



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

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General Information

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Procurement Folder: 147525

Procurement Type: Central Master Agreement

Vendor ID: 000000210570



Legal Name: ALPHA TECHNOLOGIES INC

Alias/DBA:

Total Bid: \$0.00

Response Date: 12/01/2015



Response Time: 7:31

SO Doc Code: CRFQ

SO Dept: 0212

SO Doc ID: SWC1600000002

Published Date: 11/2/15

Close Date: 12/1/15

Close Time: 13:30

Status: Closed

Solicitation Description: SWC for IP Telephones, Licensing and Accessories

Total of Header Attachments: 0

Total of All Attachments: 0



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

State of West Virginia
Solicitation Response

Proc Folder : 147525

Solicitation Description : SWC for IP Telephones, Licensing and Accessories

Proc Type : Central Master Agreement

Date issued	Solicitation Closes	Solicitation No	Version
	2015-12-01 13:30:00	SR 0212 ESR12011500000002462	1

VENDOR

000000210570

ALPHA TECHNOLOGIES INC

FOR INFORMATION CONTACT THE BUYER

Linda Harper
(304) 558-3397
linda.b.harper@wv.gov

Signature X

FEIN #

DATE

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	See attached Pricing Sheet and RFQ document.	0.00000	EA	\$2,656,540.570000	\$0.00

Comm Code	Manufacturer	Specification	Model #
43222639			

Extended Description :	Please complete the attached excel file, Exhibit A - Pricing Page
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CERTIFICATION AND SIGNATURE PAGE

By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; understand the requirements, terms and conditions, and other information contained herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

Alpha Technologies, Inc
(Company)

Mike Ferrari Mike Ferrari Public Sector Sales Director
(Authorized Signature) (Representative Name, Title)

304-721-8965 / 888-273-6980 / 12-1-15
(Phone Number) (Fax Number) (Date)

REQUEST FOR QUOTATION
[Internet Protocol Telephones and Associated Equipment]

Contract Manager: Mike Ferrari
Telephone Number: 304-721-8965
Fax Number: 888-273-6980
Email Address: mferrari@alpha-tech.ws

State of West Virginia

VENDOR PREFERENCE CERTIFICATE

Certification and application* is hereby made for Preference in accordance with **West Virginia Code, §5A-3-37**. (Does not apply to construction contracts). **West Virginia Code, §5A-3-37**, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the **West Virginia Code**. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Vendor Preference, if applicable.

1. Application is made for 2.5% vendor preference for the reason checked:

- ☐ Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; **or**,
☒ Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; **or** 80% of the ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; **or**,
☐ Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; **or**,

2. Application is made for 2.5% vendor preference for the reason checked:

- ☒ Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; **or**,

3. Application is made for 2.5% vendor preference for the reason checked:

- ☐ Bidder is a nonresident vendor employing a minimum of one hundred state residents or is a nonresident vendor with an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia employing a minimum of one hundred state residents who certifies that, during the life of the contract, on average at least 75% of the employees or Bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; **or**,

4. Application is made for 5% vendor preference for the reason checked:

- ☒ Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; **or**,

5. Application is made for 3.5% vendor preference who is a veteran for the reason checked:

- ☐ Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; **or**,

6. Application is made for 3.5% vendor preference who is a veteran for the reason checked:

- ☐ Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.

7. Application is made for preference as a non-resident small, women- and minority-owned business, in accordance with West Virginia Code §5A-3-59 and West Virginia Code of State Rules.

- ☐ Bidder has been or expects to be approved prior to contract award by the Purchasing Division as a certified small, women- and minority-owned business.

Bidder understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the requirements for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency or deducted from any unpaid balance on the contract or purchase order.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid the required business taxes, provided that such information does not contain the amounts of taxes paid nor any other information deemed by the Tax Commissioner to be confidential.

Under penalty of law for false swearing (West Virginia Code, §61-5-3), Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.

Bidder: Alpha Technologies Inc.

Signed: [Signature]

Date: 12-1-15

Title: Public Sector Sales Director

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

MANDATE: Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

EXCEPTION: The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Employer default" means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

"Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

AFFIRMATION: By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

WITNESS THE FOLLOWING SIGNATURE:

Vendor's Name: Alpha Technologies, Inc.

Authorized Signature: Doug Tate Date: 12-1-15

State of West Virginia

County of Putnam, to-wit:

Taken, subscribed, and sworn to before me this 1 day of December, 2015.

My Commission expires March 16, 2020.

AFFIX SEAL HERE

NOTARY PUBLIC

Michael A. Ferrari



**Exhibit A
Pricing Pages**

Contract Item Specification Number	Part Number	Description	Alternate Item	Alternate Part Number	Estimated QTY	Item Cost	Extended Cost
3.1.1	CP-7942G= or Equal	7942 2 line Cisco Phone or Equal	Replacement model	CP-7841-K9=	1000	\$157.13	\$ 157,132.50
3.1.2	CP-7962G= or Equal	7962 6 Line Cisco Phone or Equal	Replacement model		500	\$256.15	\$ 128,073.75
3.1.3	CP-7915= or Equal	7915 24 Button Cisco Sidecar or Equal	Replacement model		300	\$210.95	\$ 63,283.50
3.1.4	CP-7916= or Equal	7916 UC Phone Color Expansion Module or Equal	Replacement model		50	\$210.95	\$ 10,547.25
3.1.5	CP- SINGLFOOTSTAND= or Equal	Single Footstand for 7915 Cisco Sidecar or Equal	Not Needed		20	0	\$ -
3.1.6	CP- DOUBLFOOTSTAND= or Equal	Double Footstand for 7915 Cisco Sidecar or Equal	Not Needed		25	0	\$ -
3.1.7	CP-PWR-CUBE-3= or Equal	Cisco Unified IP Phone Power Cube or Equal	Replacement model		100	27.98	\$ 2,798.00
3.1.8	CP-PWR-CORD-NA= or Equal	Cisco Unified IP Phone Power Cube Country Cord or Equal			100	4.31	\$ 431.00
3.1.9	CP-7945G= or Equal	Cisco IP Phone 7945, 2 Button Gig Ethernet, Color, spare or Equal			300	243.23	\$ 72,969.00
3.1.10	CP-7965G= or Equal	Cisco IP Phone 7965, 6 Button Gig Ethernet, Color, spare or Equal			150	307.87	\$ 46,180.50
3.1.11	CP-7975G= or Equal	Cisco IP Phone 7975, 8 Button Gig Ethernet, Color, spare or Equal			50	359.47	\$ 17,973.50
3.1.12	CP-7925G-A-K9= or Equal	Cisco 7925G FCC; Battery/Power Supply Not Included or Equal			50	290.59	\$ 14,529.50
3.1.13	CP-BATT-7925G-STD= or Equal	Cisco 7925G Battery, Standard or Equal	Replacement model		50	40.9	\$ 2,045.00

**Exhibit A
Pricing Pages**

Contract Item Specification Number	Part Number	Description	Alternate Item	Alternate Part Number	Estimated QTY	Item Cost	Extended Cost
3.1.14	CP-BATT-7925G-EXT= or Equal	Cisco 7925G Battery, Extended or Equal			50	40.9	\$ 2,045.00
3.1.15	CP-PWR-7925G-NA= or Equal	Cisco \Wireless IP Phone 7925G Power Supply or Equal			30	19.37	\$ 581.10
3.1.16	CP-DSKCH-7925G-BUN or Equal	Cisco 7925G Desk Top Charger, Power Supply, AC Power Cord or Equal			30	81.8	\$ 2,454.00
3.1.17	CP-DSKCH-7925G= or Equal	Cisco 7925G Desk Top Charger or Equal			30	62.42	\$ 1,872.60
3.1.18	CP-PWR-DC7925G-NA= or Equal	Cisco 7925G Desk Top Charger Power Supply For North America or Equal			5	19.37	\$ 96.85
3.1.19	CP-CAB-USB-7925G= or Equal	Cisco 7925G USB Cable or Equal			30	8.61	\$ 258.30
3.1.20	CP-RUG-CASE-7925G= or Equal	Ruggedized case for 7925G or Equal			2	51.66	\$ 103.32
3.1.21	CP-HOLSTER-7925G= or Equal	Cisco 7925G Belt Holster or Equal			5	15.07	\$ 75.35
3.1.22	CP-8811-K9= or Equal	Cisco IP Phone 8811 Series or Equal			400	191.57	\$ 76,628.00
3.1.23	CP-8841-K9= or Equal	Cisco UC Phone 8841 or Equal			350	213.1	\$ 74,585.00
3.1.24	CP-8851-K9= or Equal	Cisco UC Phone 8851 or Equal			150	265.15	\$ 39,772.50
3.1.25	CP-8861-K9= or Equal	Cisco UC Phone 8861 or Equal			150	299.2	\$ 44,880.00
3.1.26	CP-BEKEM= or Equal	Cisco IP Phone 8800 Key Expansion Module or Equal			50	210.95	\$ 10,547.50

**Exhibit A
Pricing Pages**

Contract Item Specification Number	Part Number	Description	Alternate Item	Alternate Part Number	Estimated QTY	Item Cost	Extended Cost
3.1.27	CP-8831-K9= or Equal	Cisco Unified IP Conference Phone 8831 base and controller or Equal			200	600.55	\$ 120,110.00
3.1.28	CP-8831-MIC-WRLS= or Equal	Wireless Microphone Kit for Cisco IP Conference Phone 8831 or Equal			100	279.83	\$ 27,983.00
3.1.29	CP-MIC-WIRED-S= or Equal	Wired Microphone Accessories for the 8831 Conference phone or Equal			100	150.68	\$ 15,068.00
3.1.30	CP-8945-K9= or Equal	Cisco Unified Phone 8945, Standard Handset or Equal			100	226.01	\$ 22,601.00
3.1.31	CP-8961-C-K9= or Equal	Cisco UC phone 8961, Standard handset or Equal			50	299.2	\$ 14,960.00
3.1.32	CP-CKEM-C= or Equal	Cisco Unified IP Color Key Expansion Module, or Equal			50	202.34	\$ 10,117.00
3.1.33	CP-PWR-CUBE-4= or Equal	IP Phone power transformer for the 89/9900 phone series or Equal			50	27.98	\$ 1,399.00
3.1.34	CP-9951-C-K9= or Equal	Cisco UC Phone 9951, Standard Handset or Equal			100	331.49	\$ 33,149.00
3.1.35	CP-9951-C-CAM-K9= or Equal	Cisco UC Phone 9951, Std Hndst with Camera or Equal			50	424.04	\$ 21,202.00
3.1.36	CP-9971-C-K9= or Equal	Cisco UC Phone 9971, Standard Handset or Equal			100	417.59	\$ 41,759.00
3.1.37	CP-9971-C-CAM-K9= or Equal	Cisco UC Phone 9971, Std Hndst with Camera or Equal			50	510.14	\$ 25,507.00
3.1.38	CP-7811-K9 = "or Equal"	Cisco Unified IP Phone 7811			50	83.95	\$ 4,197.50
3.1.39	CP-7821-K9 = "or Equal"	Cisco Unified IP Phone 7821 Module			50	109.78	\$ 5,489.00

**Exhibit A
Pricing Pages**

Contract Item Specification Number	Part Number	Description	Alternate Item	Alternate Part Number	Estimated QTY	Item Cost	Extended Cost
3.1.40	CP-7841-K9 = "or Equal"	Cisco Unified IP Phone 7841 Module			100	157.13	\$ 15,713.00
3.1.41	CP-7861-K9 = "or Equal"	Cisco Unified IP Phone 7861 Module			100	170.05	\$ 17,005.00
3.1.42	CP-7926G-W-K9= "or Equal"	Cisco Wireless IP Phone 7926G			100	452.03	\$ 45,203.00
3.1.43	CP-8845-K9= "or Equal"	Cisco IP Phone 8845			50	247.54	\$ 12,377.00
3.1.44	CP-8865-K9= "or Equal"	Cisco IP Phone 8865			50	342.25	\$ 17,112.50
3.1.45	PVDM3-16= or Equal	16-channel high-density voice and video DSP module SPARE or Equal			50	344.4	\$ 17,220.00
3.1.46	PVDM3-32= or Equal	32-channel high-density voice and video DSP module SPARE or Equal			200	688.8	\$ 137,760.00
3.1.47	PVDM3-64= or Equal	PVDM3 64 chan or Equal or Equal			50	1377.6	\$ 68,880.00
3.1.48	PVDM3-128= or Equal	PVDM3 128 chan or Equal			25	2755.2	\$ 68,880.00
3.1.49	PVDM3-192= or Equal	PVDM3 192 chan or Equal			15	3702.3	\$ 55,534.50
3.1.50	PVDM3-256= or Equal	PVDM3 256 chan or Equal			10	4261.95	\$ 42,619.50
3.1.51	VWIC3-1MFT-T1/E1= or Equal	1-Port 3rd Gen Multiflex Trunk Voice/WAN Int. Card - T1/E1 or Equal			100	615.62	\$ 61,562.00
3.1.52	VWIC3-2MFT-T1/E1= or Equal	2-Port 3rd Gen Multiflex Trunk Voice/WAN Int. Card - T1/E1 or Equal			200	947.1	\$ 189,420.00

Exhibit A
Pricing Pages

Contract Item Specification Number	Part Number	Description	Alternate Item	Alternate Part Number	Estimated QTY	Item Cost	Extended Cost
3.1.53	VWIC3-4MFT-T1/E1= or Equal	4-Port 3rd Gen Multiflex Trunk Voice/WAN Int. Card - T1/E1 or Equal			25	1894.2	\$ 47,355.00
3.1.54	VIC2-4FXO= or Equal	Four-port Voice Interface Card FXO (Universal) or Equal			200	378.84	\$ 75,768.00
3.1.55	VIC2-2FXO= or Equal	Two-port Voice Interface Card FXO (Universal) or Equal			20	189.42	\$ 3,788.40
3.1.56	VIC3-4FXS/DID=	Four-Port Voice Interface Card FXS and DID or Equal			5	378.84	\$ 1,894.20
3.1.57	VIC3-2FXS/DID or Equal	Two-Port Voice Interface Card-FXS and DID or Equal			10	189.42	\$ 1,894.20
3.1.58	VIC3-2E/M= or Equal	Two-Port Voice Interface Card-E and M or Equal			25	189.42	\$ 4,735.50
3.1.59	MEM-CF-1GB= or Equal	1GB Compact Flash for Cisco 1900, 2900, 3900 ISR			100	344.4	\$ 34,440.00
3.1.60	MEM-2900-512MB	512MB DRAM (1 DIMM) for Cisco 2901, 2911, 2921 ISR, Spare			100	172.2	\$ 17,220.00
3.1.61	MEM-2900-1GB or Equal	1GB DRAM (1 DIMM) for Cisco 2901, 2911, 2921 ISR, Spare or Equal			100	215.25	\$ 21,525.00
3.1.62	MEM-2900-2GB or Equal	2GB DRAM (1 DIMM) for Cisco 2901, 2911, 2921 ISR, Spare or Equal			100	258.3	\$ 25,830.00
3.1.63	MEM-2951-512MB or Equal	512MB DRAM (1 DIMM) for Cisco 2951 ISR, Spare or Equal			100	215.25	\$ 21,525.00
3.1.64	MEM-2951-1GB or Equal	1GB DRAM (1 DIMM) for Cisco 2951 ISR, Spare or Equal			100	258.3	\$ 25,830.00
3.1.65	MEM-2951-2GB or Equal	2GB DRAM (1 DIMM) for Cisco 2951 ISR, Spare or Equal			100	301.35	\$ 30,135.00

Exhibit A
Pricing Pages

Contract Item Specification Number	Part Number	Description	Alternate Item	Alternate Part Number	Estimated QTY	Item Cost	Extended Cost
3.1.66	MEM-3900-512MB or Equal	512MB DRAM (1 DIMM) for Cisco 3925/3945 ISR, Spare or Equal			100	215.25	\$ 21,525.00
3.1.67	MEM-3900-1GB or Equal	1GB DRAM (1 DIMM) for Cisco 3925/3945 ISR, Spare or Equal			100	258.3	\$ 25,830.00
3.1.68	MEM-3900-2GB or Equal	2GB DRAM (1 DIMM) for Cisco 3925/3945 ISR, Spare or Equal			100	301.35	\$ 30,135.00
3.1.69	FL-SRST-25= or Equal	Feat Lic Survivable Remote Site Telephony Up To 25 Users or Equal			5	279.83	\$ 1,399.15
3.1.70	FL-SRST-35= or Equal	Feat Lic Survivable Remote Site Telephony Up To 35 Users or Equal			5	426.2	\$ 2,131.00
3.1.71	FL-SRST-50= or Equal	Feat Lic Survivable Remote Site Telephony Up To 50 Users or Equal			5	559.65	\$ 2,798.25
3.1.72	FL-SRST-100= or Equal	Feat Lic Survivable Remote Site Telephony Up To 100 Users or Equal			5	990.15	\$ 4,950.75
3.1.73	FL-SRST-175= or Equal	Feat Lic Survivable Remote Site Telephony Up To 175 Users or Equal			5	1622.99	\$ 8,114.95
3.1.74	FL-SRST-250= or Equal	Feat Lic Survivable Remote Site Telephony Up To 250 Users or Equal			5	2539.95	\$ 12,699.75
3.1.75	FL-CME-SRST-5= or Equal	Communication Manager Express or SRST - 5 seat paper RTU or Equal			5	73.19	\$ 365.95
3.1.76	FL-CME-SRST-25= or Equal	Communication Manager Express or SRST - 25 seat paper RTU or Equal			5	279.83	\$ 1,399.15
3.1.77	FL-CME-SRST-100= or Equal	Cisco Communication Manager or SRST- 100 seat Paper RTU or Equal			5	990.15	\$ 4,950.75
3.1.78	Unified Workspace Licensing (CUWL)"or Equal"	Cisco Unified Workspace Licensing (CUWL), Standard Add-on "or Equal"			1000	0	\$ -

**Exhibit A
Pricing Pages**

Contract Item Specification Number	Part Number	Description	Alternate Item	Alternate Part Number	Estimated QTY	Item Cost	Extended Cost
3.1.78.1	L-CUWL-ADDON-STDK9	Unified Workspace Licensing - Top Level for STD "or Equal"			1000	0	\$ -
3.1.78.2	CON-ECMU-LCUWLADD	SWSS UPGRADES Unified Workspace Licensing - Top Level "or Equal"			1000	0	\$ -
3.1.78.3	L-LIC-UWL-STD-SLED	Unified Workspace Licensing STD, 1 User Govt/Edu "or Equal"			1000	139.91	\$ 139,910.00
3.1.78.4	CON-ECMU-STDsLED	SWSS UPGRADES Unified Workspace Licensing STD, 1 User "or Equal"			1000	39.46	\$ 39,460.00
3.1.78.5	L-EXST-DEP-OVER10K	Total Deployment is Over 10,000 users "or Equal"			1000	0	\$ -
3.1.78.6	L-LIC-UWL-S-SLED-C	Services Mapping SKU, Over 10K UWL STD users "or Equal"			1000	0	\$ -
3.1.78.7	CON-ECMU-SSLEDC	SWSS UPGRADES Services Mapping SKU, Over 10K UWL STD "or Equal"			1000	0	\$ -
3.1.78.8	L-CUP-86-UWLA-PAK	Unified Presence 8.6 PAK "or Equal"			1000	0	\$ -
3.1.78.9	L-JAB9-DSK-UWL-RTU	Jabber for Desktop Right to Use Certificate "or Equal"			1000	0	\$ -
3.1.78.10	L-CUCM-UWL	Unified Communications Manager UWL DLU Bundle "or Equal"			1000	0	\$ -
3.1.78.11	L-CUCM-UWL-PAK	Unified Communications Manager UWL PAK "or Equal"			1000	0	\$ -
3.1.78.12	L-CUP-86-UWLA-USR	Unified Presence 8.6 Users "or Equal"			1000	0	\$ -
3.1.78.13	L-UNCN8-UWLA-PAK	Unity Connection 8.x Addon PAK for CUWL "or Equal"			1000	0	\$ -

**Exhibit A
Pricing Pages**

Contract Item Specification Number	Part Number	Description	Alternate Item	Alternate Part Number	Estimated QTY	Item Cost	Extended Cost
3.1.78.14	L-UNITYCN8-UWL-USR	Unity Connection 8.x Users "or Equal"			1000	0	\$ -
3.1.78.15	L-CUP-ONPREM-OPT	Included Cisco Unified Presence On Premise "or Equal"			1000	0	\$ -
3.1.78.16	L-CUP-86-UWLA	Cisco Unified Presence Add- On 8.6 for CUWL only "or Equal"			1000	0	\$ -
3.1.78.17	L-JAB9-DSK-UWL	Jabber for Desktop 9.x for CUWL Only "or Equal"			1000	0	\$ -
3.1.78.18	L-UNITYCN8-UWLA	Unity Connection 8.0 for CUWL Addon only "or Equal"			1000	0	\$ -
3.1.79	Unified Contact Center Express (Unified CCX)"or Equal"	Cisco Unified Contact Center Express (Unified CCX), Enhanced Add-on "or Equal"			100	0	\$ -
3.1.79.1	CCX-10-ADD-K9	CCX 10.0 Add-on Licenses "or Equal"			100	0	\$ -
3.1.79.2	CON-ECMU-CCX10AK9	(SWSS UPGRADES CCX 10.0 Add-on Licenses "or Equal"			100	0	\$ -
3.1.79.3	CCX-10-A-E-LIC	CCX 10.0 ENH Seat Qty 1 ADDON LICENSE ONLY "or Equal"			100	538.13	\$ 53,813.00
3.1.79.4	CON-ECMU-CCX1ELIC	SWSS UPGRADES CCX 10.0 ENH Seat Qt "or Equal"			100	157.85	\$ 15,785.00
3.1.79.5	CCX-10-PAK	CCX 10.0 autoexpanded PAK "or Equal"			100	0	\$ -
3.1.80	Unified Contact Center Express (Unified CCX)"or Equal"	Cisco Unified Contact Center Express (Unified CCX), Premium Add-on "or Equal"			100	0	\$ -
3.1.80.1	CCX-10-ADD-K9	CCX 10.0 Add-on Licenses "or Equal"			100	0	\$ -
3.1.80.2	CON-ECMU-CCX10AK9	SWSS UPGRADES CCX 10.0 Add-on Licenses "or Equal"			100	0	\$ -
3.1.80.3	CCX-10-A-P-LIC	CCX 10.0 PRE Seat Qty 1 ADDON LICENSE ONLY "or Equal"			100	796.43	\$ 79,643.00
3.1.80.4	CON-ECMU-CCX10LIC	SWSS UPGRADES CCX 10.0 PRE Seat Qt "or Equal"			100	233.62	\$ 23,362.00
3.1.80.5	CCX-10-PAK	CCX 10.0 autoexpanded PAK "or Equal"			100	0	\$ -
3.1.81	Plantronics HW251N or Equal	Supraplus Wideband Office Headset - Noise-cancelling monaural or Equal			5	59.86	\$ 299.30
3.1.82	Plantronics HW261N or Equal	Supraplus Wideband Office Headset - Noise-cancelling Binaural or Equal			5	71.16	\$ 355.80
3.1.83	Plantronics H41N or Equal	Over-the-Ear - Noise-cancelling monaural or Equal			5	65.73	\$ 328.65
3.1.84	Plantronics H81N or Equal	Three-point- support Over-the- Ear - Noise-cancelling monaural or Equal			5	79.34	\$ 396.70

Exhibit A
Pricing Pages

Contract Item Specification Number	Part Number	Description	Alternate Item	Alternate Part Number	Estimated QTY	Item Cost	Extended Cost
3.1.85	Plantronics 26716-01 or Equal	H-Series Quick Disconnect to Modular Cable Standard - Cisco Modular Headset Jack or Equal			5	26.82	\$ 134.10
3.1.86	Plantronics DA40 or Equal	USB-to QD Adaptor or Equal			5	27.94	\$ 139.70
3.1.87	Plantronics CS540 w/HL10 or Equal	Convertible wireless Headset - Noise-cancelling w/Automatic Handset Lifter or Equal			5	225.88	\$ 1,129.40
3.1.88	Plantronics CS540 or Equal	Convertible wireless Headset - Noise-cancelling monaural or Equal			5	89.53	\$ 447.65
3.1.89	Plantronics HL10 or Equal	Automatic Handset Lifter or Equal			5	47.85	\$ 239.25
3.1.90	Plantronics CS520 or Equal	Over-the-head - Noise-cancelling Binaural wireless or Equal			5	107.68	\$ 538.40
3.1.91	Jabra BIZ 2400 (2406-820-105) or Equal	Mono, 3-in-1(Headband, Neckband, Earhook), Noise Canceling, STD(Standard variation microphone sensitivity) or Equal			5	115.63	\$ 578.15
3.1.92	Jabra BIZ 2400 (2403-820-105) or Equal	Mono Headband, Noise Canceling, STD(Standard variation microphone sensitivity) or Equal			5	86.9	\$ 434.50
3.1.93	Jabra BIZ 2400 (2409-820-105) or Equal	Duo, Noise Canceling, STD(Standard variation microphone sensitivity) or Equal			5	121.24	\$ 606.20
3.1.94	Jabra BIZ 2400 (2489-820-105) or Equal	Duo, IP, Noise Canceling, Neodymium speakers or Equal			5	120.63	\$ 603.15
3.1.95	Jabra LINK 850 (850-09) or Equal	Amplifier, Advanced noise canceling, Connects Headset to PC and Phone or Equal			5	66.39	\$ 331.95
3.1.96	Jabra GN8050 TCA (01-0125) or Equal	Amplifier, Connects Headset to PC and Phone or Equal	Replacement model		5	66.39	\$ 331.95
3.1.97	Jabra GN1200 CC (88011-99) or Equal	Cord connects Jabra headset to Cisco telephone, RJ11 connector, Quick Disconnect or Equal			5	16.7	\$ 83.50
3.1.98	Jabra GN1200 (88001-99) or Equal	Cord connects Jabra headset to Cisco telephone, Microphone amplification, RJ11 connector, Quick Disconnect or Equal			5	16.76	\$ 83.80
3.1.99	Jabra PRO 9450 Flex (9450-65-707-105) or Equal	Monaural, Noise-cancelling, Wireless, Desk and Softphone, Connects via USB or Equal			5	191.42	\$ 957.10
3.1.100	Jabra PRO 9450 Duo (9450-69-707-105) or Equal	Duo, Noise-cancelling, Wireless, Desk and Softphone, Connects via USB or Equal			5	207.05	\$ 1,035.25
3.1.101	Jabra PRO 9460 Mono (9460-65-707-105) or Equal	Monaural, 2.4" touch screen display, Noise-cancelling, Wireless, Desk and Softphone, Connects via USB or Equal			5	224.14	\$ 1,120.70
3.1.102	Jabra PRO 9460 Duo (9460-69-707-105) or Equal	Duo, 2.4" touch screen display, Noise-cancelling, Wireless, Desk and Softphone, Connects via USB or Equal			5	225.9	\$ 1,129.50

Exhibit A
Pricing Pages

Contract Item Specification Number	Part Number	Description	Alternate Item	Alternate Part Number	Estimated QTY	Item Cost	Extended Cost
3.1.103	Jabra PRO 9465 Duo (9465-69-804-105) or Equal	Duo, Triple connectivity, Sound enhancing, 2.4" touch screen display, Noise-cancelling, Wireless, Desk and Softphone, Connects via USB or Equal			5	213.62	\$ 1,068.10
3.1.104	Jabra PRO 9470 Mono (9470-66-904-105) or Equal	Monaural, Triple connectivity, Sound enhancing, 2.4" touch screen display, Noise-cancelling, Wireless, Desk and Softphone, Connects via USB or Equal			5	230.07	\$ 1,150.35
3.1.105	Jabra LINK 14201-22 (14201-22) or Equal	Cisco EHS 3 foot Adapter for Jabra wireless headsets and Cisco Unified IP phones or Equal			5	22.68	\$ 113.40
						Total Cost	\$ 2,656,540.57