



THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

MATERIALS MANAGEMENT DEPARTMENT

101 OLD VENICE ROAD

OSPREY, FLORIDA 34229

TELEPHONE (941) 486-2183 • FAX (941) 486-2188

MEMORANDUM

**TO: Members of the School Board
Lori White, Superintendent
Mitsi Corcoran, Chief Financial Officer**

FROM: Pat Black, CPPB, Director of Materials Management

**TITLE: APPROVAL TO AWARD BID #0530 FOR TELEPHONE SYSTEM
MAINTENANCE AND EQUIPMENT**

Bids to provide 'Telephone System Maintenance and Equipment' were received from six vendors on November 12, 2009. The bid of Southeastern Telecom, Inc., was the best low bid meeting the advertised specifications. This bid is for a period of one year with the option to renew for two additional one-year periods. The funds for these purchases are contained in the operating and capital budgets allocated to the Information Services Department.

Requested by:
Leona Campos
Wayne Johnson

"Failure to file a protest within the time prescribed in Section 120.57(3), Florida Statutes, or failure to post the protest bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under Chapter 120, Florida Statutes."

Posting Date: 12-01-09

Fiscal Impact:

Not to exceed
\$500,000.00

Funding:

Operating and
Capital

Recommended Motion: That the bid of Southeastern Telecom, Inc., to provide 'Telephone System Maintenance and Equipment' in an amount not to exceed \$500,000.00, be approved for award and purchase.

(over)

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Telephone System Maintenance and Equipment - Bid #0530

Opened November 12, 2009 at 3:00 p.m.

Item	Description	Advanced Communication Solutions (ACS)			Nu-Vision Technologies, LLC dba Black Box Network Services			Optus, Inc.		
		Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price	Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price	Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price
PART 1 - Digital Telephone Switching Systems										
1	Adult and Community Education	\$98.00	\$100.94	\$103.97	\$54.60	\$56.00	\$57.40	\$95.52	\$96.48	\$97.44
2	Alta Vista Elementary	\$259.00	\$266.77	\$274.77	\$136.50	\$140.00	\$143.50	\$202.80	\$204.83	\$206.88
3	Atwater Elementary	\$273.00	\$281.19	\$289.63	\$156.00	\$160.00	\$164.00	\$177.12	\$178.89	\$180.68
4	Ashton Elementary	\$308.00	\$317.24	\$326.76	\$171.60	\$176.00	\$180.40	\$231.36	\$233.67	\$236.01
5	Bay Haven Elementary	\$224.00	\$230.72	\$237.64	\$124.80	\$128.00	\$131.20	\$179.28	\$181.07	\$182.88
6	Booker High	\$504.00	\$519.12	\$534.69	\$276.90	\$284.00	\$291.10	\$362.16	\$365.78	\$369.44
7	Booker Middle	\$406.00	\$418.18	\$430.73	\$226.20	\$232.00	\$237.80	\$276.24	\$279.00	\$281.79
8	Brentwood Elementary	\$287.00	\$295.61	\$304.48	\$159.90	\$164.00	\$168.10	\$219.12	\$221.31	\$223.52
9	Brookside Middle	\$364.00	\$374.92	\$386.17	\$202.80	\$208.00	\$213.20	\$247.68	\$250.16	\$252.66
10	Central Administration (Landings)	\$2,170.00	\$2,235.10	\$2,302.15	\$1,778.40	\$1,824.00	\$1,869.60	\$2,961.24	\$2,990.85	\$3,020.76
11	Construction/Facility Svc.	\$266.00	\$273.98	\$282.20	\$156.00	\$160.00	\$164.00	\$230.88	\$233.19	\$235.52
12	Cranberry Elementary	\$294.00	\$302.82	\$311.90	\$132.60	\$136.00	\$139.40	\$222.24	\$224.46	\$226.71
13	Cyesis School	\$210.00	\$216.30	\$222.79	\$117.00	\$120.00	\$123.00	\$178.32	\$180.10	\$181.90
14	Educational Svc/Purchasing (Osprey)	\$308.00	\$317.24	\$326.76	\$171.60	\$176.00	\$180.40	\$230.64	\$232.95	\$235.28
15	Emma E.Booker Elementary	\$231.00	\$237.91	\$245.07	\$159.90	\$164.00	\$168.10	\$232.56	\$234.89	\$237.23
16	Englewood Elementary	\$238.00	\$245.14	\$252.49	\$132.60	\$136.00	\$139.40	\$197.76	\$199.74	\$201.73
17	Fire Science SCTI	\$56.00	\$57.68	\$59.41	\$31.20	\$32.00	\$32.80	\$45.12	\$45.57	\$46.03
18	Fruitville Elementary	\$308.00	\$317.24	\$326.76	\$171.60	\$176.00	\$180.40	\$228.24	\$230.52	\$232.83
19	Garden Elementary	\$224.00	\$230.72	\$237.65	\$124.80	\$128.00	\$131.20	\$220.08	\$222.28	\$224.50
20	Glenallen Elementary	\$350.00	\$360.50	\$371.32	\$187.20	\$192.00	\$196.80	\$289.56	\$292.46	\$295.38
21	Gocio Elementary	\$315.00	\$324.45	\$334.18	\$175.50	\$180.00	\$184.50	\$238.56	\$240.95	\$243.36
22	Gulf Gate Elementary	\$287.00	\$295.61	\$304.48	\$152.10	\$156.00	\$159.90	\$218.16	\$220.34	\$222.55
23	Heron Creek Middle	\$476.00	\$490.28	\$504.99	\$144.30	\$148.00	\$151.70	\$308.64	\$311.73	\$314.84
24	Lakeview Elementary	\$273.00	\$281.19	\$289.63	\$152.10	\$156.00	\$159.90	\$207.84	\$209.92	\$212.02
25	Lamarque	\$350.00	\$360.50	\$371.32	\$187.20	\$192.00	\$196.80	\$250.08	\$252.58	\$255.11
26	Laurel Nokomis	\$322.00	\$331.66	\$341.61	\$179.40	\$184.00	\$188.60	\$252.00	\$254.52	\$257.07

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Telephone System Maintenance and Equipment - Bid #0530

Opened November 12, 2009 at 3:00 p.m.

Item	Description	Shared Technologies, Inc.			Southeastern Telecom, Inc.			Verizon Business Network Services, Inc. on behalf of Verizon Select Services, Inc.		
		Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price	Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price	Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price
PART 1 - Digital Telephone Switching Systems										
1	Adult and Community Education	\$69.60	\$69.60	\$69.60	\$25.00	\$25.00	\$25.00	\$153.99	\$153.99	\$287.42
2	Alta Vista Elementary	\$152.00	\$152.00	\$152.00	\$80.00	\$80.00	\$80.00	\$328.48	\$328.48	\$374.67
3	Atwater Elementary	\$260.80	\$260.80	\$260.80	\$57.00	\$57.00	\$57.00	\$328.48	\$420.87	\$328.48
4	Ashton Elementary	\$159.20	\$159.20	\$165.60	\$86.00	\$86.00	\$86.00	\$420.87	\$328.48	\$302.82
5	Bay Haven Elementary	\$130.40	\$130.40	\$130.40	\$32.00	\$32.00	\$32.00	\$297.69	\$297.69	\$82.12
6	Booker High	\$322.00	\$322.00	\$322.00	\$158.00	\$158.00	\$158.00	\$678.34	\$678.34	\$420.87
7	Booker Middle	\$274.80	\$274.80	\$274.80	\$115.00	\$115.00	\$115.00	\$564.58	\$564.58	\$297.69
8	Brentwood Elementary	\$202.40	\$202.40	\$202.40	\$115.00	\$115.00	\$115.00	\$390.07	\$390.07	\$482.46
9	Brookside Middle	\$274.80	\$274.80	\$274.80	\$140.00	\$140.00	\$140.00	\$477.33	\$477.33	\$431.13
10	Central Administration (Landings)	\$3,100.80	\$3,100.80	\$3,100.80	\$1,508.00	\$1,508.00	\$1,508.00	\$3,553.30	\$3,553.30	\$3,553.30
11	Construction/Facility Svc.	\$192.00	\$192.00	\$192.00	\$102.00	\$102.00	\$102.00	\$302.82	\$441.41	\$708.30
12	Cranberry Elementary	\$220.80	\$220.80	\$220.80	\$118.00	\$118.00	\$118.00	\$441.41	\$287.42	\$369.54
13	Cyesis School	\$111.60	\$111.60	\$111.60	\$60.00	\$60.00	\$60.00	\$287.42	\$374.67	\$451.66
14	Educational Svc/Purchasing (Osprey)	\$245.60	\$245.60	\$245.60	\$140.00	\$140.00	\$140.00	\$364.41	\$328.48	\$441.40
15	Emma E.Booker Elementary	\$155.60	\$155.60	\$155.60	\$80.00	\$80.00	\$80.00	\$374.67	\$302.82	\$533.78
16	Englewood Elementary	\$130.40	\$130.40	\$130.40	\$72.00	\$72.00	\$72.00	\$328.48	\$82.12	\$831.20
17	Fire Science SCTI	\$51.20	\$51.20	\$51.20	\$16.00	\$16.00	\$16.00	\$82.12	\$420.87	\$441.40
18	Fruitville Elementary	\$238.40	\$238.40	\$238.40	\$121.00	\$121.00	\$121.00	\$420.87	\$297.69	\$328.48
19	Garden Elementary	\$188.00	\$188.00	\$188.00	\$99.00	\$99.00	\$99.00	\$297.69	\$482.46	\$307.96
20	Glenallen Elementary	\$180.80	\$180.80	\$180.80	\$80.00	\$80.00	\$80.00	\$482.46	\$431.13	\$502.99
21	Gocio Elementary	\$152.00	\$152.00	\$152.00	\$80.00	\$80.00	\$80.00	\$431.13	\$379.81	\$364.41
22	Gulf Gate Elementary	\$227.20	\$227.20	\$227.20	\$118.00	\$118.00	\$118.00	\$379.81	\$708.30	\$1,003.19
23	Heron Creek Middle	\$386.40	\$386.40	\$386.40	\$201.00	\$201.00	\$201.00	\$708.30	\$369.54	\$1,079.29
24	Lakeview Elementary	\$159.20	\$159.20	\$159.20	\$73.00	\$73.00	\$73.00	\$369.54	\$451.66	\$287.42
25	Lamarque	\$321.60	\$321.60	\$321.60	\$134.00	\$134.00	\$134.00	\$451.66	\$441.40	\$374.67
26	Laurel Nokomis	\$242.40	\$242.40	\$242.40	\$121.00	\$121.00	\$121.00	\$441.40	\$533.78	\$328.48

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Telephone System Maintenance and Equipment - Bid #0530

Opened November 12, 2009 at 3:00 p.m.

Item	Description	Advanced Communication Solutions (ACS)			Nu-Vision Technologies, LLC dba Black Box Network Services			Optus, Inc.		
		Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price	Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price	Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price
PART 1 - Digital Telephone Switching Systems (Continued)										
27	McIntosh Middle	\$385.00	\$396.55	\$408.45	\$214.50	\$220.00	\$225.50	\$282.48	\$285.30	\$288.16
28	North Port High	\$623.00	\$641.69	\$660.94	\$347.10	\$356.00	\$364.90	\$395.28	\$399.23	\$403.23
29	Oak Park	\$322.00	\$331.66	\$341.61	\$179.40	\$184.00	\$188.60	\$238.56	\$240.95	\$243.36
30	Phillppi Elementary	\$245.00	\$252.35	\$259.92	\$136.50	\$140.00	\$143.50	\$197.76	\$199.74	\$201.73
31	Phoenix Academy	\$224.00	\$230.72	\$237.64	\$93.60	\$96.00	\$98.40	\$141.60	\$143.02	\$144.45
32	Pineview	\$357.00	\$367.71	\$378.74	\$198.90	\$204.00	\$209.10	\$265.20	\$267.85	\$270.53
33	Riverview High	\$784.00	\$807.52	\$831.75	\$413.40	\$424.00	\$434.60	\$570.00	\$575.70	\$581.46
34	Sarasota High	\$686.00	\$706.58	\$727.78	\$374.40	\$384.00	\$393.60	\$529.20	\$534.49	\$539.84
35	Sarasota Middle	\$273.00	\$281.19	\$289.63	\$152.10	\$156.00	\$159.90	\$214.08	\$216.22	\$218.38
36	Sarasota VoTech (SCTI)	\$742.00	\$764.26	\$787.19	\$436.80	\$448.00	\$459.20	\$648.00	\$654.48	\$661.02
37	SCTI South	\$98.00	\$100.94	\$103.97	\$54.60	\$56.00	\$57.40	\$92.40	\$93.32	\$94.26
38	Southside Elementary	\$259.00	\$266.77	\$274.77	\$156.00	\$160.00	\$164.00	\$226.32	\$228.58	\$230.87
39	Suncoast Polytechnical High	\$273.00	\$281.19	\$289.63	\$124.80	\$128.00	\$131.20	\$187.68	\$189.56	\$191.45
40	Tatum Ridge Elementary	\$308.00	\$317.24	\$326.76	\$210.60	\$216.00	\$221.40	\$243.84	\$246.28	\$248.74
41	Taylor Ranch Elementary	\$224.00	\$230.72	\$237.64	\$171.60	\$176.00	\$180.40	\$230.40	\$232.70	\$235.03
42	TeleCom/Transportation (Osprey)	\$504.00	\$534.69	\$326.76	\$167.70	\$172.00	\$176.30	\$319.20	\$322.39	\$325.62
43	Triad North	\$91.00	\$93.73	\$96.54	\$54.60	\$56.00	\$57.40	\$78.00	\$78.78	\$79.57
44	Toledo Blade Elementary	\$385.00	\$396.55	\$408.45	\$214.50	\$220.00	\$225.50	\$211.20	\$213.31	\$215.45
45	Tuttle Elementary	\$280.00	\$288.40	\$297.05	\$159.90	\$164.00	\$168.10	\$229.44	\$231.73	\$234.05
46	Venice Elementary	\$245.00	\$252.35	\$259.92	\$136.50	\$140.00	\$143.50	\$204.96	\$207.01	\$209.08
47	Venice High	\$448.00	\$461.44	\$475.28	\$249.60	\$256.00	\$262.40	\$335.28	\$338.63	\$342.02
48	Venice Middle	\$336.00	\$346.08	\$356.46	\$183.30	\$188.00	\$192.70	\$253.92	\$256.46	\$259.02
49	Wilkinson Elementary	\$301.00	\$310.03	\$319.33	\$167.70	\$172.00	\$176.30	\$230.40	\$232.70	\$235.03
50	Woodland Middle	\$392.00	\$403.76	\$415.87	\$218.40	\$224.00	\$229.60	\$298.08	\$301.06	\$304.07
Part I Monthly Totals		\$18,186.00	\$18,747.13	\$19,085.63	\$10,479.30	\$10,748.00	\$11,016.70	\$15,126.48	\$15,277.73	\$15,430.54

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Opened November 12, 2009 at 3:00 p.m.

Item	Description	Shared Technologies, Inc.			Southeastern Telecom, Inc.			Verizon Business Network Services, Inc. on behalf of Verizon Select Services, Inc.		
		Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price	Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price	Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price
PART 1 - Digital Telephone Switching Systems (Continued)										
27	McIntosh Middle	\$228.00	\$228.00	\$228.00	\$108.00	\$108.00	\$108.00	\$533.78	\$831.21	\$302.82
28	North Port High	\$429.60	\$429.60	\$429.60	\$211.00	\$211.00	\$211.00	\$831.20	\$441.40	\$82.12
29	Oak Park	\$206.40	\$206.40	\$206.40	\$115.00	\$115.00	\$115.00	\$441.40	\$328.48	\$420.87
30	Phillppi Elementary	\$130.40	\$130.40	\$130.40	\$73.00	\$73.00	\$73.00	\$328.48	\$307.96	\$297.69
31	Phoenix Academy	\$67.20	\$67.20	\$67.20	\$51.00	\$51.00	\$51.00	\$307.96	\$502.99	\$482.46
32	Pineview	\$237.40	\$237.40	\$237.40	\$108.00	\$108.00	\$108.00	\$502.99	\$364.41	\$431.13
33	Riverview High	\$446.40	\$446.40	\$446.40	\$193.00	\$193.00	\$193.00	\$1,003.19	\$1,003.19	\$379.81
34	Sarasota High	\$446.40	\$446.40	\$446.40	\$238.00	\$238.00	\$238.00	\$893.30	\$1,079.29	\$708.30
35	Sarasota Middle	\$207.20	\$207.20	\$207.20	\$115.00	\$115.00	\$115.00	\$379.81	\$153.99	\$369.54
36	Sarasota VoTech (SCTI)	\$730.00	\$730.00	\$730.00	\$390.00	\$390.00	\$390.00	\$1,079.29	\$328.48	\$451.66
37	SCTI South	\$49.50	\$49.50	\$49.50	\$24.00	\$24.00	\$24.00	\$153.98	\$153.98	\$153.98
38	Southside Elementary	\$130.40	\$130.40	\$130.40	\$80.00	\$80.00	\$80.00	\$400.34	\$893.30	\$893.30
39	Suncoast Polytechnical High	\$207.20	\$207.20	\$207.20	\$51.00	\$51.00	\$51.00	\$256.63	\$379.81	\$379.81
40	Tatum Ridge Elementary	\$278.40	\$278.40	\$278.40	\$108.00	\$108.00	\$108.00	\$595.39	\$400.34	\$400.34
41	Taylor Ranch Elementary	\$130.40	\$130.40	\$130.40	\$73.00	\$73.00	\$73.00	\$379.81	\$256.63	\$256.63
42	TeleCom/Transportation (Osprey)	\$253.20	\$253.20	\$253.20	\$134.00	\$134.00	\$134.00	\$410.60	\$595.39	\$595.39
43	Triad North	\$84.00	\$84.00	\$84.00	\$24.00	\$24.00	\$24.00	\$133.45	\$379.81	\$379.81
44	Toledo Blade Elementary	\$180.80	\$180.80	\$180.80	\$89.00	\$89.00	\$89.00	\$544.05	\$544.05	\$544.05
45	Tuttle Elementary	\$227.20	\$227.20	\$227.20	\$112.00	\$112.00	\$112.00	\$390.07	\$410.60	\$410.60
46	Venice Elementary	\$155.60	\$155.60	\$155.60	\$80.00	\$80.00	\$80.00	\$338.75	\$133.45	\$133.45
47	Venice High	\$343.20	\$343.20	\$343.20	\$182.00	\$182.00	\$182.00	\$626.17	\$390.07	\$390.07
48	Venice Middle	\$184.80	\$184.80	\$184.80	\$92.00	\$92.00	\$92.00	\$461.93	\$338.75	\$338.75
49	Wilkinson Elementary	\$137.60	\$137.60	\$137.60	\$76.00	\$76.00	\$76.00	\$410.60	\$626.17	\$626.17
50	Woodland Middle	\$380.00	\$380.00	\$380.00	\$76.00	\$76.00	\$76.00	\$502.99	\$461.93	\$461.93
Part I Monthly Totals		\$14,021.30	\$14,021.30	\$14,027.70	\$6,734.00	\$6,734.00	\$6,734.00	\$25,263.48	\$24,832.37	\$24,805.81

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Opened November 12, 2009 at 3:00 p.m.

Item	Description	Advanced Communication Solutions (ACS)			Nu-Vision Technologies, LLC dba Black Box Network Services			Optus, Inc.			
PART II - AVST Call Express		Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price	Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price	Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price	
51	AVST Call Express	\$499.00	\$513.97	\$530.39	\$1,440.00	\$1,500.00	\$1,560.00	\$585.00	\$590.00	\$597.00	
Part I & II Monthly Totals		\$18,685.00	\$19,261.10	\$19,616.02	\$11,919.30	\$12,248.00	\$12,576.70	\$15,711.48	\$15,867.73	\$16,027.54	
PART III - Labor Rates (To be used for optional equipment/software installations)											
52	Standard working hours (Monday through Friday 7:00 A.M. - 5:00 P.M.); hourly rate, including overhead and profit.	\$95.00			\$96.00			\$125.00			
53	Non-standard working hours (Monday through Friday prior to 7:00 A.M. and after 5:00 P.M., and Saturday and Sunday); hourly rate, including overhead and profit.	\$142.50			Mon-Friday - \$144.00 Sat,Sun,Holidays - \$192.00			\$187.50			
Part IV - Sample List of NEC Optional Equipment											
Item #	NEC Part Number	Description	Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price	Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price	Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price
54	DTR-8D-2	8 BUTTON DISPLAY SERIES E PHONE-BLACK	\$101.25	\$104.29	\$107.42	\$	\$	\$	\$169.40	\$169.40	\$169.40
55	DTR-1-1	SINGLE LINE PHONE - WHITE	\$27.88	\$28.72	\$29.58	\$	\$	\$	\$26.40	\$26.40	\$26.40
56	DTR-32D-1	32 BUTTON DISPLAY E PHONE - BLACK	\$243.00	\$250.29	\$257.80	\$	\$	\$	\$264.55	\$264.55	\$264.55
57	DTR-16D-2	16 BUTTON DISPLAY SERIES E PHONE - BLACK	\$106.65	\$109.85	\$113.15	\$	\$	\$	\$185.90	\$185.90	\$185.90
58	DCU-60-1	CONSOLE	\$93.15	\$95.54	\$98.82	\$	\$	\$	\$147.95	\$147.95	\$147.95
59	SN716	DESK CONSOLE PACKAGE	\$1,181.25	\$1,216.69	\$1,253.19	\$	\$	\$	\$1,532.85	\$1,532.85	\$1,532.85

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PART II - AVST Call Express		Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price	Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price	Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price	
51	AVST Call Express	\$960.00	\$960.00	\$960.00	\$480.00	\$480.00	\$480.00	\$937.55	\$773.48	\$684.52	
Part I & II Monthly Totals		\$14,981.30	\$14,981.30	\$14,987.70	\$7,214.00	\$7,214.00	\$7,214.00	\$26,201.03	\$25,605.85	\$25,490.33	
PART III - Labor Rates (To be used for optional equipment/software installations)											
52	Standard working hours (Monday through Friday 7:00 A.M. - 5:00 P.M.); hourly rate, including overhead and profit.	\$90.00			\$70.00			\$85.00			
53	Non-standard working hours (Monday through Friday prior to 7:00 A.M. and after 5:00 P.M., and Saturday and Sunday); hourly rate, including overhead and profit.	\$135.00			\$99.00			\$127.50-Does Not include Sundays \$170.00-Sundays & Holidays			
Part IV - Sample List of NEC Optional Equipment											
Item #	NEC Part Number	Description	Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price	Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price	Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price
54	DTR-8D-2	8 BUTTON DISPLAY SERIES E PHONE-BLACK	\$171.00	\$171.00	\$171.00	\$163.00	\$163.00	\$163.00	\$148.73	\$	\$
55	DTR-1-1	SINGLE LINE PHONE - WHITE	\$47.00	\$47.00	\$47.00	\$20.00	\$20.00	\$20.00	\$23.18	\$	\$
56	DTR-32D-1	32 BUTTON DISPLAY E PHONE - BLACK	\$265.00	\$265.00	\$265.00	\$251.00	\$251.00	\$251.00	\$232.27	\$	\$
57	DTR-16D-2	16 BUTTON DISPLAY SERIES E PHONE - BLACK	\$189.00	\$189.00	\$189.00	\$178.00	\$178.00	\$178.00	\$163.22	\$	\$
58	DCU-60-1	CONSOLE	\$159.00	\$159.00	\$159.00	\$149.00	\$149.00	\$149.00	\$136.66	\$	\$
59	SN716	DESK CONSOLE PACKAGE	\$1,820.00	\$1,820.00	\$1,820.00	\$1,910.00	\$1,910.00	\$1,910.00	\$1,631.88	\$	\$

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Telephone System Maintenance and Equipment - Bid #0530

Opened November 12, 2009 at 3:00 p.m.

Item	Description		Advanced Communication Solutions (ACS)			Nu-Vision Technologies, LLC dba Black Box Network Services			Optus, Inc.		
Part IV - Sample List of NEC Optional Equipment (Continued)											
Item #	NEC Part Number	Description	Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price	Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price	Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price
60	8LCAA	8 PORT ANALOG LINE CIRCUIT CARD	\$346.25	\$356.64	\$367.34	\$	\$	\$	\$477.40	\$477.40	\$477.40
61	8COTQ	8 CIRCUIT ANALOG CALLER ID CARD	\$583.83	\$601.34	\$619.38	\$	\$	\$	\$745.80	\$745.80	\$745.80
62	8DLCP	8 PORT DIGITAL STATION CARD	\$372.50	\$383.68	\$398.13	\$	\$	\$	\$477.40	\$477.40	\$477.40
63	4LCDA	4 PORT ANALOG CARD	\$250.00	\$257.50	\$265.23	\$	\$	\$	\$250.00	\$250.00	\$250.00
64	PN-4DLCT	4 CIRCUIT DIGITAL LINECARD	\$509.00	\$524.27	\$540.00	\$	\$	\$	\$651.20	\$651.20	\$651.20
65	PN-8DLCP	8 CIRCUIT DIGITAL LINECARD	\$372.50	\$383.68	\$398.13	\$	\$	\$	\$477.40	\$477.40	\$477.40
Technical Support - The Contractor shall provide technical/engineering/service support on a 24/7 basis. Indicate a toll free telephone number for direct mfr. support.			800-841-1227						877-466-7887		
			Part I and Part II totals corrected.			Parts - 42% off MSRP at the time of purchase.			Part I and Part II totals corrected.		
Contact			Steve Battista			Paul Diesu			Stephanie McDonald		
Address			3200 Lake Emma Road, Ste. 1003 Lake Mary, FL 32746			6000 New Horizons Boulevard Amityville, NY 11701			3423 One Place Jonesboro, AR 72404		
Telephone			800-841-1227 X 7770			631-841-5200			870-974-7716		
Fax			407-829-7778			631-841-5209			870-974-7770		
Federal I.D.			650878856			200532706			710782833		
E-Mail Address			sbattista@2acs.com			paul.anthony@nuvt.com			stephanie.mcdonald@optusinc.com		

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Telephone System Maintenance and Equipment - Bid #0530

Opened November 12, 2009 at 3:00 p.m.

Item	Description		Shared Technologies, Inc.			Southeastern Telecom, Inc.			Verizon Business Network Services, Inc. on behalf of Verizon Select Services, Inc.		
Part IV - Sample List of NEC Optional Equipment (Continued)											
Item #	NEC Part Number	Description	Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price	Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price	Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price
60	8LCAA	8 PORT ANALOG LINE CIRCUIT CARD	\$479.00	\$479.00	\$479.00	\$455.00	\$455.00	\$455.00	\$495.44	\$	\$
61	8COTQ	8 CIRCUIT ANALOG CALLER ID CARD	\$748.00	\$748.00	\$748.00	\$709.00	\$709.00	\$709.00	\$654.80	\$	\$
62	8DLCP	8 PORT DIGITAL STATION CARD	\$478.00	\$478.00	\$478.00	\$455.00	\$455.00	\$455.00	\$419.15	\$	\$
63	4LCDA	4 PORT ANALOG CARD	\$179.00	\$179.00	\$179.00	\$373.00	\$373.00	\$373.00	\$247.72	\$	\$
64	PN-4DLCT	4 CIRCUIT DIGITAL LINECARD	\$652.00	\$652.00	\$652.00	\$567.00	\$567.00	\$567.00	\$571.74	\$	\$
65	PN-8DLCP	8 CIRCUIT DIGITAL LINECARD	\$479.00	\$479.00	\$479.00	\$455.00	\$455.00	\$455.00	\$419.15	\$	\$
Technical Support - The Contractor shall provide technical/engineering/service support on a 24/7 basis. Indicate a toll free telephone number for direct mfr. support.			800-526-7006			800-249-4389					
			Part I and Part II totals corrected.						Parts - Year 2 & 3 pricing not available. Fixed discount off MSRP is available. Part I and Part II totals corrected.		
Contact			Glenn D. Means			Paul Baird			Suleiman Hessami		
Address			4500 140th Avenue South, #217			5425 Beaumont Center Dr., Ste. 900			3608 Queen Palm Drive		
			Clearwater, FL 33762			Tampa, FL 33634			Tampa, FL 33619		
Telephone			954-941-1260			813-290-8900			813-829-2707		
Fax			954-545-9504			813-290-8400			813-829-7111		
Federal I.D.			331009098			621674478			161337624		
E-Mail Address			donna.pannier@sharedtechnologies.com			pbaird@setelecom.com			carla.bristol@verizonbusiness.com		
<p>Recorded by: JoAnn Joyce Witnessed by: Joyce E. Haney and Carol A. Lichon</p>											