

EDUCATIONAL SERVICES COMMISSION OF NEW JERSEY
 Bid #MRESC 15/16-36 - Bid term: 11/13/15 -11/12/18 Extend to 11/12/2019;
 Extended to 11/12/20



MRESC Pricing Sheet

Enterprise Voice services (Includes the following in each package. Enterprise Voice can be purchased individually)

Enterprise Voice Bundle	Number of PRIs	POTS lines (analog lines)	Minutes of Use	SIP Trunks	3 year MRC	Overage Rate Cents
25k bundle	4	24	25,000	30 sip trunks	\$ 500.00	\$ 0.03
50 k bundle	8	24	50,000	50 sip trunks	\$ 630.00	\$ 0.03
75 k bundle	8	24	75,000	60 sip trunks	\$ 945.00	\$ 0.02
100 k bundle	16	24	100,000	75 sip trunks	\$ 1,071.00	\$ 0.02
150 k bundle	16	24	150,000	75 sip trunks	\$ 1,512.00	\$ 0.02
250 k bundle	24	24	250,000	100 sip trunks	\$ 2,363.00	\$ 0.02
500 k bundle	24	48	500,000	150 sip trunks	\$ 4,410.00	\$ 0.02
750 k bundle	24	48	750,000	250 sip trunks	\$ 6,379.00	\$ 0.02
1 million bundle	24	48	1,000,000	300 sip trunks	\$ 8,190.00	\$ 0.01
1.5 million bundle	24	48	1,500,000	400 sip trunks	\$ 12,420.00	\$ 0.01

Hosted Voice Services (Hosted must be sold with an Enterprise Voice Bundle set forth above)

Hosted Voice Solution - Package Size	Concurrent Calls	POTS lines (analog lines)	3 year MRC - Cisco 10/100	3 year MRC - Cisco GigE	3 year MRC - Polycom GigE
15 seats	15	24	\$ 494	\$ 629	\$ 679
30 seats	30	24	\$ 566	\$ 719	\$ 769
50 seats	50	24	\$ 854	\$ 989	\$ 1,039
75 seats	75	24	\$ 1,169	\$ 1,349	\$ 1,399
100 seats	100	24	\$ 1,439	\$ 1,664	\$ 1,714
125 seats	125	24	\$ 1,709	\$ 2,024	\$ 2,074
150 seats	150	24	\$ 1,979	\$ 2,339	\$ 2,389
200 seats	200	24	\$ 2,519	\$ 2,969	\$ 3,019
250 seats	250	24	\$ 3,149	\$ 3,599	\$ 3,649
300 seats	300	24	\$ 3,689	\$ 4,319	\$ 4,369
350 seats	350	24	\$ 4,319	\$ 4,949	\$ 4,999
400 seats	400	24	\$ 4,940	\$ 5,579	\$ 5,629
450 seats	450	24	\$ 5,507	\$ 6,209	\$ 6,259
500 seats	500	24	\$ 6,074	\$ 6,839	\$ 6,889

Additional Items Above Packages	MRC
Cisco SPA502G - 1 Common Area Phone	\$ 12.00
Cisco SPA504G - 1 Business User Phone	\$ 13.00
Cisco SPA525G - 1 Executive Color Phone	\$ 17.00
Cisco SPA508G - 1 Receptionist Phone	\$ 15.00
Cisco SPA500S - 1 Sidecar (with stand)	\$ 5.00
Cisco SPA514G - 1 GigE Business User Phone	\$ 15.00
Polycom VVX 310 - 1 GigE Standard User Phone	\$ 16.00
Polycom VVX 410 - 1 GigE Entry Color Phone	\$ 20.00
Polycom VVX 500 - 1 GigE Exective Color Phone	\$ 24.00
Polycom VVX 600 - 1 GigE Enhanced Executive Color Phone	\$ 30.00
Polycom VVX Color Expansion Module	\$ 22.00
Polycom IP5000 - Conference Phone	\$ 20.00
Polycom IP6000 - Conference Phone	\$ 33.00
Polycom IP7000 - Conference Phone	\$ 46.00

Enhanced Features	MRC	NRC
Virtual User - no user end point monthly (MRC per user)	\$ 6.00	\$ -
Voicemail Only user monthly (MRC per user)	\$ 5.00	\$ -
ACD User (Agent/Supervisor) - monthly (MRC per user)	\$ 7.00	\$ -
Firebar - monthly (MRC per Firebar phone number)	\$ 50.00	\$ -
Mass Announce - monthly (MRC per account)	\$ 100.00	\$ -
1 Console Assistant License with 3 Hours Training	\$ -	\$ 450.00
Overhead Paging - (single zone)	\$ -	\$ 500.00

Products Above Package (Please note switches are included)	NRC
Additional 24 port adtran POE switch	\$ 1,400.00
Additional 48 port adtran POE switch	\$ 1,947.00

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Microsemi 24 port power injector	\$ 868.00
Wall Mount bracket	\$ 35.00
Wall mount bracket install per bracket	\$ 15.00
Cisco SPA Phone Power Supply (PA-100-NA)	\$ 24.00
1' CAT5 cable	\$ 14.00
6' CAT5 cable	\$ 12.00
12' CAT5 or 6 cable	\$ 14.00

Each Hosted Voice Package Includes: 1 full day and a 1/2 day of user/admin training

Additional Training Packages

On-site End User Training - (4 hours)	\$500 NRC
On-site End User Training - (8 hours)	\$800 NRC
Additional WebEx BG Admin Training - (2 hours)	\$300 NRC
Additional Onsite BG Admin Training - (4 hours)	\$500 NRC

Video Conferencing	MRC
Virtual Meeting Room	\$ 99.00

All charges set forth are exclusive of, and Customer hereby agrees to pay, any and all applicable federal state and local taxes, including without limitation all use, sales, value-added, excise, gross receipts, license, privileges or other similar taxes, levies, surcharges, duties, fees, or other tax-related surcharges however designated, incidental to or based upon the provision, sale or use of Service. Customer shall not be obligated to pay taxes on Lightpath's net income. Customer may provide Lightpath with valid tax-exemption certificates demonstrating that it maintains tax-exempt status from collection of all or part of these types of charges and shall indemnify, defend and hold harmless Lightpath against any taxes.

International calls, operator and directory assistance not included and shall be billed as an additional charge. Minutes used in excess of the Minutes of Use (MOU) provided with the Service shall be billed at \$.025 per minute.

Exhibit 2

Lightpath MRESC Pricing Example Sheet

Small Government Township is looking for Voice services and 15 phones at their office. They are a small location that does not have an IT administrator for Voice services. Lightpath would provide the following as it pertains to the RFP:

Enterprise voice bundle – which would include SIP Trunks, up to 4 PRIs, and up to 24 analog lines. Includes 25 thousand minutes of use local, regional, and Long Distance.

Hosted Voice – 15 Cisco SPA phones – thirteen 504 G, One 502 G phone.

1 - 24 port POE switch, IAD router.

Include – Needs Analysis with Sales Engineer, Physical Site Survey LAN Assessment.

All installation of Hosted and Enterprise voice bundle with a dedicated project manager.

One 8 hour session of end-user training, One 4 hour admin training.

Includes all on-going maintenance, support, and manufacturer liability in case a product goes end of life.

Includes all Move, add, change work needed during the life of the contract

Includes all auto attendants needed.

Includes invoicing on a monthly basis

Includes all apt. fees by technicians.

Total Price for this customer: \$ 994.00 dollars a month

Customer 2 - School District looking for Hosted Voice with their own Dark fiber connectivity between buildings. Customer is looking for 50 phones in board of education office and 15 phones in there school location which is connected via customers own Dark Fiber network. Lightpath would provide the following for 65 phone users. The school district would also like to provide 10 teachers with voicemail only.

Enterprise voice bundle – which would include SIP Trunks, up to 4 PRIs, and up to 24 analog lines. Includes 25 thousand minutes of use local, regional, and Long Distance.

Hosted Voice – a 50 seat hosted package at the main location which would include the following – forty 504 SPA G phones, four- 525 SPA G phones, five 502 SPA Phones, 1 Polycom 5000, 1 508 with sidecar.

15 Cisco SPA phones – thirteen 504 G, and two 502 G phone.

One - 48 port switch, two - 24 port POE switch, IAD router.

Include – Needs Analysis with Sales Engineer, Physical Site Survey LAN Assessment. LAN validation for voice over dark fiber connection.

All installation of Hosted and Enterprise voice bundle with a dedicated project manager.

Two 8 hour sessions of end-user training and one 8 hour administrator training.

