



1095 Crooks Road
 Suite 100
 Troy, MI 48084
 248.654.3600

Quote Schedule A

Ann Arbor, City of
COMMUNICATIONS ENHANCED

Quote #: 132880

October 16, 2019

Page: 1 of 7

BILL TO: Ann Arbor, City of
 P.O. Box 8647
 5th Floor
 Ann Arbor, MI 48107
CONTACT A/P - Email invoices
PHONE (734)794-6000

SHIP TO: Ann Arbor - City Hall
 100 North 5th Avenue
 Ann Arbor, MI 48107
CONTACT Tom Shewchuk
PHONE (734)794-6000

Terms: NET 30

Sales Rep:
 Mitchell, Charlie D

Phone:
 (248)654-3623 EXT

Email:
 Charlie.Mitchell@CBTS.com

Revision: 18

COMMUNICATIONS ENHANCED DESIGN AND UPGRADE

QTY	PART DESCRIPTION	NET PRICE	TOTAL PRICE
BILL OF MATERIALS AND PROJECT SERVICES			
<u>Please refer to the Statement of Work and Diagram for details.</u>			
<u>A. CITY HALL - 3300 MXE GW</u>			
1.00	MXe AC POWER SUPPLY	\$300.00	\$300.00
1.00	3300 MXe III Controller SATA SSD	\$265.00	\$265.00
2.00	PWR CRD C13 10A 125V - NA Plug	\$15.00	\$30.00
1.00	3300 MXe III w/ 1GB RAM Controller	\$2,340.00	\$2,340.00
<u>B. WHEELER - 3300 MXE GW</u>			
1.00	3300 MXe III Controller SATA SSD	\$265.00	\$265.00
2.00	PWR CRD C13 10A 125V - NA Plug	\$15.00	\$30.00
1.00	3300 MXe III w/ 1GB RAM Controller	\$2,340.00	\$2,340.00
<u>C. FIRE STATION - 3300 CX GW</u>			
1.00	3300 CX(j) II Controller SATA SSD	\$180.00	\$180.00
1.00	PWR CRD C13 10A 125V - NA Plug	\$15.00	\$15.00



Quote Schedule A

Ann Arbor, City of
COMMUNICATIONS ENHANCED

1095 Crooks Road
Suite 100
Troy, MI 48084
248.654.3600

Quote #: 132880

October 16, 2019

Page: 2 of 7

BILL TO: Ann Arbor, City of
P.O. Box 8647
5th Floor
Ann Arbor, MI 48107
CONTACT A/P - Email invoices
PHONE (734)794-6000

SHIP TO: Ann Arbor - City Hall
100 North 5th Avenue
Ann Arbor, MI 48107
CONTACT Tom Shewchuk
PHONE (734)794-6000

Terms: NET 30

Sales Rep:
Mitchell, Charlie D

Phone:
(248)654-3623 EXT

Email:
Charlie.Mitchell@CBTS.com

Revision: 18

COMMUNICATIONS ENHANCED DESIGN AND UPGRADE

QTY	PART DESCRIPTION	NET PRICE	TOTAL PRICE
1.00	3300 CX II w/ 1GB RAM Controller	\$990.00	\$990.00
	D. VIRTUAL MIVB CONVERSION		
2.00	Convert MiVoice Business to Virtual	\$600.00	\$1,200.00
2.00	MiVoice Business Admin On-Line Self Study	\$1,295.00	\$2,590.00
2.00	MiVoice Business Moves/Addds/Changes On-Line Self Study	\$549.00	\$1,098.00
	E. MBG AND SIP TRUNKS		
120.00	SIP Trunking Channel Proxy	\$30.00	\$3,600.00
2.00	MiVoice Border Gateway Virtual	\$150.00	\$300.00
2.00	MiVoice Business SIP Trunks x10	\$540.00	\$1,080.00
2.00	MiVoice Business SIP Trunks x50	\$2,400.00	\$4,800.00
2.00	SWA Std 1y MiV BG System	\$15.00	\$30.00
120.00	SWA Std 1y MiV BG SIP Connect	\$3.60	\$432.00
	F. VIRTUAL MICOLLAB SERVER		
1.00	MiCollab Virtual Appliance	\$597.00	\$597.00
1.00	NPUM Record A Call	\$0.00	\$0.00



Quote Schedule A

Ann Arbor, City of
COMMUNICATIONS ENHANCED

1095 Crooks Road
 Suite 100
 Troy, MI 48084
 248.654.3600

Quote #: 132880
 October 16, 2019
Page: 3 of 7

BILL TO: Ann Arbor, City of
 P.O. Box 8647
 5th Floor
 Ann Arbor, MI 48107
CONTACT A/P - Email invoices
PHONE (734)794-6000

SHIP TO: Ann Arbor - City Hall
 100 North 5th Avenue
 Ann Arbor, MI 48107
CONTACT Tom Shewchuk
PHONE (734)794-6000

Terms: NET 30
Sales Rep: Mitchell, Charlie D
Phone: (248)654-3623 EXT
Email: Charlie.Mitchell@CBTS.com
Revision: 18

COMMUNICATIONS ENHANCED DESIGN AND UPGRADE

QTY	PART DESCRIPTION	NET PRICE	TOTAL PRICE
1.00	MiVoice Business License -App Connection	\$0.00	\$0.00
1.00	MiCClient License - Peering Adv Server	\$0.00	\$0.00
1.00	MiCClient License - Federation Adv Server	\$0.00	\$0.00
1.00	MiCollab NPUM MiVBusMailbox Licensesx250	\$3,000.00	\$3,000.00
1.00	UCCv4.0 STND User for MiVoice Bus x1	\$195.00	\$195.00
1021.00	UCCv4 Basic to Entry for Enterprise	\$33.00	\$33,693.00
1.00	MiCb Web/Aud MiVBus MXOne & 5000 User x1	\$300.00	\$300.00
1.00	MiCb,MX-One & 5000 HD-Codec License	\$36.00	\$36.00
12.00	Implementation & Integration	\$275.00	\$3,300.00
3375.00	Custom Service	\$1.00	\$3,375.00
1.00	SWA Prem 1y MiCollab AudioPort	\$25.80	\$25.80
1.00	SWA Prem 1y MiCollab System	\$78.00	\$78.00
250.00	SWA Prem 1y MiCollab UM Mailbx	\$2.70	\$675.00
1.00	SWA Prem 1y MiCollab WebPort	\$13.20	\$13.20
1021.00	SWA Prem 1y UCC Bsc-Ent MiVB	\$2.82	\$2,879.22
1.00	SWA Prem 1y UCC Std MiVB	\$17.70	\$17.70
2.00	MiCollab System Admin On-Line Self Study	\$699.00	\$1,398.00



1095 Crooks Road
 Suite 100
 Troy, MI 48084
 248.654.3600

Quote Schedule A

Ann Arbor, City of
COMMUNICATIONS ENHANCED

Quote #: 132880

October 16, 2019

Page: 4 of 7

BILL TO: Ann Arbor, City of
 P.O. Box 8647
 5th Floor
 Ann Arbor, MI 48107
CONTACT A/P - Email invoices
PHONE (734)794-6000

SHIP TO: Ann Arbor - City Hall
 100 North 5th Avenue
 Ann Arbor, MI 48107
CONTACT Tom Shewchuk
PHONE (734)794-6000

Terms: NET 30

Sales Rep:
 Mitchell, Charlie D

Phone:
 (248)654-3623 EXT

Email:
 Charlie.Mitchell@CBTS.com

Revision: 18

COMMUNICATIONS ENHANCED DESIGN AND UPGRADE

QTY	PART DESCRIPTION	NET PRICE	TOTAL PRICE
<u>G. MICONCONTACT CENTER</u>			
1.00	Trad CC Starter Pk Migration	\$0.00	\$0.00
95.00	Trad Contact Center Agent Pk Migration	\$0.00	\$0.00
14300.00	MiCC Installation Services	\$1.00	\$14,300.00
<u>H. MICONCONTACT CENTER TRAINING</u>			
1.00	MiCC Supervising Your CC RLL	\$1,799.00	\$1,799.00
1.00	MiCC Administering Your CC RLL	\$1,799.00	\$1,799.00
<u>I. REPLACEMENT PHONES AND UCC FOR SOFTPHONE</u>			
19.00	6920 IP Phone	\$177.00	\$3,363.00
2.00	6930 IP Phone	\$246.00	\$492.00
2.00	6940 IP Phone	\$330.00	\$660.00
1.00	DECT Headset - Integrated (NA)	\$195.00	\$195.00
20.00	Upgrade from UCC Entry to Standard for Softphone (per seat)	\$75.00	\$1,500.00
<u>J. MIVOICE CALL RECORDING</u>			



Quote Schedule A

Ann Arbor, City of
COMMUNICATIONS ENHANCED

1095 Crooks Road
 Suite 100
 Troy, MI 48084
 248.654.3600

Quote #: 132880

October 16, 2019

Page: 5 of 7

BILL TO: Ann Arbor, City of
 P.O. Box 8647
 5th Floor
 Ann Arbor, MI 48107
CONTACT A/P - Email invoices
PHONE (734)794-6000

SHIP TO: Ann Arbor - City Hall
 100 North 5th Avenue
 Ann Arbor, MI 48107
CONTACT Tom Shewchuk
PHONE (734)794-6000

Terms: NET 30

Sales Rep:
 Mitchell, Charlie D

Phone:
 (248)654-3623 EXT

Email:
 Charlie.Mitchell@CBTS.com

Revision: 18

COMMUNICATIONS ENHANCED DESIGN AND UPGRADE

QTY	PART DESCRIPTION	NET PRICE	TOTAL PRICE
45.00	Agent Call Record w-SRC Lic x1	\$120.00	\$5,400.00
4.00	MiVoice Call Recording End User SS	\$195.00	\$780.00
2.00	MiVoice Call Recording System Admin SS	\$195.00	\$390.00
4.00	MiVoice Quality Mgt Concurrent User Lic	\$600.00	\$2,400.00
45.00	SWA Prem 1y MiVCallRcd License	\$24.00	\$1,080.00
<u>DISCOUNT</u>			
1.00	Government Sector Discount	\$-13,281.70	\$-13,281.70
<u>PROJECT SERVICES</u>			
40.00	Project Management, Communication, Coordination	\$145.00	\$5,800.00
40.00	Project - Weekly Meetings, Documentation	\$145.00	\$5,800.00
24.00	Engineering	\$145.00	\$3,480.00
12.00	E911 Assist	\$145.00	\$1,740.00
40.00	Database Cleanup and Discovery (Estimated time, Limited, to be billed at actual)	\$145.00	\$5,800.00
80.00	Station Reviews (Estimated time, limited, to be billed at actual)	\$145.00	\$11,600.00
<u>UPGRADES PHASE 1</u>			
4.00	Setup New Controllers with MiVB 7.2 Software	\$145.00	\$580.00



Quote Schedule A

Ann Arbor, City of
COMMUNICATIONS ENHANCED

1095 Crooks Road
 Suite 100
 Troy, MI 48084
 248.654.3600

Quote #: 132880
 October 16, 2019
Page: 6 of 7

BILL TO: Ann Arbor, City of
 P.O. Box 8647
 5th Floor
 Ann Arbor, MI 48107
CONTACT A/P - Email invoices
PHONE (734)794-6000

SHIP TO: Ann Arbor - City Hall
 100 North 5th Avenue
 Ann Arbor, MI 48107
CONTACT Tom Shewchuk
PHONE (734)794-6000

Terms: NET 30
Sales Rep: Mitchell, Charlie D
Phone: (248)654-3623 EXT
Email: Charlie.Mitchell@CBTS.com
Revision: 18

COMMUNICATIONS ENHANCED DESIGN AND UPGRADE

QTY	PART DESCRIPTION	NET PRICE	TOTAL PRICE
8.00	Upgrade all 3300 Controllers to 7.2/Replace Controllers - HCT1, WCTG1, FS1 - Overtime	\$217.50	\$1,740.00
6.00	Upgrade NPM to 8.3 - Overtime	\$217.50	\$1,305.00
12.00	Upgrade MiCC to 8.0 and Program IVR on CH Server - Pro Services Assist - Overtime	\$217.50	\$2,610.00
6.00	Post Upgrade Support	\$145.00	\$870.00
	<u>MIGRATE 3300 MXE SERVERS TO VIRTUAL</u>		
6.00	Migrate (2) 3300 MXe Servers to Virtual - License Conversion, ova's, Backup/Restore - Overtime	\$217.50	\$1,305.00
	<u>SIP TRUNKS</u>		
6.00	Carrier Services Coordination	\$145.00	\$870.00
12.00	Install and Configure MBG - SIP Proxy, Turn Up and Test SIP Trunks	\$145.00	\$1,740.00
4.00	Port Numbers from PRI to SIP Trunks	\$145.00	\$580.00
	<u>MOVE WC USERS TO CH VMiVB</u>		
50.00	Move IP Phones, Hunt Groups, Ring Groups, Voicemail Ports From WC vMiVB to CH vMiVB	\$145.00	\$7,250.00
	<u>MIGRATE FROM STANDALONE NPM TO MICOLLAB</u>		
3.00	Create ULM, Move Licenses, Upgrade Licenses	\$145.00	\$435.00
8.00	Create MiCollab VM, Configuration, Sync - Pro Services Assist - Retain All Greetings/Messages	\$145.00	\$1,160.00
4.00	Cutover to MiCollab Voicemail - Overtime	\$217.50	\$870.00



Quote Schedule A

Ann Arbor, City of
COMMUNICATIONS ENHANCED

1095 Crooks Road
 Suite 100
 Troy, MI 48084
 248.654.3600

Quote #: 132880

October 16, 2019

Page: 7 of 7

BILL TO: Ann Arbor, City of
 P.O. Box 8647
 5th Floor
 Ann Arbor, MI 48107
CONTACT A/P - Email invoices
PHONE (734)794-6000

SHIP TO: Ann Arbor - City Hall
 100 North 5th Avenue
 Ann Arbor, MI 48107
CONTACT Tom Shewchuk
PHONE (734)794-6000

Terms: NET 30

Sales Rep:
 Mitchell, Charlie D

Phone:
 (248)654-3623 EXT

Email:
 Charlie.Mitchell@CBTS.com

Revision: 18

COMMUNICATIONS ENHANCED DESIGN AND UPGRADE

QTY	PART DESCRIPTION	NET PRICE	TOTAL PRICE
16.00	Post Upgrade Support - Cluster MiCollab / Flow Through Provisioning	\$145.00	\$2,320.00
8.00	Configure AWW Conferencing	\$145.00	\$1,160.00
	REMOVE HC AND CTN, WTP AND WWTP CONTROLLERS		
	<u>Note: DHCP Services from another system will need to be enabled for devices at these locations</u>		
6.00	Remove Controllers from Cluster	\$145.00	\$870.00
	FINAL SYSTEM UPGRADES		
8.00	Upgrade All MiVB Systems, MiCollab and MBGs - Overtime	\$217.50	\$1,740.00
5.00	Upgrade MiContact Center On Existing VM - Overtime	\$217.50	\$1,087.50
	5200 SERIES PHONE REPLACEMENT		
12.00	Progam, Place and Test (23) IP Phones	\$145.00	\$1,740.00
	CALL RECORDING		
12.00	Install and Configure IP Call Recording / SRC - 100 Concurrent	\$145.00	\$1,740.00
	ADMINISTRATOR TRAINING		
8.00	Administrator Training/MiVoice Business, MiVoice Border Gateway & MiCollab Server by CBTS Technician	\$145.00	\$1,160.00

COMMENTS

MATERIAL:	\$88,969.22
LABOR:	\$70,727.50
SUBTOTAL:	\$159,696.72
TAXES:	\$0.00
TOTAL:	\$159,696.72

CBTS Standard Purchase Terms and Conditions apply
 Proposal price valid for 30 days
 Warranty terms as specified in proposal
 Proposal incorporates Scope of Work and all assumptions

... your communications technology partner

Customer Signature:	Date:	CBTS Signature:	Date:
Printed:	Title:	Printed:	Title: