



Tony R McDowell

President

Aerial Infrastructure LLC

11720 Amber Park Dr., Ste 160

Alpharetta GA 30009,

10 October 2024

Cara Bockholt, Director of Technology

Anne Harrison, Director of Finance

Jasper County Charter System

1411 College Street

Monticello, GA 31064

Re: 2025 RFP for VoIP Telecommunications System

Dear Cara Bockholt,

I am writing to submit Aerial Infrastructure's formal bid, in partnership with ZULTYS, in response to RFP PE-55321-NONST-2025-00000010 to provide a VoIP Telecommunications System.

As an authorized channel partner for ZULTYS, a leading provider of VoIP solutions, Aerial Infrastructure, a Veteran-Owned Small Business (VOSB) and Georgia Limited Liability Company (LLC), is uniquely positioned to deliver a cutting-edge communications system tailored to the specific needs of the Jasper County Charter System. Our team has extensive experience designing, implementing, and supporting complex telecommunications infrastructure projects, ensuring seamless transitions and optimal system performance.

We are committed to excellence in all we do. Our customer-centric approach and dedication to timely, reliable delivery set us apart. We welcome the opportunity to use our expertise to support the Jasper County Charter System's success.

Our bid package includes a comprehensive response to the deliverables outlined in the RFP and all required addenda. I have also included a partial list of ZULTYS Schools. Please do not hesitate to contact me at (678) 325-0502 if you need any additional information or clarification.

Thank you for considering our bid. We look forward to the possibility of partnering with the Jasper County Charter System.

Sincerely,



Tony R McDowell
President
Aerial Infrastructure

Some Zultys Schools & Schools systems:

	St	Users
Altamont Lutheran Interparish School	IL	20
Anaconda School District #10	MT	92
Ashland Greenwood Schools	NE	59
Bement School	MA	78
Billings Christian School	MT	92
Blessed Sacrament Parish and School	MA	21
Blessed Trinity Parish	MA	11
Clay City Schools	IL	63
Communities In Schools of Cape Fear	NC	23
Comprehensive Learning Center	PA	42
Grace Christian School	VA	11
Grant Parish School Board (GPSB)	LA	109
Green Hedges School	VA	21
Holy Trinity Catholic School	TX	49
International Schools LLC	MO	9
John Paul II Catholic High School	NC	12
Jubilee Christian Family Church and School	WI	20
Kildare Public School	OK	12
Lexington School for the Deaf	NY	209
Lutheran High School Assoc of Greater MKE	WI	252
Meyersdale Area School District	PA	111
Nebraska City Public Schools	NE	219
Northwest R-I School District	MO	770
Oakwood Friends School	NY	30
Our Lady of the Blessed Sacrament	MA	10
Our Lady of Prompt Succor School	LA	10
Pearl Preparatory School	CA	8
Providence Catholic School	TX	24
Public School Retirement System of St. Louis	MO	9
Saint John Preparatory School	SC	5
Scholarship Schools	CA	36
Schuyler Public Schools	NE	322
Seagull Schools	HI	53
Seward Public Schools	NE	172
South Broward Montessori Charter School	FL	11
St Mary Catholic Central High School	MI	57
St. Edward Parish/ School	KY	26
St. John the Baptist School	MA	20
St. Mary's Catholic Church and School	IN	6
Standish Sterling Community Schools	MI	169
The Bay School	CA	34
The Covenant School	VA	139
The Joshua School	CO	12
Virginia Episcopal School	VA	162



ZULTYS CLOUD SERVICES PROPOSAL

PE-55321-NONST-2025-000000010

Presented to:

Cara Bockholt
Jasper County Charter System
Office: 706-468-6350
Email: cbockholt@jasper.k12.ga.us

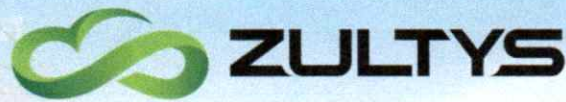
Presented by: **Tony McDowell**

Contact Phone: **678-325-0502**

Contact Email: **tony.mcdowell@aerialinfrastructure.com**

Date: **10/16/2024**

Quote Valid through: **1/14/2025**



Zultys Cloud Services at a Glance

Zultys delivers an easy-to-use, secure, and reliable platform designed to streamline all forms of communications and increase productivity for any size business. With Zultys, users can control all forms of communications in a single user interface. This architecture allows users to seamlessly handle all types of customer communications in one easy-to-use platform.



Zultys Advantages



Zultys Cloud Support Button – Every phone has a button that enables users to call Zultys support with a less than 16 second average hold time.

One-Touch Record – Press a record button on a physical phone, inside ZAC (Zultys Advanced Communicator), or with MX Mobile on your iPhone or Android device. The recording starts from the beginning of a call with the simple press or click of a record button during an active call.

Call Attach Data – Take notes during and after a business call with customized Call Attached Data (CAD) fields. CAD fields are included with a call when transferred to other users on the system. Acknowledging why someone is calling helps improve the customer experience. Run reports on any CAD fields using MX reports.

Flexibility of Deployment – Zultys Advanced Communicator is both client and browser-based, utilizing Web RTC technology, allowing your customer to have a choice.

Screen Share and Video – Easily share your screen or start video with the click of a button. Allow your organization to collaborate with other individuals or a group inside your office or invite outside parties. Allow your team to collaborate seamlessly without a subscription or a need to download a separate piece of software.

Most Reliable

- Single secure virtual instance per customer
- SLA 99.999 reliability
- Geo-redundant data centers
- Blended bandwidth for better uptime than most competitors that use only one underlying carrier
- Mobility application for cell phones for all users to protect against local last mile outages at the customer's site

World-Class Support

- 100% US-based support
- Implementation specialist assigned to each account
- Zultys Support Desk button on every phone
- Webinar training or video training

Robust Scalability

- Support 5 to 10,000+ users
- Add or delete users from a portal to support your business seasonally
- Feature set that continues to grow with current technology demands

You're Protected

- Single secure virtual instance with dedicated login and passwords
- Separation of all data from other customers
- HIPAA Compliant
- Kari's Law Compliant
- Ray Baum's Act Compliant
- Physically secured data centers
- Encrypted telephone calls
- Optional MPLS through customer's carrier

Business Critical Integrations

- Contact sales@zultys.com to ask about your specific CRM/ERP/EMS
- Zultys allows integration with most software
- Below are a few popular integrations
- Outlook
- Microsoft Dynamics
- Teams
- SalesForce
- NetSuite
- Sugar
- Sage
- Zoho



FEATURES	STANDARD USER	PREMIUM USER	CONTACT CENTER USER
Hunt Group	•	•	•
ACD Group	•	•	•
Customizable Call Distribution	•	•	•
Paging Group	•	•	•
Auto Attendant	•	•	•
Internal 911 Call Notifications	•	•	•
Voice Mail	•	•	•
Voice Mail Escalations	•	•	•
Voice Mail to Email	•	•	•
Voice Mail Transcription	•	•	•
Call Forwarding	•	•	•
Personal Call Handling Rules	•	•	•
Call Queue	•	•	•
Music on Hold	•	•	•
Queue Announcements – 64 sources	•	•	•
Zultys MX Mobile for iPhone/Android	•	•	•
Basic Reporting - Scheduled	•	•	•
Conferencing – 3 Party	•	•	•
Instant Messaging	•	•	•
Invite Outside Contacts to IM	•	•	•
Presence with Custom Note Field	•	•	•
MXconference	\$	•	•
Call Recording	\$	\$	•
MXreport Call Detail Records	\$	\$	•
MXreport – Contact Center Edition	\$	\$	•
SMS Messaging	\$	\$	\$
Outbound Dialer	•	\$	\$
Zultys Advanced Communicator	•	•	•
Binding – Work from anywhere	•	•	•
Native Softphone	•	•	•
Call Attached Data	•	•	•
FAX	•	•	•
Screensharing	•	•	•
Invite External Contacts to Group Chats	•	•	•
File Sharing	•	•	•
Webchat	•	•	•
Outlook Integration	•	•	•
Video	•	•	•
Contact Center Agent Functionality	•	•	•
Contact Center Supervisor Functionality	•	•	•
Customizable Wallboard	•	•	•



FEATURES

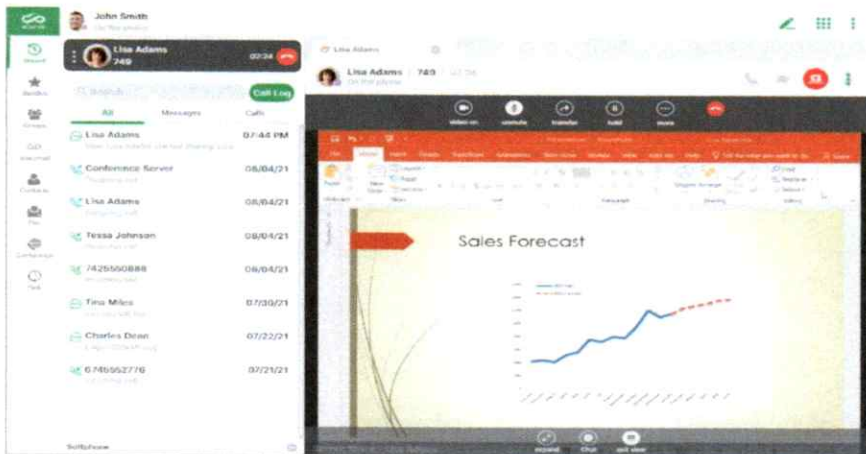
Zultys MX Mobile for iPhone and Android

Zultys mobility solutions for Unified Communications allow employees to stay in contact no matter where they are. MX Mobile is a real-time presence and communications client for Android and iPhone that delivers a complete Unified Communications experience to mobile workers by integrating them into the corporate Voice and Unified Communications system. Zultys mobility solutions provide critical tools like voice mail access and management, presence, internal extension dialing, corporate directory access, and least-cost routing to cut international call costs. MX Mobile supports call group functionality, allowing users to make and receive calls for the call group extension from their smartphones. Users can also share files with coworkers over the application.



Included in the Standard User, Premium User and Contact Center User Packages.

ZAC Unified Communication Client with Softphone



Zultys' UC client for desktop Zultys Advanced Communicator (ZAC) integrates and manages all of your communications functions. The client lets you see the presence status of others in your company. You can send emails, control all your phone calls via desktop phones or a softphone, send and receive faxes, send secure Instant Messages and voice messages, share your screen, check Voicemail, and much more – all with a single mouse click. ZAC

comes prepackaged with the softphone feature. Turn the computer into a phone and unclutter employee's desks.

Included in the Premium User and Contact Center User Packages.

Zultys Outlook Communicator

With Zultys Outlook Communicator, your Zultys IP phone system can be closely integrated with Microsoft Outlook. Users have full call control and can phone contacts directly from Outlook. This product conveniently synchronizes the User's Presence with their Outlook calendar, allowing it to be changed directly from Outlook.

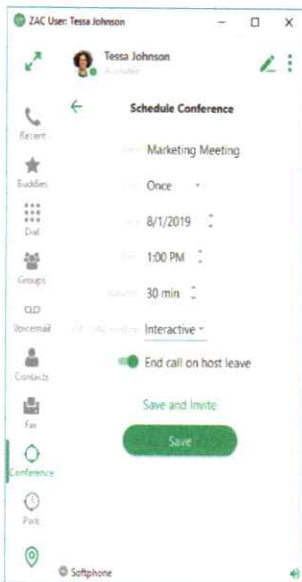
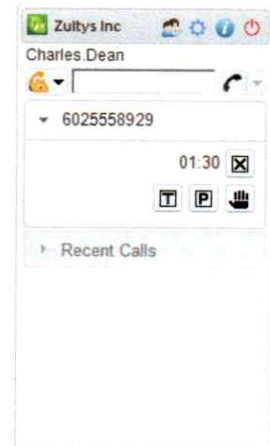
Included in the Premium User and Contact Center User Packages.



Zultys Salesforce Communicator

Companies that have Zultys Cloud Services and use Salesforce.com as their customer relationship management (CRM) system can integrate the two systems using Zultys Salesforce Communicator. After a call center agent installs the software, they can make, transfer and disconnect calls from within a Salesforce window and obtain a caller's contact information in a Salesforce screen display. Additionally, Salesforce automatically logs the call record in its database.

Can be purchased as an additional feature for any user package type.



MXconference

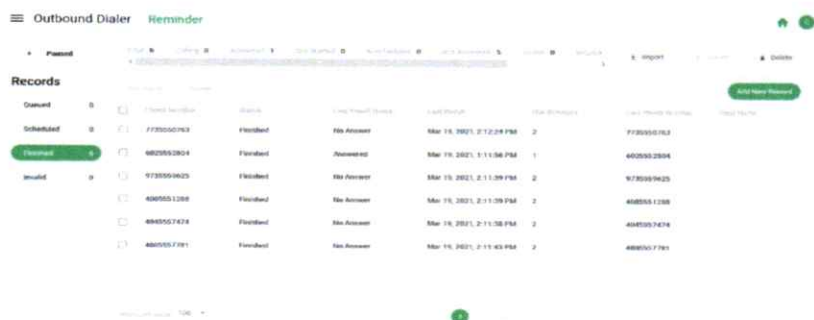
MXconference eliminates the need for costly pay-as-you-go subscription-based conference services. MXconference is fully integrated with the ZAC desktop Unified Communications client and uses a simple management window to schedule, manage and launch audio conferences through basic point-and-click commands — whether they are "on-demand" or planned weeks in advance.

Included in the Premium User and Contact Center User Packages. Additional conference participant licenses available as an additional feature.

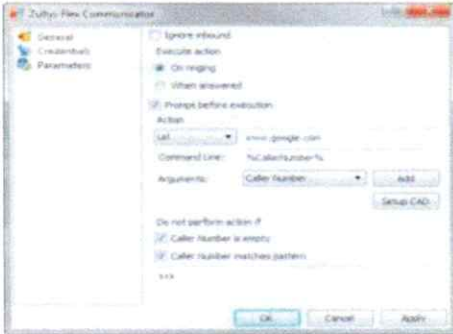
MXoutbound

MXoutbound, a fully integrated outbound dialer solution, offers a flexible and easy-to-manage automated process for reaching out to an organization's customer base. MXoutbound is appropriate for virtually any application that requires automatic outbound dialing. The call message may be as simple as a single recorded sentence or an elaborate customer survey with a series of questions based on previous responses.

Can be purchased as an additional feature for any user package type.



Zultys Flex Communicator



Zultys Flex Communicator simplifies integration with web-based and traditional CRM and line-of-business applications. Zultys Flex Communicator generates screen pops for caller information on receipt of an incoming call. It can be compatible with web-based CRM applications and programs installed on the user's computer.

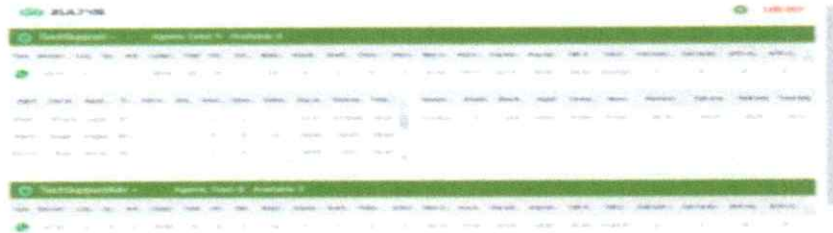
Can be purchased as an additional feature for any user package type.

Integrated Contact Center Solution

The Zultys Integrated Contact Center (ICC) intelligently processes incoming calls to a group of Supervisors & Agents based on administrator-defined rules & real-time conditions. When there are more callers than available agents, ICC will either re-route callers or queue

callers with customized in-queue messages and music that may be unique for each ICC group. Agents can be located anywhere in the world, allowing for true flexibility and round-the-clock coverage, without the need to relocate key talent. Contact Center solution comes prepackaged with the SuperView feature, a real-time call monitoring & statistics for multiple ICC groups in a single window.

Included in the Contact Center User Packages.



MXreport

MXreport gives users the ability to generate custom reports on-call activity. MXreport allows users to generate their own report template and create graphs via a drag and drop report builder. Report scheduler automatically delivers reports via email or to a designated folder every day, week, month, and so on.

Contact Center Edition of MXreport is included in the Contact Center User Packages. CDR Edition of MXreport can be purchased as an additional feature for any user package type.

END POINTS

ZIP 49GE

The ZIP 49GE Smart Media Phone combines productivity-enhancing visual communications with the Android operating system's flexibility, accessed via a 7-inch touch screen, to deliver an outstanding user experience for business professionals. Functions and contacts may be accessed quickly via 27 programmable soft keys.



ZIP 47GE

The ZIP 47GE combines a hi-resolution color display and dual Gigabit Ethernet ports in a feature-rich IP phone ideal for busy executives and heavy phone users. Functions and contacts may be accessed quickly via 27 programmable soft keys.

ZIP 45G

The ZIP 45G incorporates a 3.7" backlit graphical display and dual Gigabit Ethernet in a feature-rich IP phone suitable for the most demanding of users. Functions and contacts may be accessed quickly via 21 programmable soft keys.





Z 21i

The Z 21i is an easy-to-use, cost-effective business IP phone with a graphical backlit display, dedicated line keys, and Power over Ethernet (PoE) support.

Z 22G

The Z 22G is an easy-to-use, cost-effective, business IP phone with a color display, dedicated line keys, and dual Gigabit Ethernet ports with Power over Ethernet (PoE).



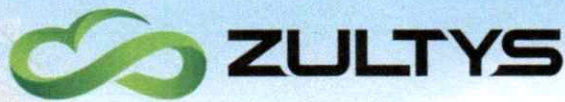
Z 23GE

The Z 23GE combines a color display and dual Gigabit Ethernet ports in a feature-rich IP phone ideal for busy phone users. Functions and contacts may be accessed quickly via 14 programmable soft keys.

ZIP 450M

The ZIP 450M's 4.3" 272x480 pixel color screen can add up to 60 additional programmable keys to ZIP 45G, ZIP 47GE and ZIP 49GE phones. Up to 3 expansion modules can be daisy-chained per each phone.





Quote Summary

All Pricing is subject to final confirmation at the time of order.

Hosted PBX		Provider	Term	Monthly (\$)	Install (\$)
Service Location					
14477 GA Highway 11 N, Monticello, GA 31064		Zultys	36	\$1,625.29	\$0.00

Service Location	Total Monthly (\$)	Total Install (\$)
	\$1,625.29	\$0.00

Quote Details

14477 GA Highway 11 N, Monticello, GA 31064					
Voice Services	QTY	Unit Price	Monthly		
Call recording	10	\$2.50	\$25.00		
SMS Service	1	\$25.00	\$25.00		
Existing DIDs to Port	11	\$0.00	\$0.00		
Existing DIDs to Port (DID Promotional Free)	7	\$0.00	\$0.00		
Standard User: 1-User, 1-Mobile Access	113	\$10.99	\$1,241.87		
Premium Users: 1-User, 1-ZAC/MXIE, 1-Outlook Communicator with Exchange	8	\$16.99	\$135.92		
Zultys Provided Equipment	QTY	Unit Price	Monthly		
Zultys Z 23GE	50	\$3.95	\$197.50		
Installation Services	QTY	Unit Price	One-Time		
Call recording	10	\$0.00	\$0.00		
Directory listings	1	\$0.00	\$0.00		
Existing DIDs to Port	11	\$0.00	\$0.00		
Existing DIDs to Port (DID Promotional Free)	7	\$0.00	\$0.00		
Set-up Fee	121	\$0.00	\$0.00		
Site Total		Monthly	\$1,625.29	One-Time	\$0.00
Order Totals		Monthly	\$1,625.29	One-Time	\$0.00

If you'd wish to proceed or find out more information on this Proposal please contact your agent at:
tony.mcdowell@aerialinfrastructure.com

