



The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at ***wvOASIS.gov***. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at ***WVPurchasing.gov*** with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

Header 2

List View

General Information | Contact | Default Values | Discount | Document Information

Procurement Folder: 401750


Procurement Type: Central Contract - Fixed Amt

Vendor ID: VS0000014776 

Legal Name: Vonage Business, Inc

Alias/DBA:

Total Bid: \$46,210.38

Response Date: 12/18/2017 

Response Time: 13:40

SO Doc Code: CRFQ

SO Dept: 0203

SO Doc ID: CPR1800000001

Published Date: 12/21/17

Close Date: 12/27/17

Close Time: 13:30

Status: Closed

Solicitation Description: Addendum 2 - RFQ for Hosted VOIP Solution

Total of Header Attachments: 2

Total of All Attachments: 2



Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

**State of West Virginia
 Solicitation Response**

Proc Folder : 401750
Solicitation Description : Addendum 2 - RFQ for Hosted VOIP Solution
Proc Type : Central Contract - Fixed Amt

Date issued	Solicitation Closes	Solicitation Response	Version
	2017-12-27 13:30:00	SR 0203 ESR12181700000002706	1

VENDOR
VS0000014776 Vonage Business, Inc

Solicitation Number: CRFQ 0203 CPR1800000001

Total Bid : \$46,210.38 **Response Date:** 2017-12-18 **Response Time:** 13:40:38

Comments: The Vonage team wanted to take a moment and thank you for the opportunity to bid on this project. It is our goal to look out for the best interest of our future partners and ensure that the delivery of our services are done so to ensure not only a smooth transition today, but ensure you have a working system for many years to come. Please note in the attachments page documents we have found regarding your current phone system so that you can better understand the need for replacing the hardware. If we could use the existing hardware it would save you \$9,750 from the first year, however that system is not supported. Vonage is also offering a 5% discount that you will automatically receive on your first invoice, a grand total of \$2,338.90. Vonage is also including a Free Video Conferencing product for every user which includes a 100 person screen sharing license for all users at \$0 cost. This will be included for the life of the contract that you are with Vonage for Voice services. Thank you for the opportunity and we look forward to hearing back from you regarding our bid. Team Vonage

FOR INFORMATION CONTACT THE BUYER
 Linda B Harper
 (304) 558-0468
 linda.b.harper@wv.gov

Signature on File	FEIN #	DATE
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All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	ENTER TOTAL COST FROM EXHIBIT B PRICING PAGE	1.00000	YR	\$46,210.380000	\$46,210.38

Comm Code	Manufacturer	Specification	Model #
81161700			

Extended Description : Vendors should attach Exhibit B Pricing Page as an attachment with detailed pricing for Year One (1) through Year (4).

Comments: This bid represents all costs for implementation, shipping, hardware, and services for 12 months

**REQUEST FOR QUOTATION
Hosted VOIP Solution**

**EXHIBIT B
PRICING PAGE**

CPRB's Current Equipment Telephone Items (Can be reused if possible)	QTY
Cisco model 7961 headsets powered by POE switches	105
Cisco IP Conference Phone Model 7937	2
Cisco IP Conference Phone Model 7936	1
New Equipment needs (please detail any new equipment necessary and make sure to include in the itemized proposed solution Cost under initial Start-up Cost)	QTY
Cisco 502 G IP Phone	105

Please itemize your proposed solution for the First Year Cost

Item	QTY	Initial (Start up) Cost	Recurring (Monthly) Cost
Call Group	10	0	0.00
Call Monitoring	1	0	49.99
Call Queue	4	0	199.96
Company Call Recording	1	0	24.99
Local Company Number	1	0	4.99
Toll Free Number	3	0	59.97
Unlimited Extension	108	0	2158.92
Amazon Chime Pro License	108	0	0.00
E911 Fee	1	0	106.92
Recovery Fee	1	0	392.00
Cisco 502G IP Phone	105	9450.00	0
Standard Shipping	105	787.50	0
List total:		10,237.50	2,997.74

REQUEST FOR QUOTATION
Hosted VOIP Solution

Year One (1) Total Fee Price: \$ 46,210.38
(including all items listed from previous "First Year Cost" table including Initial Start Up and a 12-month recurring fee totals)

Year Two (2) Total Fee Price: \$ 35,927.88

Year Three (3) Optional Renewal Fee Price: \$ 35,927.88

Year Four (4) Optional Renewal Fee Price: \$ 35,927.88

***TOTAL COST \$** 154,129.02

Award will be based on TOTAL COST over all five (4) years. Renewal options will be initiated by the Agency, agreed to by the Vendor, and processed by the West Virginia Purchasing Division as Change Orders for subsequent years.



End-of-Sale and End-of-Life Announcement for the Cisco Unified IP Phones 7941G and 7961G (Hardware Only)

Updated: September 14, 2009 **Document ID:** 1457306965069165

DL6676 - Amended

Cisco announces the end-of-sale and end-of life dates for the Cisco® Unified IP Phones 7941G and 7961G (Hardware Only). The last day to order the affected product(s) is January 19, 2010. Customers with active service contracts will continue to receive support from the Cisco Technical Assistance Center (TAC) as shown in Table 1 of the EoL bulletin. Table 1 describes the end-of-life milestones, definitions, and dates for the affected product(s). Table 2 lists the product part numbers affected by this announcement. For customers with active and paid service and support contracts, support will be available until the termination date of the contract, even if this date exceeds the Last Date of Support shown in Table 1.

Important note: This announcement applies only to the specified phone hardware. Software/feature development for the listed models will continue until further notice.

Table 1. End-of-Life Milestones and Dates for the Cisco Unified IP Phones 7941G and 7961G (Hardware Only)

Milestone	Definition	Date
End-of-Life Announcement Date	The date the document that announces the end of sale and end of life of a product is distributed to the general public.	March 19, 2009
End-of-Sale Date	The last date to order the product through Cisco point-of-sale mechanisms. The product is no longer for sale after this date.	January 19, 2010
Last Ship Date: HW	The last-possible ship date that can be requested of Cisco and/or its contract manufacturers. Actual ship date is dependent on lead time.	April 18, 2010
End of Routine Failure Analysis Date: HW	The last-possible date a routine failure analysis may be performed to determine the cause of product failure or defect.	January 19, 2011
End of New Service Attachment Date: HW	For equipment and software that is not covered by a service-and-support contract, this is the last date to order a new service-and-support contract or add the equipment and/or software to an existing service-and-support contract.	January 19, 2011
End of Service Contract	The last date to extend or renew a service contract for the product.	April 13, 2014

Renewal Date:
HW

Last Date of Support: HW The last date to receive service and support for the product. After this date, all support services for the product are unavailable, and the product becomes obsolete. January 16, 2015

IW = Hardware OS SW = Operating System Software App. SW = Application Software

Table 2. Product Part Numbers Affected by This Announcement

End-of-Sale Product Part Number	Product Description	Replacement Product Part Number	Replacement Product Description
CP-7941G	Cisco IP Phone 7941	CP-7942G	Cisco Unified IP Phone 7942
CP-7941G-1SPB=	Cisco Unified IP Phone 7941G With Lic - India Promo Only	There is currently no replacement product available for this product.	
CP-7941G-8SPB=	Cisco Unified IP Phone 7941G 8-Pk With Lic-India Promo Only	There is currently no replacement product available for this product.	
CP-7941G-CCME	Cisco IP Phone 7941, CCME	CP-7942G-CCME	Cisco Unified IP Phone 7942 with 1 CCME RTU License
CP-7941G-CCME=	Cisco IP Phone 7941, CCME, spare	CP-7942G-CCME	Cisco Unified IP Phone 7942 with 1 CCME RTU License
CP-7941G-CH1	Cisco IP Phone 7941, Channel w/license	CP-7942G-CH1	Cisco Unified IP Phone 7942 with 1 RTU License
CP-7941G-ITA-S2=	Cisco IP Phone 7941G Type 2 Promo for ITA	There is currently no replacement product available for this product.	
CP-7941G-ITA-S3=	Cisco IP Phone 7941G Type 3 Promo for ITA	There is currently no replacement product available for this product.	
CP-7941G-SPB	Cisco Unified IP Phone 7941G With Lic - India Promo Only	There is currently no replacement product available for this product.	
CP-7941G=	Cisco IP Phone 7941, spare	CP-7942G=	Cisco Unified IP Phone 7942, spare
CP-7961G	Cisco IP Phone 7961	CP-7962G	

			Cisco Unified IP Phone 7962
CP-7961G-CCME	Cisco IP Phone 7961 CCME	CP-7962G-CCME	Cisco IP Phone 7962 with 1 CCME RTU License
CP-7961G-CCME=	Cisco IP Phone 7961 CCME spare	CP-7962G-CCME	Cisco IP Phone 7962 with 1 CCME RTU License
CP-7961G-CH1	Cisco IP Phone 7961, Channel w/ license	CP-7962G-CH1	Cisco IP Phone 7962 with 1 RTU License
CP-7961G-ITA-S1=	Cisco IP Phone 7961G Type 1 Promo for ITA	There is currently no replacement product available for this product.	
CP-7961G=	Cisco IP Phone 7961, spare	CP-7962G=	Cisco Unified IP Phone 7962, spare

Product Migration Options

Customers are encouraged to migrate to the Cisco Unified IP Phones 7942G and 7962G, respectively. Information about these products can be found at: <http://www.cisco.com/en/US/products/hw/phones/ps379/index.html>.

Customers can use the Cisco Technology Migration Program (TMP) to trade-in products and receive credit toward the purchase of new Cisco equipment. For more information about Cisco TMP, customers should work with their Cisco Partner or Cisco account team. Cisco Partners can find additional TMP information on Partner Central at <http://www.cisco.com/web/partners/pr11/incentive/tmp/index.html>.

Customers may be able to continue to purchase the Cisco Unified IP Phones 7941G and 7961G (Hardware Only) through the Cisco Certified Refurbished Equipment program. Refurbished units may be available in limited supply for sale in certain countries on a first-come, first-served basis until the Last Date of Support has been reached. For information about the Cisco Certified Refurbished Equipment program, go to: <http://www.cisco.com/go/eos>.

Service prices for Cisco products are subject to change after the product End of Sale date.

The Cisco Takeback and Recycle program helps businesses dispose properly of surplus products that have reached their end of useful life. The program is open to all business users of Cisco equipment and its associated brands and subsidiaries. For more information, go to: http://www.cisco.com/web/about/ac227/ac228/ac231/about_cisco_takeback_recycling.html.

For More Information

For more information about the Cisco Unified IP Phones 7942G and 7962G, visit <http://www.cisco.com/en/US/products/hw/phones/ps379/index.html>, or contact your local account representative.

For more information about the Cisco End-of-Life Policy, go to: http://www.cisco.com/en/US/products/prod_end_of_life.html.

To subscribe to receive end-of-life/end-of-sale information, go to: <http://www.cisco.com/cisco/support/notifications.html>.

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