet Switch	1	18,280		Section 10.4.2
ISI Infortext	1	46,685		Section 10.2.28
Technology Refresh	1	\$25,000	Included	Section 9.3
		\$843,248	\$	

BUSINESS PROPOSAL  
CONTRACT LIFE: 6 YEARS

DETAILED COST SHEET  
ANCILLARY EQUIPMENT – YEAR 2

List below any recommended ancillary equipment needed to support the systems and services described in Part C and include the price of each. These figures should be used to develop the unit prices provided in the Pricing Matrices.

Description	Qty	Purchase Cost	Annual Maintenance Expense	Technical Requirements met by this item (Section No.)
All Ancillary equipment is included				
In the telecommunications price sheet, such as battery back-up, maintenance terminals, CSUs, etc...				
		\$	\$	

**BUSINESS PROPOSAL  
CONTRACT LIFE: 6 YEARS**

**DETAILED COST SHEET  
APPLICATION SOFTWARE – YEAR 2**

List below any recommended application software needed to support the systems and services described in Part C and include the price of each. These figures should be used to develop the unit prices provided in the Pricing Matrices.

Description	Qty	Purchase Cost (include Customiza- tion Cost)	Annual Maintenance Expense	Technical Requirements met by this item (Section No.)
All application software has been included in the Telecommunications Equipment Cost Sheet.				
		\$	\$	

**BUSINESS PROPOSAL  
CONTRACT LIFE: 6 YEARS**

**DETAILED COST SHEET  
SERVICE COSTS – YEAR 2**

List below any service costs that would be associated with the systems and services described in Part C of the RFP. These figures should be used to develop the unit prices provided in the Pricing Matrices.

<b>Description</b>	<b>Qty</b>	<b>Rate per Unit</b>	<b>Annual Maintenance Expense</b>	<b>Technical Requirements met by this item (Section No.)</b>
Centralized Service Center	1	N/A	\$379,597	10.2.29
Maintenance and Labor	1	N/A	\$1,054,737	10.2.29
		<b>\$</b>	<b>\$1,434,334</b>	



**BUSINESS PROPOSAL  
CONTRACT LIFE: 6 YEARS**

**DETAILED COST SHEET  
TELECOMMUNICATIONS EQUIPMENT – YEAR 3**

List below the required voice, video, and data networking equipment needed to support the systems and services described in Part C of the RFP and include the estimated prices of each. These figures should be used to develop the unit prices provided in the Pricing Matrices.

Description	Qty	Purchase Cost	Annual Maintenance Expense	Technical Requirements met by this item (Section No.)
Nortel Meridian Option 81C	1	\$334,422	See Services	Section 10.2.2, 10.2.9
Nortel Meridian Option 61C	2	153,570		Section 10.2.2, 10.2.9
Interactive Voice Response System/ACD	1	23,238		Section 10.2.2, 10.2.9
OPTera Switches	3	54,849		Section 10.2.10, 10.2.11
OLA SCA1 Amplifier	1	61,704		Section 10.2.10, 10.2.11
Passport 8600 + next 3 line items	3	125,500		Section 10.2.10, 10.2.11
Passport 2430	15			Section 10.2.10, 10.2.11
Baystack 450-24T	20			Section 10.2.10, 10.2.11
BLN Router	1			Section 10.2.10, 10.2.11
Contivity Extranet Switch	1	18,280		Section 10.4.2
ISI Infortext	1	46,685		Section 10.2.28
Technology Refresh	1	\$25,000	Included	Section 9.3
		<u>\$843,248</u>	\$	



**BUSINESS PROPOSAL  
CONTRACT LIFE: 6 YEARS**

**DETAILED COST SHEET  
ANCILLARY EQUIPMENT – YEAR 3**

List below any recommended ancillary equipment needed to support the systems and services described in Part C and include the price of each. These figures should be used to develop the unit prices provided in the Pricing Matrices.

<u>Description</u>	<u>Qty</u>	<u>Purchase Cost</u>	<u>Annual Maintenance Expense</u>	<u>Technical Requirements met by this item (Section No.)</u>
All Ancillary equipment is included				
In the telecommunications price sheet,				
such as battery back-up, maintenance				
terminals, CSUs, etc...				
		\$	\$	

**BUSINESS PROPOSAL  
CONTRACT LIFE: 6 YEARS**

**DETAILED COST SHEET  
APPLICATION SOFTWARE – YEAR 3**

List below any recommended application software needed to support the systems and services described in Part C and include the price of each. These figures should be used to develop the unit prices provided in the Pricing Matrices.

Description	Qty	Purchase Cost (include Customiza- tion Cost)	Annual Maintenance Expense	Technical Requirements met by this item (Section No.)
All application software has been included in the Telecommunications Equipment Cost Sheet.				
		\$	\$	

**BUSINESS PROPOSAL  
 CONTRACT LIFE: 6 YEARS**

**DETAILED COST SHEET  
 SERVICE COSTS – YEAR 3**

List below any service costs that would be associated with the systems and services described in Part C of the RFP. These figures should be used to develop the unit prices provided in the Pricing Matrices.

Description	Qty	Rate per Unit	Annual Maintenance Expense	Technical Requirements met by this item (Section No.)
Centralized Service Center	1	N/A	\$394,781	10.2.29
Maintenance and Labor	1	N/A	\$1,017,890	10.2.29
		\$	\$1,412,671	

**BUSINESS PROPOSAL  
CONTRACT LIFE: 6 YEARS**

**DETAILED COST SHEET  
OTHER COSTS – YEAR 3**

List below any other costs that would be associated with implementation of the systems and services described in Part C of the RFP. These figures should be used to develop the unit prices provided in the Pricing Matrices.

<u>Description</u>	<u>Qty</u>	<u>Purchase Cost</u>	<u>Annual Maintenance Expense</u>	<u>Technical Requirements met by this item (Section No.)</u>
Operating Overhead	1	N/A	\$97,468	N/A
Selling, general and administrative expenses	1		\$517,000	N/A
		\$	\$614,468	

BUSINESS PROPOSAL
CONTRACT LIFE: 6 YEARS

DETAILED COST SHEET
TELECOMMUNICATIONS EQUIPMENT - YEAR 4

List below the required voice, video, and data networking equipment -needed to support the systems and services described in Part C of the RFP and include the estimated prices of each. These figures should be used to develop the unit prices provided in the Pricing Matrices.

Table with 5 columns: Description, Qty, Purchase Cost, Annual Maintenance Expense, and Technical Requirements met by this item (Section No.). Rows include equipment like Nortel Meridian Option 81C, Passport 2430, and Technology Refresh, ending with a total of \$843,248.

**BUSINESS PROPOSAL  
CONTRACT LIFE: 6 YEARS**

**DETAILED COST SHEET  
ANCILLARY EQUIPMENT – YEAR 4**

List below any recommended ancillary equipment needed to support the systems and services described in Part C and include the price of each. These figures should be used to develop the unit prices provided in the Pricing Matrices.

<u>Description</u>	<u>Qty</u>	<u>Purchase Cost</u>	<u>Annual Maintenance Expense</u>	<u>Technical Requirements met by this item (Section No.)</u>
All Ancillary equipment is included				
In the telecommunications price sheet,				
such as battery back-up, maintenance				
terminals, CSUs, etc...				
		\$ _____	\$ _____	

**BUSINESS PROPOSAL  
CONTRACT LIFE: 6 YEARS**

**DETAILED COST SHEET  
APPLICATION SOFTWARE – YEAR 4**

List below any recommended application software needed to support the systems and services described in Part C and include the price of each. These figures should be used to develop the unit prices provided in the Pricing Matrices.

Description	Qty	Purchase Cost (include Customiza- tion Cost)	Annual Maintenance Expense	Technical Requirements met by this item (Section No.)
All application software has been included in the Telecommunications Equipment Cost Sheet.				
		\$	\$	





**BUSINESS PROPOSAL  
CONTRACT LIFE: 6 YEARS**

**DETAILED COST SHEET  
OTHER COSTS – YEAR 4**

List below any other costs that would be associated with implementation of the systems and services described in Part C of the RFP. These figures should be used to develop the unit prices provided in the Pricing Matrices.

Description	Qty	Purchase Cost	Annual Maintenance Expense	Technical Requirements met by this item (Section No.)
Operating Overhead	1	N/A	\$101,367	N/A
Selling, general and administrative expenses	1	N/A	\$475,680	N/A
		\$	\$577,047	

**BUSINESS PROPOSAL  
CONTRACT LIFE: 6 YEARS**

**DETAILED COST SHEET  
TELECOMMUNICATIONS EQUIPMENT – YEAR 5**

List below the required voice, video, and data networking equipment -needed to support the systems and services described in Part C of the RFP and include the estimated prices of each. These figures should be used to develop the unit prices provided in the Pricing Matrices.

<u>Description</u>	<u>Qty</u>	<u>Purchase Cost</u>	<u>Annual Maintenance Expense</u>	<u>Technical Requirements met by this item (Section No.)</u>
Nortel Meridian Option 81C	1	\$334,422	See Services	Section 10.2.2, 10.2.9
Nortel Meridian Option 61C	2	153,570		Section 10.2.2, 10.2.9
Interactive Voice Response System/ACD	1	23,238		Section 10.2.2, 10.2.9
OPTera Switches	3	54,849		Section 10.2.10, 10.2.11
OLA SCAT Amplifier	1	61,704		Section 10.2.10, 10.2.11
Passport 8600 + next 3 line items	3	125,500		Section 10.2.10, 10.2.11
Passport 2430	15			Section 10.2.10, 10.2.11
Baystack 450-24T	20			Section 10.2.10, 10.2.11
BLN Router	1			Section 10.2.10, 10.2.11
Contivity Extranet Switch	1	18,280		Section 10.4.2
ISI Infortext	1	46,685		Section 10.2.28
Technology Refresh	1	\$25,000	Included	Section 9.3
		<b>\$843,248</b>	<b>\$</b>	

BUSINESS PROPOSAL  
CONTRACT LIFE: 6 YEARS

DETAILED COST SHEET  
ANCILLARY EQUIPMENT – YEAR 5

List below any recommended ancillary equipment needed to support the systems and services described in Part C and include the price of each. These figures should be used to develop the unit prices provided in the Pricing Matrices.

Description	Qty	Purchase Cost	Annual Maintenance Expense	Technical Requirements met by this item (Section No.)
All Ancillary equipment is included				
In the telecommunications price sheet, such as battery back-up, maintenance terminals, CSUs, etc...				
		\$	\$	

**BUSINESS PROPOSAL  
CONTRACT LIFE: 6 YEARS**

**DETAILED COST SHEET . . .  
APPLICATION SOFTWARE – YEAR 5**

List below any recommended application software needed to support the systems and services described in Part C and include the price of each. These figures should be used to develop the unit prices provided in the Pricing Matrices.

<u>Description</u>	<u>Qty</u>	<u>Purchase Cost (include Customiza- tion Cost)</u>	<u>Annual Maintenance Expense</u>	<u>Technical Requirements met by this item (Section No.)</u>
All application software has been included in the Telecommunications Equipment Cost Sheet.				
		\$ _____	\$ _____	

**BUSINESS PROPOSAL  
CONTRACT LIFE: 6 YEARS**

**DETAILED COST SHEET  
SERVICE COSTS – YEAR 5**

List below any service costs that would be associated with the systems and services described in Part C of the RFP. These figures should be used to develop the unit prices provided in the Pricing Matrices.

<u>Description</u>	<u>Qty</u>	<u>Rate per Unit</u>	<u>Annual Maintenance Expense</u>	<u>Technical Requirements met by this item (Section No.)</u>
Centralized Service Center	1	N/A	\$426,995	10.2.29
Maintenance and Labor	1	N/A	\$857,636	10.2.29
		<u>\$</u>	<u>\$1,284,631</u>	

**BUSINESS PROPOSAL  
CONTRACT LIFE: 6 YEARS**

**DETAILED COST SHEET  
OTHER COSTS – YEAR 5**

List below any other costs that would be associated with implementation of the systems and services described in Part C of the RFP. These figures should be used to develop the unit prices provided in the Pricing Matrices.

Description	Qty	Purchase Cost	Annual Maintenance Expense	Technical Requirements met by this item (Section No.)
Operating Overhead	1	N/A	\$105,422	N/A
Selling, general and administrative expenses	1	N/A	\$434,707	N/A
		\$	<u>\$540,129</u>	

BUSINESS PROPOSAL
CONTRACT LIFE: 6 YEARS

DETAILED COST SHEET
TELECOMMUNICATIONS EQUIPMENT - YEAR 6

List below the required voice, video, and data networking equipment -needed to support the systems and services described in Part C of the RFP and include the estimated prices of each. These figures should be used to develop the unit prices provided in the Pricing Matrices.

Table with 5 columns: Description, Qty, Purchase Cost, Annual Maintenance Expense, and Technical Requirements met by this item (Section No.). Rows include Nortel Meridian Option 81C, Nortel Meridian Option 61C, Interactive Voice Response System/ACD, OPTera Switches, OLA SCAT Amplifier, Passport 8600 + next 3 line items, Passport 2430, Baystack 450-24T, BLN Router, Contivity Extranet Switch, ISI Infortext, and Technology Refresh. Total Purchase Cost is \$843,248.

**BUSINESS PROPOSAL  
CONTRACT LIFE: 6 YEARS**

**DETAILED COST SHEET  
ANCILLARY EQUIPMENT – YEAR 6**

List below any recommended ancillary equipment needed to support the systems and services described in Part C and include the price of each. These figures should be used to develop the unit prices provided in the Pricing Matrices.

Description	Qty	Purchase Cost	Annual Maintenance Expense	Technical Requirements met by this item (Section No.)
All Ancillary equipment is included				
In the telecommunications price sheet, such as battery back-up, maintenance terminals, CSUs, etc...				
		\$	\$	



**BUSINESS PROPOSAL  
CONTRACT LIFE: 6 YEARS**

**DETAILED COST SHEET  
APPLICATION SOFTWARE – YEAR 6**

List below any recommended application software needed to support the systems and services described in Part C and include the price of each. These figures should be used to develop the unit prices provided in the Pricing Matrices.

<u>Description</u>	<u>Qty</u>	<u>Purchase Cost (include Customiza- tion Cost)</u>	<u>Annual Maintenance Expense</u>	<u>Technical Requirements met by this item (Section No.)</u>
All application software has been included in the Telecommunications Equipment Cost Sheet.				
		\$	\$	

**BUSINESS PROPOSAL  
 CONTRACT LIFE: 6 YEARS**

**DETAILED COST SHEET  
 SERVICE COSTS – YEAR 6**

List below any service costs that would be associated with the systems and services described in Part C of the RFP. These figures should be used to develop the unit prices provided in the Pricing Matrices.

Description	Qty	Rate per Unit	Annual Maintenance Expense	Technical Requirements met by this item (Section No.)
Centralized Service Center	1	N/A	\$444,075	10.2.29
Maintenance and Labor	1	N/A	\$837,457	10.2.29
		\$	<u>\$1,281,532</u>	

**BUSINESS PROPOSAL  
CONTRACT LIFE: 6 YEARS**

**DETAILED COST SHEET  
OTHER COSTS – YEAR 6**

List below any other costs that would be associated with implementation of the systems and services described in Part C of the RFP. These figures should be used to develop the unit prices provided in the Pricing Matrices.

<u>Description</u>	<u>Qty</u>	<u>Purchase Cost</u>	<u>Annual Maintenance Expense</u>	<u>Technical Requirements met by this item (Section No.)</u>
Operating Overhead	1	N/A	\$109,639	N/A
Selling, general and administrative expenses	1	N/A	\$340,124	N/A
		\$	\$449,763	