

**Lee County Board Of County Commissioners
Agenda Item Summary**

Blue Sheet No. 20020983

1. REQUESTED MOTION:

ACTION REQUESTED: Approve the award of the following projects: # EX020787, the purchase of Cisco hardware at the Florida State Contract price of \$118,951.72; and # EX020788, the purchase of labor and project management services at the Florida State Contract price of \$57,510.00 from Sprint Communications, Inc. for a turn key voice over IP Cisco Avvid System for the Lee County Information Technology Group (ITG). Approval is also requested for Waiver # W-020789 in the amount of \$28,152.55 to Sprint Communications, Inc. for the purchase of 12 months of maintenance for the system; and the open market purchase of assorted components necessary for the system which are not covered under the State Contract in the amount of \$21,333.06. Grand total: \$225,947.33.

WHY ACTION IS NECESSARY: Section 11.0.3.1 of the Lee County Purchasing and Payment Procedures Manual exempts "the purchase of equipment that has gone through the Administrative Code Procedure, such as State Contracts or Federal General Services Administration Schedules, providing the purchase, rental, or lease amount does not exceed \$50,000.00". As this expenditure will exceed \$50,000.00, Board approval is required.

WHAT ACTION ACCOMPLISHES: Provides Lee County with a new hardware and software solution which is necessary to implement a computer network-based telephone system and Call Center. Known in the industry as Voice over IP (V/IP), this technology will eventually be used to replace existing technology. It will give County users advanced call routing options, integration into business applications, and make it easier to add new features like video conferencing, etc.

**2. DEPARTMENTAL CATEGORY:
COMMISSION DISTRICT #**

C1B

3. MEETING DATE:

09-03-2002

4. AGENDA:

- CONSENT
- ADMINISTRATIVE
- APPEALS
- PUBLIC
- WALK ON
- TIME REQUIRED:

**5. REQUIREMENT/PURPOSE:
(Specify)**

- STATUTE
- ORDINANCE
- ADMIN. AC-4-1
- CODE
- OTHER

6. REQUESTOR OF INFORMATION:

- A. COMMISSIONER
- B. DEPARTMENT County Administration
- C. DIVISION County Manager

BY: Bill Hammond, Dpty. Cty. Mgr.

7. BACKGROUND:

--BACKGROUND BEGINS ON PAGE TWO--

8. MANAGEMENT RECOMMENDATIONS:

9. RECOMMENDED APPROVAL:

A Department Director	B Purchasing or Contracts	C Human Resources	D Other	E County Attorney	F Budget Services				G County Manager
<i>Wick</i>	<i>Janet Sheehan 8-22 [Signature]</i>	N/A		<i>[Signature]</i>	OA <i>[Signature]</i> 8/22/02	OM <i>[Signature]</i> 8/22/02	Risk <i>[Signature]</i> 8/22/02	GC <i>[Signature]</i> 8/22/02	<i>[Signature]</i>

10. COMMISSION ACTION:

- APPROVED
- DENIED
- DEFERRED
- OTHER

3-32-02
4:30 p.m.
FORWARDED TO:
COUNTY ADMIN.
8-25-02 3:33 PM

REC'D.
by CO. ATTY.
[Signature]
3:30 PM
CO. ATTY.
8/22/02 3:30 PM

--BACKGROUND CONTINUED FROM PAGE ONE--

On August 22, 2002, the Division of Purchasing received a request from the Lee County Information Technology Group (ITG) to prepare a request to purchase Cisco hardware at the Florida State Contract price of \$118,951.72; and labor and project management services at the Florida State Contract price of \$57,510.00 from Sprint Communications, Inc. for a turn key voice over IP Cisco Avvid System. It was also requested by ITG that approval be obtained for Waiver # W-020789 in the amount of \$28,152.55 to Sprint Communications, Inc. for the purchase of 12 months of maintenance for the system; and the open market purchase of assorted components necessary for the system which are not covered under the State Contract in the amount of \$21,333.06. Grand total: \$225,947.33.

This system provides Lee County with a new hardware and software solution which is necessary to implement a computer network-based telephone system and Call Center. Known in the industry as Voice over IP (V/IP), this technology will eventually be used to replace existing technology. It will give County users advanced call routing options, integration into business applications, and make it easier to add new features like video conferencing and others at much less cost than replacing the current telephone system(s) with traditional telephone solutions. The proposed system includes Call Center software that will make it possible for County employees to provide state of the art phone based services to residents of the County.

Section 11.0.3.1 of the Lee County Purchasing and Payment Procedures Manual exempts "the purchase of equipment that has gone through the Administrative Code Procedure, such as State Contracts or Federal General Services Administration Schedules, providing the purchase, rental, or lease amount does not exceed \$50,000.00". As this expenditure will exceed \$50,000.00, Board approval is required.

Funding is available: KC5132851500.506410

Attachments:

- (1) Department Request for Purchases
- (2) Sprint Quote via Florida State Contracts # 250-040-99-1 & # 974-111-02-1
- (3) Florida State Contract # 250-040-99-1 for Cisco Hardware
- (4) Florida State Contract # 947-11-02-1 for Labor & Project Management Services
- (5) Sprint Sole Source Verification Letter for Waiver # W-020789 for System Maintenance

1615 Heitman Street, Fort Myers, FL 33901
phone (941) 335-2900 fax (941) 335-2760

ATTACHMENT #1

LEE COUNTY
ITG

Memo

To: Janet Sheehan, Purchasing Director
From: Bill O'Kelly, ITG/ACS Account Executive
CC:
Date: August 22, 2002
Re: Blue Sheet Request – Voice over IP Cisco AVVID System Implementation

Janet,

We are requesting your help in preparing a blue sheet to purchase the Voice over IP Cisco AVVID System Implementation.

Action Requested: Approve purchase of a turn-key computer based telephone system implementation from Sprint for a cost of \$225,947.33, including the first year service contract. Also approve a not-to-exceed amount of \$10,000 for incidentals.

What Action Accomplishes: This action will provide Lee County with the new hardware and software solution necessary to implement a computer network-based telephone system and Call Center. Known in the industry as Voice over IP (V/IP) this technology will eventually be used to replace existing technology. It will give County users advanced call routing options, integration into business applications, and make it easier to add new features like video conferencing and others at much less cost than replacing the current telephone system(s) with traditional telephone solutions. The proposed system includes Call Center software that will make it possible for County employees to provide state of the art phone based services to residents of the County.

Funding source: KC5132851500.506410

ATTACHMENT #2



Proposal Price Sheet

Customer: Lee County Government

Description of Work
to be Performed:

TURN KEY VOICE OVER IP CISCO AVVID SYSTEM IMPLEMENTATION

Part Number	Description	Qty	Unit List	Discount	Unit Price	Extended Price
CAG-VG200	VOIP Gateway	-	-	-	-	-
	Cisco VoIP Voice Gateway for use with IP Telephony Solution	2	995.00	32%	676.60	1,353.20
SVG200VG2-12202XN	Cisco VG200 Series IOS MGCP/H323 VOIP GATEWAY	2	-	-	-	-
NM-HDV-2T1-48	Dual-Port 48 Channel T1 Voice/Fax Network Module	2	9,800.00	32%	6,664.00	13,328.00
CAB-AC	Power Cord, 110V	2	-	-	-	-
MEM2600-32U84D	32- to 64-MB DRAM Factory Upgrade for the Cisco 2600 Series	2	-	-	-	-
	Call Manager	-	-	-	-	-
MCS-7835-1266	Media Convergence Server 7835 PIII 1266 MHz Top Level Part	3	-	-	-	-
MCS-7835-1266-NTD	MCS-7835-1266 Server w/out Tape Drive-No Software-No Spares	3	13,000.00	32%	8,840.00	26,520.00
SW-CCM-3.1-MCS	CallManager 3.1 Software for MCS servers	3	5,995.00	32%	4,076.60	12,229.80
CAB-AC	Power Cord, 110V	6	-	-	-	-
	IP Phones	-	-	-	-	-
CP-7960G	Cisco IP Phone 7960G, Global	26	495.00	32%	336.60	8,751.60
SW-CCM-UL-7960	CallManager Unit license for single 7960 IP phone	26	150.00	32%	102.00	2,652.00
CP-7914=	7914 IP Phone Expansion Module for 7960	2	395.00	32%	268.60	537.20
CP-SINGLFOOTSTAND	Footstand kit for single 7914	2	33.00	32%	22.44	44.88
	Unity Voice Mail	-	-	-	-	-
UNITY-3.1	Unity 3.1	1	-	-	-	-
UNITY-IP	Unity for CallManager, IP Only Integrations	1	-	-	-	-
UNITY-SVR7847-2A	MCS 7847 rack, 1GB, RAID 5, 2nd CPU (W2K included)	1	18,995.00	32%	12,916.60	12,916.60
UNITY-PWR-US	Power Cord - US, Can, Mex, PR, Phil, Ven, Tai, Col, Ecu	1	-	-	-	-
UNITYV31-50USR4	Unity Voice Messaging, 50 users (includes 4 sessions)	1	4,000.00	32%	2,720.00	2,720.00
	Cisco ICD	-	-	-	-	-
MCS-7835-1266	Media Convergence Server 7835 PIII 1266 MHz Top Level Part	1	-	-	-	-
MCS-7835-1266-TD	MCS-7835-1266 Server w/ Tape Drive-No Software-No Spares	1	14,595.00	32%	9,924.60	9,924.60
ICD-3.0-ENH-BS	ICD 3.0 Enhanced Bundle	1	19,995.00	32%	13,596.60	13,596.60
ICD-3.X-E-AGT1	1 Cisco Enhanced Agent Desktop ICD 3.X	1	795.00	32%	540.60	540.60
ICD-3.X-E-CTI1	1 Per Agent CTI ICD 3.X	1	195.00	32%	132.60	132.60
ICD-3.X-E-REC10	10 IP ICD On Demand Recording ICD 3.X	1	1,378.00	32%	937.04	937.04
ICD-3.X-E-REC5	5 IP ICD On Demand Recording ICD 3.X	1	725.00	32%	493.00	493.00
ICD-3.X-E-SUP1	1 Cisco Enhanced Supervisor Desktop ICD 3.X	1	1,295.00	32%	880.60	880.60
CAB-AC	Power Cord, 110V	2	-	-	-	-
	Lee Cares / Heitman	-	-	-	-	-
WS-C3524-PWR-XL-EN	Catalyst 3524-PWR-XL Enterprise Edition	3	3,495.00	32%	2,376.60	7,129.80
CAB-GS-50CM	50 centimeter cable for GigaStack GBIC	3	100.00	32%	68.00	204.00
WS-G5488=	1000BASE-LX/LH (add to 8509)	6	995.00	32%	678.60	4,059.60
	Total State Contract Computers: Client Server Systems # 250-040-99-1					118,951.72
	LABOR (Network CCIE (482) Hours @ \$105					50,610.00
	PROJECT MANAGEMENT (92) Hours @ \$75.00					6,900.00
	Total State Contract Consultant Services-IT # 974-111-02-1					57,510.00
MCC1	Misc Material	1	-	-	1,924.92	1,924.92
81.0253C	19" Horizontal Position Mounting Assembly(holds two 2572s)	2	-	-	492.36	984.72
81.80	AC/DC Power Supply 2amp	2	-	-	360.61	721.22
82.26	64ms T1 2572 Echo Canceller	4	-	-	3,225.55	12,902.20
	Sprint VOIP Basics Training	1	1,200.00	-	-	-
	ICD Application Development	32	-	-	150.00	4,800.00
	Total Items Not Provided On State Contract					21,333.06
					Sub Total	197,794.78
	Centerion Maintenance 12 Months					28,152.55
					Total	225,947.33

Computers: Client Server Systems

250-040-99-1

Effective: 7/1/98 through 9/30/02

- Certification
 - Special Conditions
 - Specifications
 - Price Sheet
 - Ordering Instructions
 - Revisions
 - Complete Contract
-

Contractors

3Com Corporation

<http://www.3com.com>

ABC Computers, Inc.

<http://www.abc2000.com>

Acer America

<http://www.acer.com/us>

Alcatel

<http://www.ind.alcatel.com/>

American Power Conversion

<http://www.apcc.com>

Amherst Corporate Computer

<http://www.amherst1.com>

Apple Computers, Inc.

<http://www.apple.com>

Avaya, Inc.

<http://www.avaya.com>

Cisco Systems, Inc.

<http://www.cisco.com>

Comark Government & Education Sales

<http://www.comarkg.com/>

Compaq Computer Corporation

<http://www.compaq.com>

Dell Marketing L.P.

<http://www.dell.com>

Enterasys Networks Sales and Service, Inc.

<http://www.enterasys.com>

Executive Source

<http://www.execsource.com/sfl2000>

Extreme Networks

www.extremenetworks.com

Foundry Networks

<http://www.foundrynet.com>

Gateway Companies, Inc.

<http://www.gateway.com>

Hayes Computer Systems

<http://www.hcs.net>

Hewlett-Packard Company

<http://www.hp.com>

Howard Computers

<http://www.howardcomputers.com>

IBM

<http://www.ibm.com>

Innovative Tech., Inc.

<http://www.nettally.com/iti>

Lexmark International

<http://www.lexmark.com>

Marconi Communications

<http://www.marconi.com>

NEC Computers, Inc.

[http://www.nec-](http://www.nec-computers.com)

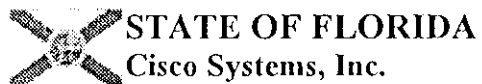
[computers.com](http://www.nec-computers.com)

Solutions Products Ordering Support Partners Training Corporate

Government Alliances



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STATE OF FLORIDA
Cisco Systems, Inc.

State Price Agreement: 250-040-99-1

Contract Pricing:

Cisco equipment discount percent **32%**
Cisco services discount percent **100%**
for the first year of Smartnet.
10% off the second and **15%** off
the third if purchased at the same time as
the hardware.



**U.S. Standard
Price List**
Note: You must
apply the
appropriate
discount yourself

All Cisco customers have the opportunity to upgrade their pricing and Cisco Connection Online(CCO) access – please contact your Account Manager for details.

For further information, contact:

Bob Ward
Account AM
Phone: 850-219-1384
Fax: 850-219-1382
Address:
Cisco Systems, Inc.
1203 Governor's Square
Blvd. # 301
Tallahassee, FL 32301
boward@cisco.com

Steve Luhrs
Account AM
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Ron Patin
Account SE
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1203 Governor's Square
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Tallahassee, FL 32301
rpatin@cisco.com

Network Appliance

<http://www.netapp.com>

Nortel Networks USA, Inc.

<http://www.nortelnetworks.com>

Pomeroy Computer Resources, Inc.

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Premio Computers Florida, Inc.

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Silicon Graphics Computer Systems

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Southern Computer Supplies, Inc.

<http://www.southerncomputers.com>

Sun Microsystems Federal, Inc.

<http://www.sun.com>

TekResource Service Corporation

<http://www.trscnow.com>

Unisys Corporation

<http://www.unisys.com>

Visara, Inc.

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007

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TELEPHONE: (850) 523-
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PRODUCT

INFORMATION: DIRECT INQUIRY TO:

NAME AND TITLE: Denise Yaeger, Acct.
Manager

STREET ADDRESS OR P.O. BOX: 1801 Hermatage Blvd., Suite
460

CITY, STATE, ZIP: Tallahassee, FL
32308

TELEPHONE: Denise Yaeger (850) 523-
2516

TOLL FREE
 NO.:

URL HOME PAGE ADDRESS:
http://www.cisco.com

ELECTRONIC MAIL ADDRESS:dyaeger@cisco.com

(Rev 29)

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 407-849-6391
 Contact: Wayne Dear
 Web Site: <http://www.wdear@veytec.com>
 SPURS# F591741135-001

Hayes E-Government Resources, Inc.
 d/b/a Hayes Computer Systems (M)
 1355 Thomaswood Dr.
 Tallahassee, FL 32308
 850-297-0551
 850-297-0644
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 (Rev 9 July 02)

IKON Office Solutions Technology Services (A)
 1903 Welby Way
 Tallahassee, FL 32308
 800-326-1082
 813-261-2500
 Web Site: <http://www.waldec.com>
 Contact: Eric Castillo
 Email: dennis.dingman@waldec.com
 SPURS#: F592988972-001
 Will Accept the State of Florida Purchasing Card

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Sprint Communications, Inc. (A)
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 Tallahassee, FL 32301
 850-599-1511
 SPURS# 590248365-005

Unisys Corporation (A)
 1545 Raymond Diehl Rd.
 Tallahassee, FL 32308-3768
 850-298-5600
 Contact: Bob Abernathy
 SPURS#: F380387840-002

Solarcom (formerly Sun Data) (A)
 10151 Deerwood Park Blvd., Ste. 250
 Jacksonville, FL 32256
 904-996-3055 Voice
 904-996-0937 Fax
 Contact: David Smith
 Email: dsmith@sundata.com
 SPURS# F411254123-002

Digital Bond, Inc. (B)
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 Sunrise, FL 33313
 Dale Peterson
 Phone: 954-797-9445
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770-638-4254
Contact: Abby Barsh
E-mail: abby.barsh@anixter.com
SPURS# F364284455-001

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Coral Springs, FL 33065
954-796-0055
954-796-0868 Fax
Contact: Tony Wells, Regional Manager
Email: twells@nbg.com
SPURS# F581744723-006

(Rev. 28 Dec. 00)

JDL Technologies (A)
5555 West 78th St.
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800-535-3969
612-946-1810, ext. 102
612-946-1835 Fax
Contact: Thomas J. Lapping,
President & CEO
Email: tlapping@jdltech.com

Coleman Technologies, Inc. (C)
20 N. Orange Ave., Ste. 300
Orlando, FL 32801
407-481-8600
407-481-8600 Fax
Contact: Kirk Sawyer

NetAge, Inc. (M)
9951 Atlantic Blvd., Ste. 310
Jacksonville, FL 32225
904-724-7000
Contact: Ben Adams
SPURS# F593329984-001

Technology Solutions Group, Inc. (A)
6639 South Point Parkway, Ste. 104
Jacksonville, FL 32216
904-333-6742
904-296-7453 Fax
Contact: Stephen Piston
SPURS # F593580490-001
(Rev. 02 Feb. 01)

Comark Technology Services (A)
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Coral Springs, FL 33071
800-480-9299
954-757-5899
954-757-5582 Fax
Contact: Janice Schepps
Email: jschepps@cges.com
SPURS # IS 363949000014

Wavenet Technologies, Inc. (A)
200 E. Government St., Ste. 240B
Pensacola, FL 32501
850-439-0090, 850-439-0070 Fax
Contact: Michael Murdock
Email: mailto:



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Price List: [Global Price List](#) [US Availability](#)
Last Updated: 21/Aug/2002

Cisco IP Telephony Solutions

Cisco Access Gateways & Digital Gateway Cards

Product Number	Product Description	Service Category	Price
CAG-VG200	Cisco VoIP Voice Gateway for use with IP Telephony Solution	C	USD 995.00

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Cisco IP Telephony Solutions

Cisco Access Gateways & Digital Gateway Cards

Product Number	Product Description	Service Category	Price
NM-HDV-2T1-48	Dual-Port 48 Channel T1 Voice/Fax Network Module	C	USD 9,800.00
NM-HDV-2T1-48=	Dual-Port 48 Channel T1 Voice/Fax Network Module	C	USD 9,800.00

Cisco 3600 Series Products

Cisco 3600 Series Network Modules

Product Number	Product Description	Service Category	Price
NM-HDV-2T1-48	Dual-Port 48 Channel T1 Voice/Fax Network Module	C	USD 9,800.00
NM-HDV-2T1-48=	Dual-Port 48 Channel T1 Voice/Fax Network Module	C	USD 9,800.00

Cisco 3700 Series Products

Cisco 3700 Series Network Modules-

Product Number	Product Description	Service Category	Price
NM-HDV-2T1-48	Dual-Port 48 Channel T1 Voice/Fax Network Module	C	USD 9,800.00
NM-HDV-2T1-48=	Dual-Port 48 Channel T1 Voice/Fax Network Module	C	USD 9,800.00

Cisco 2600 Series Products

Cisco 2600 Series Supported Network Modules

Product Number	Product Description	Service Category	Price
NM-HDV-2T1-48	Dual-Port 48 Channel T1 Voice/Fax Network Module	C	USD 9,800.00
NM-HDV-2T1-48=	Dual-Port 48 Channel T1 Voice/Fax Network Module	C	USD 9,800.00

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Cisco IP Telephony Solutions

Cisco IP Telephony Software

Product Number	Product Description	Service Category	Price
MCS-7835-1266-NTD	MCS-7835-1266 Server w/out Tape Drive-No Software-No Spares	B	USD 13,000.00

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Cisco IP Telephony Solutions

Cisco IP Telephony Software

Product Number	Product Description	Service Category	Price
SW-CCM-3.1-MCS	CallManager 3.1 Software for MCS servers	S	USD 5,995.00


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Price List: [Global Price List](#) [US Availability](#)

Last Updated: 21/Aug/2002

Cisco IP Telephony Solutions

Cisco IP Phone & Power

Product Number	Product Description	Service Category	Price
CP-7960G	Cisco IP Phone 7960G, Global	D	USD 495.00
CP-7960G=	Cisco IP Phone 7960G, Global, Spare	D	USD 495.00

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Toolkit: All essential tools below



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Pricing Tool: Cisco Product Price List

Price List: **Global Price List US Availability**
Last Updated: **21/Aug/2002**

Cisco IP Telephony Solutions

Cisco IP Telephony Software

Product Number	Product Description	Service Category	Price
SW-CCM-UL-7960	CallManager Unit license for single 7960 IP phone	S	USD 150.00





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Price List: [Global Price List](#) [US Availability](#)
Last Updated: **21/Aug/2002**

Cisco IP Telephony Solutions

Cisco IP Phone & Power

Product Number	Product Description	Service Category	Price
CP-7914=	7914 IP Phone Expansion Module for 7960	D	USD 395.00

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Cisco IP Telephony Solutions

Cisco IP Phone & Power

Product Number	Product Description	Service Category	Price
CP-SINGLFOOTSTAND=	Footstand kit for single 7914	D	USD 33.00

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Price List: **Global Price List US Availability**

Last Updated: **21/Aug/2002**

Cisco IP Telephony Solutions

Cisco Unity 3.1 -

Product Number	Product Description	Service Category	Price
UNITY-SVR7847-2A	MCS 7847 rack; 1GB; RAID 5, 2nd CPU (W2K included)	C	USD 18,995.00

Cisco Unity Spares -

Product Number	Product Description	Service Category	Price
UNITY-SVR7847-2A=	MCS 7847 rack; 1GB; RAID 5, 2nd CPU (W2K included)	C	USD 18,995.00

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Pricing Tool: Cisco Product Price List

Price List: **Global Price List US Availability**
Last Updated: 21/Aug/2002

Cisco IP Telephony Solutions

Cisco Unity 3.1 -

Product Number	Product Description	Service Category	Price
UNITYV31-50USR4	Unity Voice Messaging, 50 users (includes 4 sessions)	S	USD 4,000.00

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Price List: **Global Price List US Availability**
 Last Updated: **21/Aug/2002**

Cisco IP Telephony Solutions

Cisco IP Telephony Software

Product Number	Product Description	Service Category	Price
MCS-7835-1266	Media Convergence Server 7835 PIII 1266 MHz Top Level Part	B	USD 0.00
MCS-7835-1266-FAN=	HP Fan for MCs-7835-1266 / MCS-7845-1400	B	USD 595.00
MCS-7835-1266-NTD	MCS-7835-1266 Server w/out Tape Drive-No Software-No Spares	B	USD 13,000.00
MCS-7835-1266-TD	MCS-7835-1266 Server w/ Tape Drive-No Software-No Spares	B	USD 14,595.00

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Cisco IP Telephony Solutions

Cisco IP Telephony Software

Product Number	Product Description	Service Category	Price
ICD-3.0-ENH-BS	ICD 3.0 Enhanced Bundle	N/A	USD 19,995.00

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Cisco IP Telephony Solutions

Cisco IP Telephony Software

Product Number	Product Description	Service Category	Price
ICD-3.X-E-AGT1	1 Cisco Enhanced Agent Desktop ICD 3.X	N/A	USD 795.00
ICD-3.X-E-AGT10	10 Cisco Enhanced Agent Desktops ICD 3.X	N/A	USD 7,553.00

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Cisco IP Telephony Solutions

Cisco IP Telephony Software

Product Number	Product Description	Service Category	Price
ICD-3.X-E-CTI1	1 Per Agent CTI ICD 3.X	N/A	USD 195.00
ICD-3.X-E-CTI10	10 Per Agent CTI ICD 3.X	N/A	USD 1,853.00

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Cisco IP Telephony Solutions

Cisco IP Telephony Software

Product Number	Product Description	Service Category	Price
ICD-3.X-E-REC10	10 IP ICD On Demand Recording ICD 3.X	N/A	USD 1,378.00

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Cisco IP Telephony Solutions

Cisco IP Telephony Software

Product Number	Product Description	Service Category	Price
ICD-3.X-E-SUP1	1 Cisco Enhanced Supervisor Desktop ICD 3.X	N/A	USD 1,295.00

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Cisco IP Telephony Solutions

ICS-7750 System Ordering Codes

Product Number	Product Description	Service Category	Price
WS-C3524-PWR-XL-EN	Catalyst 3524-PWR-XL Enterprise Edition	D	USD 3,495.00

Catalyst 3500 XL Series

Catalyst 3500 Series XL Workgroup Switches

Product Number	Product Description	Service Category	Price
WS-C3524-PWR-XL-EN	Catalyst 3524-PWR-XL Enterprise Edition	D	USD 3,495.00

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Catalyst 3500 XL Series

Cables for the Catalyst 3500 XL

Product Number	Product Description	Service Category	Price
CAB-GS-50CM	50 centimeter cable for GigaStack GBIC	N/A	USD 100.00

Catalyst 3550 Series

Cables for the Catalyst 3550

Product Number	Product Description	Service Category	Price
CAB-GS-50CM	50 centimeter cable for GigaStack GBIC	N/A	USD 100.00

Catalyst 2950

Cables for the Catalyst 2950

Product Number	Product Description	Service Category	Price
CAB-GS-50CM	50 centimeter cable for GigaStack GBIC	N/A	USD 100.00

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Catalyst 8540

Catalyst 8540 Miscellaneous

Product Number	Product Description	Service Category	Price
WS-G5486	1000BASE-LX/LH long haul GBIC (singlemode or multimode)	D	USD 995.00

Catalyst 8510

Catalyst 8510 Miscellaneous

Product Number	Product Description	Service Category	Price
WS-G5486	1000BASE-LX/LH long haul GBIC (singlemode or multimode)	D	USD 995.00

LightStream 1010 Products

Catalyst 8500/LightStream 1010 Miscellaneous

Product Number	Product Description	Service Category	Price
WS-G5486	1000BASE-LX/LH long haul GBIC (singlemode or multimode)	D	USD 995.00

Catalyst 6000

Catalyst 6xxx Modules

Product Number	Product Description	Service Category	Price
WS-G5486	1000BASE-LX/LH long haul GBIC (singlemode or multimode)	D	USD 995.00
WS-G5486=	1000BASE-LX/LH	D	USD 995.00

Catalyst 5000

Modules for the Catalyst 5000

Product Number	Product Description	Service Category	Price
WS-G5486	1000BASE-LX/LH long haul GBIC (singlemode or multimode)	D	USD 995.00
WS-G5486=	1000BASE-LX/LH	D	USD 995.00

Catalyst 4000

Catalyst 4000 Modules

Product Number	Product Description	Service Category	Price
WS-G5486	1000BASE-LX/LH long haul GBIC (singlemode or multimode)	D	USD 995.00
WS-G5486=	1000BASE-LX/LH	D	USD 995.00

Catalyst 3500 XL Series

GBICs for the Catalyst 3500 XL

Product Number	Product Description	Service Category	Price
WS-G5486=	1000BASE-LX/LH	D	USD 995.00

Catalyst 3550 Series**GBICs for the Catalyst 3550**

Product Number	Product Description	Service Category	Price
WS-G5486=	1000BASE-LX/LH	D	USD 995.00

Catalyst 2950**GBICs for the Catalyst 2950**

Product Number	Product Description	Service Category	Price
WS-G5486=	1000BASE-LX/LH	D	USD 995.00

Catalyst 2900**Modules for the Catalyst 2900**

Product Number	Product Description	Service Category	Price
WS-G5486	1000BASE-LX/LH long haul GBIC (singlemode or multimode)	D	USD 995.00
WS-G5486=	1000BASE-LX/LH	D	USD 995.00

Modules for the Catalyst 2900 XL

Product Number	Product Description	Service Category	Price
WS-G5486	1000BASE-LX/LH long haul GBIC (singlemode or multimode)	D	USD 995.00

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**Consultant Services-IT
(Sprint Communications Company
Limited Partnership)
974-111-02-1**

Effective: 11/09/2001 through 11/08/2002

Certification
Legal Information
Exhibit A
Exhibit B
Exhibit C
Complete Contract

**Exhibit "B" – Labor Categories/Rates Schedule
Sprint E Solutions**

PRICING WORKSHEET

<u>Area of Expertise</u>	<u>Skill Level</u>	<u>Regular Hourly Rate</u>	<u>State Discounted Hourly Rate</u>
Database	Chief Specialist	202	103
	Specialist	152	78
	Associate	98	50
Desktop	Chief Specialist	103	53
	Specialist	82	42
	Associate	56	29
Network	CCiE	207	105
	Chief Specialist	180	91
	Specialist	144	73
	Associate	135	68
Network Operating System	Chief Specialist	127	64
	Specialist	109	56
	Associate	101	51
Project Management	Program Director	174	88
	Project Manager	149	75
	Associate	138	70
Security	Chief Specialist	198	100
	Specialist	153	78
	Associate	126	64
Unix	Sun E-10K	189	96
	Chief Specialist	162	82
	Specialist	132	67
	Associate	116	59
Web	Chief Specialist	171	87
	Specialist	144	73
	Associate	117	60
System Architecture	Chief Architect	180	91
	Senior Architect	153	78
	Architect	131	67

Professional	Chief Specialist	275	140
Consultant	Specialist	200	102
	Associate	125	64

Associate:

Price per hour: \$64.00

This is an associate consulting position that is engaged to assist the Consultant or Chief Consultant on larger sized engagements. A Technology Solutions Consultant who possesses business and technical experience shall perform this role with minimal supervision from the Consultant or Chief Consultant. Their general responsibilities include:

- Assist Consultant or Chief Consultant in determining business and technical requirements and recommend a solution to enable the customer to achieve business goals and objectives.
- Assist Consultant or Chief Consultant in the implementation of solutions.
- Serve as an escalation point and assist in the resolution of obstacles.
- Prepare and present presentations to customers.
- Deliver consulting services specified in the Statement of Work.
- Prepare necessary documentation to ensure customer expectations are achieved.

Consultant:

Price per hour: \$102.00

This is a consulting position that is engaged to assist Chief Consultant on larger sized engagements or as a single consultant on a project. A Technology Solutions Consultant who possesses advanced business and technical experience shall perform this role with minimal supervision from the Chief Consultant. Their general responsibilities include:

- Assist Chief Consultant in determining advanced business and technical requirements and recommend a solution to enable the customer to achieve business goals and objectives.
- Assist Chief Consultant in the implementation of advanced solutions.
- Serve as an escalation point and assist in the resolution of obstacles.
- Prepare and present presentations to customers.
- Deliver consulting services specified in the Statement of Work.
- Prepare necessary documentation to ensure customer expectations are achieved.
- Perform Chief Consultant responsibilities on smaller scaled projects.

Chief Consultant:

Price per hour: \$140.00

This is a high level consulting position that is engaged to manage large sized engagements and provide high level expertise to complex situations. A Technology

Solutions Consultant who possesses complex business and technical experience shall perform this role with minimal supervision. Their general responsibilities include:

- Determine complex business and technical requirements and recommend a solution to enable the customer to achieve business goals and objectives.
- Advise customer on Emerging and relevant technology movement in the marketplace.
- Implementation of these complex solutions.
- Serve as an escalation point and assist in the resolution of obstacles.
- Prepare and present presentations to customers.
- Deliver consulting services specified in the Statement of Work.
- Provide direction to Consultants and Associate Consultants.
- Prepare necessary documentation to ensure customer expectations are achieved.

Project Management

Business today requires customers to more effectively manage change. Project Management is a critical role to ensure that companies stay ahead in the world of dynamic and rapidly changing technology while keeping up with day-to-day operations. Resources are not always available to manage complex implementations and ensure that they are on time and within budget. And many times the complexity of the solution requires resources with expertise that is not available in house. The levels of Project Managers range from high-level strategic to low-level tactical expertise and management:

Program Director	\$88.00 per hour
Project Manager	\$75.00 per hour
Associate Project Manager	\$70.00 per hour

Levels of Technology Solutions Consultants (TSC):

Associate Project Manager

Price per hour: \$70.00

The Associate Project Manager will have a minimum of two years of project management experience with a core skill in technology and they have a thorough understanding of the Project

Management life cycle, accounting, problem solving, and quality control processes.

Responsibilities include:

- Writes IT Procedures, descriptions, and technical analysis for topics in their specialty areas to be included in Client Deliverables.
- Technical Barriers Analysis
- Technical Integration Issues
- Analysis

- Coordinates and supervises tasks required to fulfill the expectations of customers.
- Conducts status meetings with customers and all project personnel.
- Assists in the development of formal project requirement definitions, specifications and terms to insure that all parties have a clear understanding and agreement of expectations.
- Develops project work breakdown structure, schedule and cost analysis, performs risk analysis.
- Monitors project schedule and cost performance against baseline and coordinates logistics.

Project Manager:

Price per hour: \$75.00

The Project Manager (PM) functions as a technical Subject Matter Expert for a project or solution delivery. The PM is responsible to the Program Director or Lead Consultant as a research assistant performing data collection tasks and/or for written analysis and evaluation metrics based on their area of technical expertise. The PM will also assist the Associate Project Manager in client interviews and document collection. Typically the PM is invited to participate on the integration project or program by the consultant team and has no staff supervision responsibilities.

Responsibilities include:

- Scope management by defining project objectives, managing change, understanding and documenting assumptions and constraints.
- Time management by defining tasks, estimating costs, developing schedules, and building work plans.
- Project cost management by conducting resource planning, developing budgets, and controls.
- Quality management by ensuring quality control activities are effectively executed.
- Communication management including performing communication planning, communicating, and reporting activities.
- Risk management by identifying risks, quantifying risks, and contingency planning.
- Integration management through plan development and execution, change control, issue resolution.
- Procurement management including procurement planning, response solicitation, contract administration.
- Supervises Associate Project Manager

Program Director:



Price per hour: \$88.00

The Program Director (PD) is responsible in project management and delivery issues. The PD is responsible for ensuring project delivery for Sprint E|Solutions customers.

The PD may be responsible for multiple projects in a number of locations. The PD works closely with the senior Architects and senior Specialists in a shared responsibility for overall project delivery.

Responsibilities include those of the Project Manager in addition to:

- Assists in the development and advancement of Associate Project Managers and Project Managers.
- Review projects in progress and provides guidance and/or assistance as necessary.
- Supervises Associate Project Manager and Project Manager.

 _____ Department	 _____ Contractor
---	--



Allen Zeck
Sprint Consultant
Business Markets Group

Local Telecommunications Division
1520 Lee Street
Fort Myers, Florida 33905
Voice 941-335-8444
Fax 941-335-8383
allen.zeck@mail.sprint.com

August 21, 2002

To Whom It May Concern:

The 12 month maintenance for the Cisco AVVID Voice over IP (VoIP) equipment is provided by Sprint as the sole source. Due to the critical nature of Lee County Government's telephone service a strong local presence of support resources is required. Sprint is a Cisco Gold Certified Reseller and is the only vendor with locally based Cisco AVVID VoIP certified engineers and technicians.

Sincerely

Allen G. Zeck
Sprint Consultant

PS - Contracts do not need to be signed but a PO is required to process.

MEMORANDUM
FROM
THE DIVISION OF PURCHASING

DATE: AUGUST 22, 2002

Bill
TO: BILL O'KELLY
ITG DIRECTOR

Janet
FROM: JANET SHEEHAN, CPPB
PURCHASING DIRECTOR

RE: BLUE SHEET # 20020983

PROJECT: Voice Over IP System

TYPE: State Contract/Bid Waiver/Open Market

AWARDED TO: Sprint

When you have finished your review of this package (and signed off), please forward it Kristie Kroslock in the County Attorney's Office.

If there are any questions or concerns with this package, please contact Bob Franceschini at 689-7385.

LEE DOUGLASS ATTORNEY

02 AUG 19 AM 3:29