

ATTACHMENT C- PRICING PAGE

CRFP 1500 AGO 24*2

HOSTED VOICE SERVICES

NOTE: Any line item indicated below that is included in the cost listed for another line, please indicate as "included in above pricing" (identify line)

Additionally, if ANY component of your solution has a cost associated with it and is NOT identified below, please describe in detail at the bottom of the pricing page in the "Comments" sections.

Once the total proposal for the 3 year period has been determined, please provide the total annual costs for 3 optional - 1 year renewals in columns T, U and V.

	<u>Cost/Month/ User</u>	<u>Total Users</u>	<u>Total Monthly Cost</u>	<u>Annual Cost</u>	<u>3 Year Total</u>
4.2.1 Managed Voice Services	\$ 14.99	200	\$2,998.00	\$35,976.00	\$107,928.00
4.2.2 Microsoft Outlook Integration	included in line 4.2.1	200	\$0.00	\$0.00	\$0.00
Encryption Capability	included in line 4.2.1	200	\$0.00	\$0.00	\$0.00
Live Person Response 24/7/365	included in line 4.2.1	200	\$0.00	\$0.00	\$0.00
In-Person Training- IT (Administrators)	included in line 4.2.1	200	\$0.00	\$0.00	\$0.00
In-Person Training- End Users	included in line 4.2.1	200	\$0.00	\$0.00	\$0.00
Ad Hoc Training	included in line 4.2.1	200	\$0.00	\$0.00	\$0.00
Remote Training	included in line 4.2.1	200	\$0.00	\$0.00	\$0.00
4.5 Automated Attendant/Voice Menus	included in line 4.2.1	200	\$0.00	\$0.00	\$0.00
Contact Center	included in line 4.2.1	200	\$0.00	\$0.00	\$0.00
Hunt Group Division Feature	included in line 4.2.1	200	\$0.00	\$0.00	\$0.00
Hunt List Feature	included in line 4.2.1	200	\$0.00	\$0.00	\$0.00
HARDWARE Cisco IP Phone 8841	Cost/Month/ User Phones are paid for after 36 months and cost reduces to \$0	<u>Total Users</u> 200	<u>Total Monthly Cost</u> \$1,798.00	<u>Annual Cost</u> \$21,576.00	<u>3 Year Total</u> \$64,728.00
Cisco 561 Wireless Headsets	Headsets are paid for after 36 months and cost is reduced to \$0	40	\$359.60	\$4,315.20	\$12,945.60
COMMENTS: Please use this section to identify ANY cost that could be incurred as part of the solution not listed above.	<u>Cost/Month/ User</u>	<u>Total Users</u>	<u>Total Monthly Cost</u>	<u>Annual Cost</u>	<u>3 Year Total</u>
Item 1 1 local DID for main number - 200 seat DIDs are included at no cost. Additional DIDs \$0.60 per month		200	\$0.00	\$0.00	\$0.00
Item 2 Onetime installation costs of \$3500		200	\$0.00	\$0.00	\$0.00
Item 3		200	\$0.00	\$0.00	\$0.00
Third party pass through expenses (data transmittal, storage, etc)		200	\$0.00	\$0.00	\$0.00

Any cost for any feature, configuration, edit or change not noted on this price page is deemed to be provided as part of the solution at NO CHARGE.

RENEWAL COST		
Year 4	Year 5	Year 6
\$35,976.00	\$35,976.00	\$35,976.00

All hardware is owned and paid for in month 36

3 Year Grand Total \$185,601.60

October 12, 2023

WV Department of Administration
Purchasing Division
Attn: Toby Welch, Buyer

Bid # CRFP 1500 – AGO24*2

Mr. Welch,

Please accept our bid for the Attorney General Phone Bid. Komax is the WV authorized vendor for Konica Minolta Unified Communications, and we will be the primary contact and bidder for the above-referenced bid. Konica Minolta Unified Communications is our manufacturer, and they will assist us with the bid process, installation, and on-going service throughout the contract, if awarded to us.

We feel that our proposed solution meets or exceeds all the requirements in the bid. Please let us know if you have any questions or need any further information.

I am the government sales manager for Komax, LLC, but Shawn Wilson is our managed phone specialist. Please include Shawn in any emails for clarifications or further information needed. His email address is swilson@komaxwv.com.

We will most likely include our manufacturer representatives in any scheduled calls or meetings so that we may answer any questions promptly.

We look forward to continuing our relationship with the state and providing the best products and services available.

Sincerely,

David Humphrey, Specialty Products and Government Manager



KOMAX Business Systems was founded in 1999 by WV resident Bob Maxwell. Bob has over 35 years of experience in the office equipment industry and the average KOMAX representative has more than 10 years experience.

KOMAX Business Systems sells and services the **Konica Minolta bizhub** line including color printer/copier/scanners & desktop printers; **Kodak, Epson and Fujitsu** scanners, **KIP & Canon** wide format systems, **FP Mailing** equipment, paper shredders, Document Management Solutions. We also offer Managed IT and Managed Print Services.

Our mission is to consult with our customers rather than to merely sell office equipment. We are dedicated to establishing long-term partnerships. We provide a complete document flow analysis, equipment and software solutions, installation, training and top-notch service to our customers. ***Our goal is to always exceed your expectations!***

Six times, KOMAX has been named an ***Elite Dealer*** by Office Dealer Magazine. The Elite Dealer award is presented annually based on the company's superior sales and marketing, dedication to customer service, community involvement and the ability to provide customers with unique and innovative solutions. The publisher of Office Dealer magazine says, "It takes something special to stand out as an Elite Independent Dealer. Our industry is constantly changing, and this group of Elite Dealers has what it takes to stay on top. They are truly a cut above the rest."

We know that to be "a cut above the rest" we have to provide outstanding service. KOMAX has a long history of exceptional service and we are constantly evolving to improve our customer service and our business. We have an experienced service department with 15 factory trained and certified technicians. In fact, we have technicians that have received **Konica Minolta's Gold Seal Award**. This award recognizes the top 1% of Konica Minolta technicians in the country. Our average response time is under 3 hours.

KOMAX believes it's a privilege to be successful in our community so we consistently give back. Some of our contributions include; Annual KOMAX Charity Golf Tournament, support of the WV Power, the REACH Program and many more.

We would be honored to work with your business. Please contact me to find out how we can help you with your office equipment needs

David Humphrey
Specialty Products & Government Manager
304-415-0014 Cell



Konica Minolta Dealer:



Statement of Work ("SOW")

Konica Minolta Business Solutions U.S.A., Inc. ("Konica Minolta")

State of West Virginia Attorney General's Office ("Client")

Unified Communications Services ("Services")

Thirty-Six (36) Monthly Payments ("Service Term")

August 09, 2023

Project Scope. This SOW describes the Services that Konica Minolta will provide to Client. Konica Minolta will provide qualified and knowledgeable personnel necessary to achieve the following objectives:

Cloud PBX with Webex

Monthly Recurring Fees

DESCRIPTION	RATE	QTY.	SUBTOTAL
Webex Calling • Calling: Full feature Calling for Webex App & Phone • Meetings: 100 Participants, 40-Minute Meetings • Messaging: Team Messaging • Includes one (1) Local Phone Number	\$14.99	200	\$2,998.00
Cisco IP Phone 8841 with PS, with one (1) year manufacturer's warranty - 36mo Installments	\$8.99	200	\$1,798.00
Cisco 561 Wireless Single Headset, Multi Base Station, with one (1) year manufacturer's warranty - 36mo Installments	\$8.99	40	\$359.60
Local Phone Number Hosting	\$0.60	1	\$0.60

One-Time Fees

DESCRIPTION	RATE	QTY.	SUBTOTAL
Ported Local Phone Number	\$10.00	1	\$10.00

SUBTOTALS

MONTHLY RECURRING FEES	\$5,156.20
ONE-TIME FEES	\$10.00

Order and Payment Summary. The price is based upon the project scope as currently understood and defined in this SOW. The total fee are summarized in the table below and payable within thirty (30) days from the date of invoice.

Order ID	230809.7899.1.0
Total Monthly Recurring Amount Due	\$5,156.20
Total One-Time Amount Due	\$10.00
Service Term	Thirty-Six (36) Monthly Payments

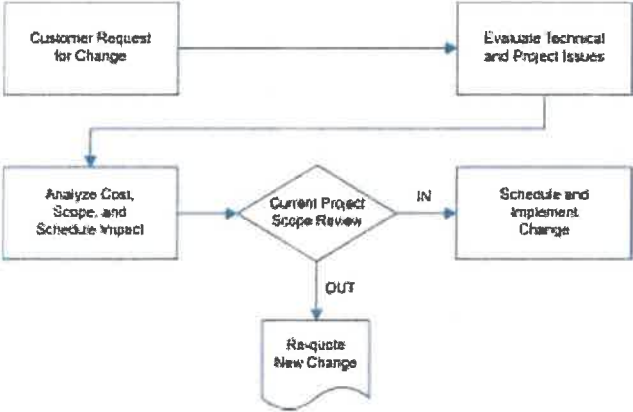
Client is responsible for all applicable taxes, fees and special shipping costs. The prices above supersede any previous prices of the same products or services.

Project Management. The assigned Konica Minolta Project Manager ("PM") will provide project control, oversee all Konica Minolta activities and provide a primary point-of-contact for Client. The PM is also responsible for leading all activities related to this Engagement. The PM will oversee the project scope ensuring all deliverables are within the original agreed upon scope of work and established schedule. The PM is also responsible for the scheduling of resources assigned to this Project.

Change Order Process. This Project has defined deliverables detailed in this SOW. If a change outside of this SOW affects the performance, functionality, cost, delivery date or other technical parameter of a deliverable or if Client delays the Project schedule for any reason or is unable to fulfill its responsibilities, a change order will be submitted.

The Change Order process will be implemented as illustrated in the figure below. The change will be evaluated, and technical and engagement issues will be identified. The cost, scope and schedule impact, if any, will be analyzed and documented. The change will then be processed for decision and closure or implementation. The process time for submitting a response on accepted change issues will be five working days for supplying the proposed solution, time frame and costs. The time frame for response with approval or disapproval to supplied change order is five days from receipt of proposal.

In the event an agreement is not reached on the change order, the scope of work of this Engagement remains as it is defined in this SOW.



Timeline. Upon the signing of this SOW, a reasonable timeline will be established and reported back to Client.

Terms and Conditions of Service

The Terms and Conditions of Service applicable to the Services described in this SOW may be found by clicking on one of the links below.

- **Direct Routing for Microsoft Teams:** See <https://www.kmvoice.com/dr-terms>
- **Cloud PBX with Webex:** See <https://www.kmvoice.com/cpbx-terms>
- **Cloud Fax:** See <https://www.kmvoice.com/fax-terms>
- **SIP Trunking:** See <https://www.kmvoice.com/sip-terms>

Remainder of page left intentionally blank.

Addresses for Notices

Konica Minolta Business Solutions U.S.A., Inc.
426 4th Street
Columbus, IN 47201

State of West Virginia Attorney General's Office

Organization Name
2019 Washington St., East
Street Address
Charleston, WV 25305
City, State Zip

Federal Tax ID

Billing Department Contact (Please Print)

Contact Name

Phone

Email (Invoices will be sent here)

Signatures. Agreed upon on the date appearing below, Client acknowledges that Client has read and understands the terms of this SOW. This SOW may be signed in counterparts, each of which shall be deemed an original. Facsimile or photocopied signature shall be deemed to be the functional equivalent of an original for all purposes.

For: Konica Minolta

For: State of West Virginia Attorney General's Office

Signature of Duly Authorized Agent

.....
Signature of Duly Authorized Agent

Print Name

Print Name

Acceptance Date

Date of Signing

UPON SIGNING, PLEASE SUBMIT ALL PAGES OF THIS DOCUMENT TO KONICA MINOLTA



Unified Communications Best Practices for a Successful Project



Review installation documentation and network requirements with your IT staff/vendor.



Verify that your network meets the minimum recommended requirements prior to your implementation date.



All areas of your business that require it have Cat 5 or Cat 6 cabling available.



All switching devices that require it have PoE.