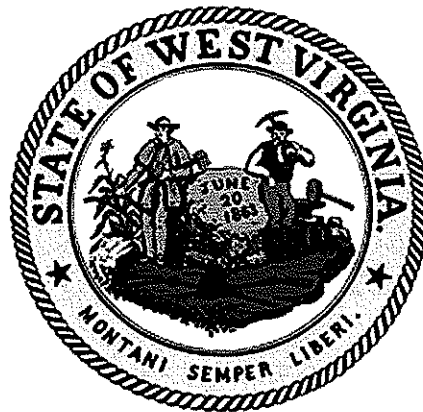




**Response to:  
Request for Proposal**

**VoIP13  
COST RESPONSE**

for



**Presented by:**

***Chad Stepp***  
Account Executive

(304) 410-5659  
[chad.stepp@ftr.com](mailto:chad.stepp@ftr.com)

01/23/13 01:14:25 PM  
West Virginia Purchasing Division

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**Restriction on Disclosure and Use of Data:**

This proposal includes data that shall not be disclosed outside of your organization and shall not be duplicated, used, or disclosed, in whole or in part, for any purpose other than in connection with your evaluation of this proposal. If, however, a contract is awarded as a result of, or in connection with, the submission of this proposal, you shall have the right to duplicate, use, or disclose the data only to the extent provided in the resulting contract. This restriction does not limit your right to use data contained in this proposal if it is lawfully obtained from another source without restriction.



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2018 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305 0130

**Solicitation**

NUMBER  
 VOIP13

PAGE  
 1

ADDRESS CORRESPONDENCE TO ATTENTION OF:  
 KRISTA FERRELL  
 104-558-2596

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Frontier West Virginia Inc.  
 1500 MacCorkle Ave  
 Charleston, WV 25396

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ALL STATE AGENCIES  
 AND POLITICAL SUBDIVISIONS  
 VARIOUS LOCALES AS INDICATED  
 BY ORDER

LINE	QUANTITY	UOM	CAT NO.	REMARKS	UNIT PRICE	AMOUNT
001	1	LS	25-57-01-001	VOICE OVER INTERNET PROTOCOL (VOIP)		
<p>REQUEST FOR PROPOSAL (RFP)          STATEWIDE OPEN END CONTRACT</p> <p>THE WEST VIRGINIA DIVISION OF PURCHASING IS SOLICITING PROPOSALS TO ESTABLISH A STATEWIDE OPEN END CONTRACT FOR THE PROCUREMENT, INSTALLATION, AND SUPPORT OF VOICE OVER INTERNET PROTOCOL (VOIP) PER THE ATTACHED SPECIFICATIONS.</p> <p>***** THIS IS THE END OF RFQ VOIP13 ***** TOTAL:</p>						
<p>DATE PERIOD          11/23/2012</p> <p>TO OF ORDER          01/09/2013</p> <p>BYD OPENING TIME 1:00PM</p>						
<p>FRONTIER WEST VIRGINIA INC.          1500 MACCORKLE AVE          CHARLESTON, WV 25396</p>				<p>PHONE (304) 344-7714</p> <p>DATE</p>		
<p>STATE OF WEST VIRGINIA          55 0142020</p>				<p>ADDRESS CHANGES TO BE NOTED ABOVE</p> <p>WHEN RESPONDING TO SOLICITATION, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'</p>		

# Attachment C: Cost Sheet

Cost information below as detailed in the Request for Proposal and submitted in a separate sealed envelope. Cost should clearly marked.

Vendors should complete the cost sheet below. Failure to complete may result in the disqualification of the vendor's proposal.

<b>VOIP13: Cost Sheet</b>						
<b>A.1) VoIP Solution Call Control:</b>	<b>Cost Per Month</b>	<b>Total Users</b>		<b>Total Monthly Cost</b>	<b>Qty.</b>	<b>Total 1 Year Cost</b>
Basic Package	\$12.00	50		\$600.00	12	\$7,200.00
Standard Package	\$16.50	300		\$4,950.00	12	\$59,400.00
Enhanced Package	\$23.50	150		\$3,525.00	12	\$42,300.00
<b>Total Call Control Monthly Charges</b>						<b>\$108,900.00</b>
<b>A.2) Data Connectivity to Data Center:</b>	<b>L1 Type</b>	<b>L2 Type</b>	<b>Speed</b>	<b>Total Monthly Cost</b>	<b>Qty.</b>	<b>Total 1 Year Cost</b>
Charleston Connection					12	\$0.00
<b>Total Data Connectivity Monthly Charge</b>						<b>\$0.00</b>
<b>A.3) Additional Monthly Charges:</b>				<b>Total Monthly Cost</b>	<b>Qty.</b>	<b>Total 1 Year Cost</b>
Fee 1-Administration					12	\$0.00
Fee 2-Federal Universal Service					12	\$0.00
Fee					12	\$0.00
<b>Total Additional Monthly Charges</b>						<b>\$0.00</b>
<b>SUBTOTAL:</b>						
<b>A.4) Total Project Monthly Charge (Sum of A.1 + A.2 + A.3 total additional monthly charges)</b>						<b>\$108,900.00</b>

<b>B) One-Time Fees</b>			
<b>Implementation Services and Miscellaneous Costs and Fees</b>			
<i>NOTE: All hourly rates quoted must be fully "loaded" to capture all direct and overhead expenses, travel, per diem, and any other travel-related expenses.</i>			
	<b>Cost Per Hour</b>	<b>Estimated Hours</b>	<b>Total</b>
<b>Project Management Services</b>			
Position: Project Manager	\$115.00	100	\$11,500.00
<b>Subtotal</b>		100	\$11,500.00
<b>Network Integration Services</b>			
Position: Network Engineer	\$115.00	100	\$11,500.00
<b>Subtotal</b>		100	\$11,500.00
<b>Solution Integration Services</b>			
Position: Solution Architect	\$120.00	100	\$12,000.00
<b>Subtotal</b>		100	\$12,000.00
<b>Integration to Contact Center Applications</b>			
Position: Contact Center Specialist	\$120.00	100	\$12,000.00
<b>Subtotal</b>		100	\$12,000.00
<b>Integration to Microsoft (MS) Exchange</b>			
Position: Network Engineer	\$110.00	100	\$11,000.00
<b>Subtotal</b>		100	\$11,000.00
<b>Circuit Integration</b>			
Position: Account Management	\$ -	100	\$0.00
<b>Subtotal</b>		100	\$0.00
<b>Other Services</b>			
Position:		100	\$0.00
<b>Subtotal</b>			
<b>Services Total</b>			<b>\$116,000.00</b>

<b>C. Total One Year Cost</b>			
A.1 VOIP Solution Call Control			\$108,900.00
A.2 Data Connectivity to Data Center			\$0.00
A.3 Additional Monthly Charges			\$0.00
B. One Time Fees			\$116,000.00
TOTAL for Evaluation:			
<b>C. Total One Year Cost = (Total Monthly Charges times 12 months + Total One-Time Fees)</b>			<b>\$224,900.00</b>

**Note:** Hours are estimates for bid evaluation purposes only; actual hours may be more or less at the Agency's discretion.

# OPTIONAL - Attachment C: Cost Sheet including SIP

Cost information below as detailed in the Request for Proposal and submitted in a separate sealed envelope. Cost should clearly marked.

Vendors should complete the cost sheet below. Failure to complete may result in the disqualification of the vendor's proposal.

<b>VOIP13: Cost Sheet</b>						
<b>A.1) VoIP Solution Call Control w/SIP:</b>	<b>Cost Per Month</b>	<b>Total Users</b>		<b>Total Monthly Cost</b>	<b>Qty.</b>	<b>Total 1 Year Cost</b>
Basic Package	\$24.00	50		\$1,200.00	12	\$14,400.00
Standard Package	\$28.50	300		\$8,550.00	12	\$102,600.00
Enhanced Package	\$35.50	150		\$5,325.00	12	\$63,900.00
<b>Total Call Control Monthly Charges</b>						<b>\$180,900.00</b>
<b>A.2) Data Connectivity to Data Center:</b>	<b>L1 Type</b>	<b>L2 Type</b>	<b>Speed</b>	<b>Total Monthly Cost</b>	<b>Qty.</b>	<b>Total 1 Year Cost</b>
Charleston Connection					12	\$0.00
<b>Total Data Connectivity Monthly Charge</b>						<b>\$0.00</b>
<b>A.3) Additional Monthly Charges:</b>				<b>Total Monthly Cost</b>	<b>Qty.</b>	<b>Total 1 Year Cost</b>
Fee 1-Administration					12	\$0.00
Fee 2-Federal Universal Service					12	\$0.00
Fee					12	\$0.00
<b>Total Additional Monthly Charges</b>						<b>\$0.00</b>
<b>SUBTOTAL:</b>						
<b>A.4) Total Project Monthly Charge (Sum of A.1 + A.2 + A.3 total additional monthly charges)</b>						<b>\$180,900.00</b>

**B) One-Time Fees****Implementation Services and Miscellaneous Costs and Fees**

*NOTE: All hourly rates quoted must be fully "loaded" to capture all direct and overhead expenses, travel, per diem, and any other travel-related expenses.*

	<b>Cost Per Hour</b>	<b>Estimated Hours</b>	<b>Total</b>
<b>Project Management Services</b>			
Position: Project Manager	\$115.00	100	\$11,500.00
<b>Subtotal</b>		100	\$11,500.00
<b>Network Integration Services</b>			
Position: Network Engineer	\$115.00	100	\$11,500.00
<b>Subtotal</b>		100	\$11,500.00
<b>Solution Integration Services</b>			
Position: Solution Architect	\$ 120.00	100	\$12,000.00
<b>Subtotal</b>		100	\$12,000.00
<b>Integration to Contact Center Applications</b>			
Position: Contact Center Specialist	\$ 120.00	100	\$12,000.00
<b>Subtotal</b>		100	\$12,000.00
<b>Integration to Microsoft (MS) Exchange</b>			
Position: Network Engineer	\$ 110.00	100	\$11,000.00
<b>Subtotal</b>		100	\$11,000.00
<b>Circuit Integration</b>			
Position: Account Management	\$ -	100	\$0.00
<b>Subtotal</b>		100	\$0.00
<b>Other Services</b>			
Position:		100	\$0.00
<b>Subtotal</b>			
<b>Services Total</b>			<b>\$116,000.00</b>

<b>C. Total One Year Cost</b>			
A.1 VOIP Solution Call Control			\$180,900.00
A.2 Data Connectivity to Data Center			\$0.00
A.3 Additional Monthly Charges			\$0.00
B. One Time Fees			\$116,000.00
TOTAL for Evaluation:			
<b>C. Total One Year Cost = (Total Monthly Charges times 12 months + Total One-Time Fees)</b>			<b>\$296,900.00</b>

**Note:** Hours are estimates for bid evaluation purposes only; actual hours may be more or less at the Agency's discretion.