

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

Blue Sheet No. 20061384

1. ACTION REQUESTED/PURPOSE: Approve award from the Florida State Contract #250-000-03-01 (IT Hardware) for the Downtown Core Voice Switching Network to Shared Technologies Inc., for a total amount not-to-exceed \$1,958,824.75 + a 5% contingency in the amount of \$98,000.00 (to cover miscellaneous items, if needed). Further authorize an expenditure amount of \$800,000.00 - \$1,300,000.00 per year as new facilities come on-line. Also authorize Chairwoman to execute the Agreement upon receipt.

2. WHAT ACTION ACCOMPLISHES: Provides a contractor to upgrade a 22+ year old telecommunication system to the Lee County Downtown Campus with state of the art technology.

3. MANAGEMENT RECOMMENDATION: Staff Recommends

4. Departmental Category: 01.

CIB

5. Meeting Date: OCT 31 2006

6. Agenda:

- Consent
- Administrative
- Appeals
- Public
- Walk-On

7. Requirement/Purpose: (specify)

- Statute
- Ordinance
- Admin. Code **AC-4-4**
- Other

8. Request Initiated:

Commissioner _____
Department County Administration
Division _____
By: Jim Desjarlais, Contracts IT Director

9. Background: In accordance with the Lee County Contracts Manual, approved by the Board on September 25, 2001, Section 5.0, Unique Services, allows other governmental entities the ability to utilize the State Contract that has gone through a competitive process.

Summary of events:

- March 2005 qualification statements from 3 firms were received, Sprint, Kent Technologies and Nextira One.
- March/April 2005 Nextira was the selected firm for contract negotiations. Board authorized to start negotiations.
- May 2005 Nextira notified Lee County they couldn't meet bond requirements and that Nextira was about to lose their Nortel partner status.
- Nextira One sold maintenance contracts to a third party.
- Nextira One was acquired by Black Box.
- Black Box made a decision to subcontract installation and maintenance to subcontractors. The majority of their technicians joined Shared Technologies, a local Nortel partner.
- Discussions were open with Shared Technologies.
- Negotiated with Shared Technologies (who is on State Contract) – resulted in 45 – 55% joint Nortel/ Shared Technologies discount.

10. Review for Scheduling:

Department Director	Purchasing or Contracts	Human Resources	Other	County Attorney	Budget Services				County Manager/P.W. Director
					Analyst	Risk	Grants	Mgr.	
<i>[Signature]</i>	<i>[Signature]</i>	N/A		<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>
10/12/06	10/12/06				10/12/06	10/12/06	10/13/06	12/10/06	

11. Commission Action:

- Approved
- Deferred
- Denied
- Other

RECEIVED BY COUNTY ADMIN: *[Signature]*
 10/12/06 4:35 pm
 COUNTY ADMIN FORWARDED TO: *[Signature]*

REC'D by CO. ATTY: *[Signature]*
 10/12/06 9:30 pm
 CO. ATTY. FORWARDED TO: _____

Bluesheet Continued.....

9. Background.....

ITG submitted a request to Contracts Management to prepare a request for Board approval to utilize the State Contract for the Downtown Core Voice Switching Network to Shared Technologies Inc., for a total amount not-to-exceed \$1,958,824.75 + a 5% contingency in the amount of \$98,000.00 (to cover miscellaneous items, if needed). Further authorize an expenditure amount of \$800,000.00 - \$1,300,000.00 per year as new facilities come on-line.

Funds are available in account # KC5133051500-506410 & 20870751500-506410

- Attachments: 1. Shared Technologies Proposals
2. Project Narrative

Lee County Downtown Campus Telecommunications Technology Upgrade

Executive Summary

The current voice telecommunications technology installed in the three buildings making up the Lee County downtown campus (Justice Center, Public Works, and County Admin) is more than 22 years old. Even though the Public Works building was built in 1997, their current telephone switch is the same model as the other two buildings. **This equipment has become obsolete and many parts are no longer available. They also are not capable of supporting E911 compliance.**

This antiquated technology is preventing Departments from adequately addressing customer service complaints and does not provide the capabilities needed currently by the County to service the citizens with quality and increased productivity. Specifically, Community Development has been through repeated phone studies and most recently a Business Process review. All of these studies indicate that a significant improvement in customer service requires an upgrade in telecommunications technology that will allow the department to take advantage of features like Caller ID, web enabled reports and Fax on Demand.

The Justice center annex switch upgrade is required in order to provide service to the Cape Coral Constitutional complex as well as the new annex tower currently under construction.

Benefits

The following benefits will be achieved by upgrading the downtown phone technology.

- Voicemail and Email that can follow field personal such as Public Works Inspectors, Facilities Management Technicians, Transit, and State Attorney & Public Defender's Investigators. This new technology has the capability to provide voicemail or email via a cell-phone or a web-enabled PDA (Personal Data Assistant).
- A phone system that can be used at the office or for work at home. Workload for "work at home" users such as Clerk of Courts can be monitored.
- Work at Home employees could take their phones home, plug into a cable modem or DSL circuit and still have all the features and functions of being at the office. Aside from the Clerk of Courts, the Tax Collector's office has expressed a need for "work at home" temps during their busy seasons.
- Standard Forms used by the public could be retrieved via email or fax automatically by dialing a phone number for the corresponding County office. Examples of departments would be Public Works, Tax Collector, Clerk of Courts, and Court Administration.
- Least cost routing of all County telephone calls. The first step to bringing all of Lee County under one integrated network

- Integrated and automated countywide telephone list on your PC's desktop where you can click on the entry to dial automatically or dial directly from the telephone.
- By using video conferencing the Criminal Justice Departments could have the ability to take video depositions and not need to transport their client to an office or courtroom. The Departments could use video conferencing for remote location management meetings.
- Employees who are 'on call' would have the opportunity to forward calls to multiple locations, i.e.: cell-phone, work, home, and the telephone system would allow the user to prioritize and determine the order in which the "follow-me" service would work.
- A true convergence of the Desktop and telephone providing the tools to make Lee County even more productive.

Business Objectives

- Provide best-of-breed telecommunication switching equipment to converge dial tone, voice mail, fax, email, mobile, video, VOIP, data, Internet and web chat into a single solution.
- Provide the tools for Lee County to improve customer satisfaction and increase productivity while reducing operating costs.
- Networking the downtown campus first addresses immediate customer service issues and will allow Lee County to network all remote locations in a cost efficient manner in the future.

Technical Objectives

- The current Rolm systems that are utilized by the majority of Lee County staff in the Justice Center, County Administration, and Public Works are based on 22 year old technology and no longer meet the needs of Lee County for customer satisfaction. This is evidenced in growing needs by Lee County for greater integration with the County's computer systems and databases, and a growing need for Call Center service support, in addition to Automatic Call Distribution (ACD).
- An enhanced call center application will service the needs of all County departments. This includes such systems as Automatic Call Distribution (ACD), Integrated Voice Response (IVR), call management (transferring) and web-based Internet chat and response systems.
- Unified messaging system which will allow employees to view, receive and store voice mail messages through email or vice versa. This will include incorporation of voice mail, email and fax-mail into a single messaging platform for access via the users' desktop computer, as well as from any telephone.
- A comprehensive five-digit dialing plan throughout all County agencies.
- A "unique" dial exchange for all County agencies. For example, all County agency phone numbers would begin with 533. The exchange of 533 would be

used ONLY by Lee County government within the Lee County borders. The 533 exchange could also be used in correspondence and public communications as "LEE."

- A countywide IP based voice network. This will allow the County to take full advantage of the newest features including Voice over IP. The downtown campus will be connected via a fiber ring. It will also significantly reduce telephone carrier costs.

Downtown Core Switch Summary

Administration Building	\$481,712.67
Justice Center	\$732,834.19
Public Works	\$528,286.99
Justice Center Annex expansion	\$209,699.82
Hendry Street upgrade	\$6,291.08
	\$1,958,824.75

Memorandum
OFFICE OF THE
COUNTY MANAGER

Date: October 3, 2006

To: Dinah Lewis, Administrative Services Director
Pete Winton, Assistant County Manager

From: Reginald Kantor, Sr. Mgmt. Analyst **RK**

RE: LEE COUNTY DOWNTOWN CAMPUS TELECOMMUNICATIONS PURCHASE

ITG is in the process of replacing the current Rolm switch system used in the Downtown Campus Buildings, which include the County Administration Building, the Community Development/Public Works Building, the Justice Center and the SunTrust Building. It also includes a minor upgrade in the Hendry Street Building. There are two primary reasons for an equipment replacement at this time. First, the equipment in use is twenty-two years old, essentially outdated with today's available technology and uses parts that are not available should there be a breakdown. Second, the system is not in compliance with the 911 Emergency System.

ITG went through the proper bid process. Eventually a vendor meeting requirements was found. The vendor is on State Contract and is able to offer deep discounts from the list prices. The equipment chosen is highly regarded and a proven technology in the industry. Overall savings are up to \$2 million. The purchase positions the County to take advantage of the latest technologies. Further details and technical information is in the ITG presentation on this subject.

Background

The replacement of this system has been under consideration for several years. Initially, ITG staff met with users from each site to conduct a needs analysis. Audits identifying workflow inefficiencies were also taken into consideration. A RFQ was developed, with responses from three vendors in March of 2005. The three vendors, Sprint, Kent Technologies, and Nextira One were then ranked by staff. Nextira One was ranked first, and negotiations began with BoCC approval. During negotiations, Nextira notified staff that they could not meet bond requirements. Staff also learned that Nextira was going to lose partner status with Nortel. Nortel manufactures the desired equipment. Nextira One then sold its maintenance contracts to a third party and was eventually acquired by the company, Black Box. Black Box would subcontract installations and maintenance. Staff observed that a majority of Nextira technicians were joining Shared Technologies, a local Nortel partner. With a positive history with Shared Technologies and because of the events at Nextira, a request to negotiate with Shared Technologies was made and granted. Shared Technologies is on State Contract and is able to offer the county approximately 50% off listed prices for the equipment and services required.

User Improvements

With the use of up-to-date technology, improvements in customer services are expected in all user areas. Currently, many calls into the Justice Center, if transferred, are dropped due to incompatibilities in the system; both in software and hardware. Also, a recent lightning strike has disabled the ability to back up the phone mail system. The inherent characteristics of an up-to-date system, takes advantage of merging voice, internet and desktop environments, whether or not the user is mobile on a cell phone or Personal Data Assistant (PDA), or stationary at the office or home. This is important for entities currently with work at home employees. Information may transfer between mediums. A reliable system with such flexibility offers the ability to get information to those in a customer service capacity quicker and clearer.

Within the costs for the system, are funds set aside for staff training. ITG will work with both Shared Technologies and the County training program to provide the space, and identify appropriate staff to learn the many features the system offers.

There will be initially 150 licenses needed for desktop messaging and faxing, which will both interact with Outlook. Each year licenses will be reviewed and a "true up" will be done to match license costs to the number being used. This area will have a direct impact on staff productivity.

Costs

A telecommunications switch has an expected life span of 15 to 17 years. The current system at 22 years, is obviously on borrowed time. A price list furnished by Shared Technologies offers a comparison of the list price and a sale price. The listing shows savings from the list prices of between 45% - 55%; moreover, the choice of Nortel equipment comes with a reputation of reliability and flexibility, which makes it the preferred equipment for technicians and end users alike. Another plus, is partnering with Shared Technologies, which is a known quantity local provider. Included in the costs, is the decision to use a larger, more flexible platform, which offers greater user options and is advantageous to developing technologies, than the platform that was originally considered. In order to outfit all four locations, also providing service to the Cape Coral Constitutional Complex and a tower located at the SunTrust Building site, will be approximately \$1,959,815. Without the discounts offered by Shared Technologies, costs would approach \$4 million.

ITG has two sources to pay for the system. For several years, ITG, through its Intergovernmental Service Charges (IGS) has built up operating reserves. There are also two Capital Improvement Projects (CIP) dedicated to this endeavor. CIP funds total \$1,296,725. Operating Reserves would cover \$663,090. This expenditure would use approximately 31% of reserves. All costs would be paid from the ITG Fund.

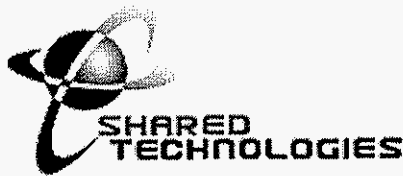
Conclusion

Though there is no documentation to show how productivity will truly be affected, one can intuitively deduce that if efficiencies in customer service are obtained, the number of customer service related positions may be able to be reduced.

Also, the number of technicians maintaining the system could be reduced, as breakdown and make-shift type repairs would be significantly reduced. The combination of the state of repair of the current system and the discounts offered by Shared Technologies provide an opportunity to bring the county into the 21st Century and be in a position to incorporate technologies currently in development that will be available in the next 10 years.

RK:ab

cc: Jim Desjarlais



SCHEDULE 1

07/27/2006

Lee County Government
 2480 Thompson Street
 Fort Myers, Florida 33901 - 3074
 Administration

Donna Pannier
 000-000-0000

Total Investment
 \$478,979.54

2115 Second Street Ft. Myers, Florida 33901

Vendor Equipment

<u>Qty.</u>	<u>Part Number</u>	<u>Description</u>	<u>List Price</u>	<u>Sale Price</u>	<u>Extended Price</u>
2	NTRH9101	Ethernet 802.3 10Base-T Transceiver (MAU) MIL-10P Kit	\$95.00	\$68.95	\$137.91
5	A0648379	Category 5 Ethernet Cable 25 ft	\$23.00	\$11.28	\$56.42
1	A0994241	Implementation Services Package - Ethernet Switch 300, 400, ERS 3510, 5500 series and BPS 2000, First Unit	\$1,453.00	\$1,390.00	\$1,390.00
1	NTHU52DA	Communication Server 1000M Multi Group CP PIV Base Pkg (DC)	\$54,125.00	\$24,544.96	\$24,544.96
2	NT6D42CD	Card Ring Generator DC IPE/PE 16VA RG- DC	\$1,700.00	\$551.07	\$1,102.15
4	NT6D80AC	Multi Purpose Serial Data Link 4 port	\$4,950.00	\$1,604.13	\$6,416.53
24	NT8D02HA	Card 16-port Extended Digital Line XDLC	\$2,975.00	\$964.38	\$23,145.10
3	NT8D04BA	Pack Superloop Network SNET	\$3,500.00	\$1,133.82	\$3,401.46
12	NT8D09CA	Extended Analogue Message Waiting Line Card	\$2,975.00	\$964.38	\$11,572.55
2	NT8D14CB	Card 8-Port Universal Trunk	\$3,600.00	\$1,166.28	\$2,332.56
1	NT8D16AB	Card 8-channel Extended Digitone	\$2,500.00	\$809.98	\$809.98

			Receiver XDTR		
3	NT8D49AA	Module EMI Expansion Module-to- Module	\$385.00	\$125.89	\$377.68
1	NT8D91AD	Cable Superloop to Ctrllr 6ft	\$55.00	\$25.34	\$25.34
1	NT8D91AE	Cable Superloop to Controller 8FT	\$60.00	\$27.71	\$27.71
2	NT8D91AF	Cable Superloop to Controller 10FT	\$60.00	\$27.71	\$55.42
1	NT8D91AG	Cable XNET to XPEC 12ft	\$65.00	\$30.09	\$30.09
2	NT8D93AW	Cable 48 Ft QSDI Paddleboard IO To DTE	\$90.00	\$41.17	\$82.34
2	NT9D18AA	Panel Side Cover UEM Left/Right	\$193.00	\$63.34	\$126.68
4	NTCG03AA	Cable 14 FT DDP/DDP2/CDDT12 to Clock Controller Option 51C-81C P1RJ11M-RJ11 Adapter-P2 DE9M	\$75.00	\$34.05	\$136.18
7	NTCK80AA	Cable Dual PRI to MSDL 6ft	\$130.00	\$59.38	\$415.68
1	NTDU27DC	Signaling Server - Release 4.5	\$5,500.00	\$2,494.88	\$2,494.88
2	NTDU41FC	Media Card 32 Port - IP Line 4.5 / Voice Gateway	\$4,700.00	\$2,131.45	\$4,262.91
24	NTE905AA	8 Premium Network Services Analog User License	\$832.00	\$377.68	\$9,064.22
4	NTE905BA	8 Premium Network Services IP User Extension License	\$1,992.00	\$903.41	\$3,613.65
63	NTE905DA	8 Premium Network Services Digital User License	\$832.00	\$377.68	\$23,793.57
64	NTE980JA	SIP Access Port License	\$141.00	\$64.13	\$4,104.55
128	NTE980MA	MUS CON License	\$34.00	\$15.84	\$2,026.94
32	NTE980RA	RAN CON Licence	\$286.00	\$129.85	\$4,155.22
2	NTTK14AB	AC Power Cord - NA NEMA 5-15P 125V 13A 10ft	\$25.00	\$11.88	\$23.75
4	NTWB15CA	Intelligent Peripheral	\$12,000.00	\$3,887.60	\$15,550.42

Equipment Module Package DC - 4 segment					
7	NTZC72AA	Dual Port DTI/PRI Package	\$12,000.00	\$3,887.60	\$27,213.23
6	P0605337	Panel cPCI Card Slot Filler	\$35.00	\$15.84	\$95.01
2	A0764503	CTI Adapter (CTIA) Charcoal	\$100.00	\$45.92	\$91.85
2	A0764508	M3900 Accessory Connection Module (ACM)	\$35.00	\$16.63	\$33.25
75	NT2F79EA	Rel 3 Eng M3901 M3902 M3903 M3904 User Guide (Pkg of 5 P0942070) N/C	\$0.00	\$0.00	\$0.00
8	NT2F80EA	Rel 3 Eng M3905 User Guide (Pkg of 5 P0942071) N/C	\$0.00	\$0.00	\$0.00
1	NTAG58BA	PC Console Interface Unit Assembly	\$1,650.00	\$748.23	\$748.23
75	NTMN32GA70	Meridian M3902 Basic Rel 3 Charcoal	\$182.00	\$83.14	\$6,235.21
75	NTMN33GA70	Meridian M3903 Enhanced Rel 3 Charcoal	\$335.00	\$152.02	\$11,401.53
265	NTMN34GA70	Meridian M3904 Professional Rel 3 Charcoal	\$550.00	\$249.41	\$66,093.24
2	NTMN35GA70	Meridian M3905 Call Centre Rel 3 Charcoal	\$550.00	\$249.41	\$498.82
30	NTMN37BA70	M3900 Key-Based Expansion Module - Charcoal without footstand	\$150.00	\$68.09	\$2,042.77
30	NTMN38AB70	M3900 KBA Single Footstand Kit 1 Charcoal	\$25.00	\$11.88	\$356.30
2	NTMN80AA	Boxed Option Wall Transformer 110V	\$40.00	\$18.21	\$36.42
2	NTMN82BA	PC Utility Software (used in conjunction with CTIA)	\$35.00	\$16.63	\$33.25
1	NTAG81AA	Audio Cable	\$45.00	\$20.59	\$20.59
1	NTAG81BA	Cable 9 Pin D-Sub Male to 9 Pin D-Sub Female	\$100.00	\$45.92	\$45.92

1	NTAG81CA	Media Card Maintenance Cable (3m)	\$88.00	\$40.38	\$40.38
1	NTAG86CD	MIRAN III Option Large	\$6,400.00	\$2,902.64	\$2,902.64
1	AL1001E06	Ethernet Routing Switch 5520-24T- PWR with 24 10/100/1000 IEEE 802.3af Power over Ethernet ports plus 4 fiber mini-GBIC ports. Includes North American power cord.	\$5,995.00	\$2,748.24	\$2,748.24
20	N0023000	IP Phone Global Power Supply (2007 and 11xx)	\$25.00	\$11.88	\$237.53
20	NTYS05AA	IP Phone 1140E with Icon keycaps without power supply	\$595.00	\$269.99	\$5,399.89
20	NTYS14AA	AC Cord North America 1.8m 10amp IEC320-C13	\$25.00	\$11.88	\$237.53
1	NTE900RC	Communication Server 1000M Multi Group system software	\$34,920.00	\$15,835.46	\$15,835.46
1	NTE95006	57 - BARS Basic Alternate Route Selection	\$0.00	\$0.00	\$0.00
32	NTE980PA	Personal Call Assistant License	\$20.00	\$9.50	\$304.04
1	SVOM0026	New Software Release Subscription - Code used for "New System and SRS purchase only". This code will be used for new order tracking only.	\$0.00	\$0.00	\$0.00
2	A0863689	PCMCIA Card (64Mb) for 11C Succession 1000	\$115.00	\$49.88	\$99.76
1	NT5D52AC	Ethernet Adapter for IPE modules	\$230.00	\$104.51	\$104.51
3	NT7D0009	Cap Air Exhaust, Molded	\$60.00	\$19.79	\$59.38
1	NT8D49AA	Module EMI Expansion Module-to-	\$385.00	\$125.89	\$125.89

		Module			
1	NTCG03AD	Cable 7 FT DDP/DDP2/CDDTI2 to Clock Controller Option 51C-81C P1RJ11M-RJ11 Adapter-P2 DE9M	\$60.00	\$27.71	\$27.71
3	NTCK80AB	Cable Dual PRI to MSDL 18ft	\$160.00	\$72.84	\$218.53
2	NTND14BC	Cable 10FT CNI to 3PE	\$150.00	\$68.09	\$136.18
					288,700.71

Ancillary Equipment

<u>Qty.</u>	<u>Part Number</u>	<u>Description</u>	<u>Sale Price</u>	<u>Extended Price</u>
350	6-THHN-GRN	6AWG STR THHN GRND CABLE GREEN (order by the foot off of 1000' spools)	\$0.35	\$121.89
4	1/24-XCONN	1PR 24AWG XCONN BLUE/WHITE (order in multiples of 1000' spools)	\$28.56	\$114.23
14	MTG-14-FM-8C45	PATCH CORD 8CON RJ45 STRAIT 14	\$4.85	\$67.87
8	KA6U	GROUNDING LUG, 10,8,6 WIRE	\$1.18	\$9.47
200	PLT1S-C	Tyraps, Small 4 (Order Qty's of 100)	\$0.18	\$36.22
200	PLT2S-C	Tyraps, Medium 7 (Order Qty's of 100)	\$0.13	\$25.07
15	5506-10	CAT-5E Patch Cable, 10' , Blue	\$4.17	\$62.48
200	PLT3S-C	Tyraps, Large 11 (Order Qty's of 100)	\$0.18	\$36.22
14	625A28NK-2	Surface Mount Jack 8C8P RJ48X Non- Keyed	\$5.03	\$70.40
2	DTK-3GTP	Surge Protector (NS#809579)	\$36.61	\$73.22
1	CNG-1000	NetEye Scan Main Site - CNG will perform the Assessment testing for 48 Hours	\$1,741.24	\$1,741.24
1	CNG-1001	NetEye Scan Remote Site - Includes one (1)	\$696.49	\$696.49

		endpoint		
2	CNG-1002	Additional End Points (VLAN) - Includes one (1) endpoint	\$208.95	\$417.90
1	4202023L3	Smart16 DC Shelf (No SNMP)	\$1,803.92	\$1,803.92
14	1202066L1	T1 ESF CSU Plug-In Card Smart16	\$799.85	\$11,197.95
14	4462287500	Adapter DB15 Female With Thumbscrews to RJ-48 Jack	\$3.83	\$53.63
1	SEB.NetII 32MB	Symphony Call Collector Box	\$8000.00	\$8000.00
8	201-50-PLEN	50Ft M1 61-81c JCS Cable Assembly	\$517.36	\$4,138.85
1	EINP4SM10	4 Serial Ports, 8 Sensors, 1 10/100 Base-T port, 10 Elements Segment Manager	\$2,507.38	\$2,507.38
Ancillary Equipment Total			\$31,174.41	
Subcontractor Total			\$84,747.58	
Installation Labor			\$65,316.38	
Customized Training Classes			\$3,670.87	
Shipping & Handling			\$8,102.73	
1st Year Warranty			Included	
Quote Total			\$478,979.54	

It is assumed the following or equivalent will be customer provided:

AS7011 - terminal/keyboard package
 Monitor Shelf
 Cable ladder
 D ring medium
 19X rack
 Surface mount jack
 66 block
 89B: Bracket

Also it is understood that Lee County wants to consolidate all analog station cards on IPE shelves, so ringing generators have been reduced to two for two IPE shelves.

Please see separate attachments for Intellidesk Database Server, Application Server (Park & Retrieve Feature) and PC console specifications

SRS Software Maintenance has been removed from this proposal per the customer's request.

For the purposes of this proposal and based on the information delivered by the customer at this time, Shared Technologies has made the following assumptions. Additional hardware, software, labor, and services may be required:

This quotation includes a Shared Technologies NetEye Scan (assessment) to determine pass/fail QoS status of network. Success of this test requires QoS configuration be enabled by the customer throughout the enterprise on all hardware, software and Managed Services supporting VoIP connectivity. VoIP requires QoS systems to be implemented in your IP network to ensure predictable and acceptable performance. The Network must meet all requirements as outlined by Nortel requirements and recommendations documentation.

Note: that additional test endpoints may be required based on customer requirements still to be determined.

If scan fails, Shared Technologies will review with the customer including but not limited to:

- purchasing a full network assessment to determine the trouble segments
- purchase Professional Services labor to assist in the QoS configuration
- upgrade or Hardware replacement of any necessary data infrastructure equipment required to support this application.

Customer MUST complete "NetEye Scan questioner" to be submitted with order.

Quote assumes the customer will provide a managed IP network (LAN & WAN) with QOS enabled routers and switches and also adequate bandwidth to support the VOIP application.

Quote ASSUMES customers data network is in place and capable of supporting a VoIP solution. Quote does NOT include any network related gear other than Baystack 460's in support of configuration of Nortel's CS1000 ELAN/TLAN/NSS subnets satisfying a Demarcation point between the "PBX" and customers Data network. Any additional data gear and/or interfaces required to integrate this application will be an additional cost.

Shared Technologies will NOT be held accountable for inadequate network functionality supporting this application.

Quote also ASSUMES all customers station cable meets minimum requirements to support IP sets (appropriate level of CAT5).

Please read all Notes very carefully.

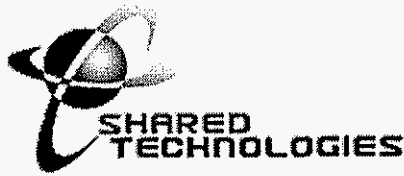
Total Investment

\$478,979.54

This quote will be valid for a period of 45 days following the date of this Schedule 1, thereafter, this quote will no longer be of any force and effect. All charges identified herein are exclusive of federal, state and local sales, use, excise, utility and gross receipts taxes, other similar tax-like charges, and tax-related surcharges, which Customer agrees to pay. This quote is subject to all terms and conditions of a Master Agreement, in effect, or otherwise entered into by, Customer and Shared Technologies

Customer Signature

Lee County Government



SCHEDULE 1

07/27/2006

Lee County Government
2480 Thompson Street

Fort Myers, Florida 33901 - 3074
Justice Center

Donna Pannier
000-000-0000

Total Investment
\$732,834.19

1700 Monroe Street Ft. Myers, Florida 33901

Vendor Equipment

<u>Qty.</u>	<u>Part Number</u>	<u>Description</u>	<u>List Price</u>	<u>Sale Price</u>	<u>Extended Price</u>
2	NTRH9101	Ethernet 802.3 10Base-T Transceiver (MAU) MIL-10P Kit	\$95.00	\$69.61	\$139.23
5	A0648379	Category 5 Ethernet Cable 25 ft	\$23.00	\$11.39	\$56.96
1	A0994241	Implementation Services Package - Ethernet Switch 300, 400, ERS 3510, 5500 series and BPS 2000, First Unit	\$1,453.00	\$1,390.00	\$1,390.00
1	NTHU52DA	Communication Server 1000M Multi Group CP PIV Base Pkg (DC)	\$54,125.00	\$24,754.22	\$24,754.22
2	NT6D42CD	Card Ring Generator DC IPE/PE 16VA RG- DC	\$1,700.00	\$555.77	\$1,111.54
5	NT6D80AC	Multi Purpose Serial Data Link 4 port	\$4,950.00	\$1,617.81	\$8,089.04
50	NT8D02HA	Card 16-port Extended Digital Line XDLC	\$2,975.00	\$972.60	\$48,630.07
4	NT8D04BA	Pack Superloop Network SNET	\$3,500.00	\$1,143.49	\$4,573.94
14	NT8D09CA	Extended Analogue Message Waiting Line Card	\$2,975.00	\$972.60	\$13,616.42
2	NT8D14CB	Card 8-Port Universal Trunk	\$3,600.00	\$1,176.22	\$2,352.45
2	NT8D16AB	Card 8-channel Extended Digitone Receiver XDTR	\$2,500.00	\$816.89	\$1,633.78

1	NT8D46AP	XSM Ext Serial Link Cable Assembly	\$15.00	\$7.19	\$7.19
4	NT8D49AA	Module EMI Expansion Module-to- Module	\$385.00	\$126.97	\$507.86
2	NT8D91AD	Cable Superloop to Ctrllr 6ft	\$55.00	\$25.55	\$51.11
2	NT8D91AE	Cable Superloop to Controller 8FT	\$60.00	\$27.95	\$55.90
2	NT8D91AF	Cable Superloop to Controller 10FT	\$60.00	\$27.95	\$55.90
1	NT8D91AG	Cable XNET to XPEC 12ft	\$65.00	\$30.34	\$30.34
2	NT8D93AW	Cable 48 Ft QSDI Paddleboard IO To DTE	\$90.00	\$41.52	\$83.05
2	NT9D18AA	Panel Side Cover UEM Left/Right	\$193.00	\$63.88	\$127.76
4	NTCG03AA	Cable 14 FT DDP/DDP2/CDDTI2 to Clock Controller Option 51C-81C P1RJ11M-RJ11 Adapter-P2 DE9M	\$75.00	\$34.34	\$137.35
7	NTCK80AA	Cable Dual PRI to MSDL 6ft	\$130.00	\$59.89	\$419.22
2	NTCK80AB	Cable Dual PRI to MSDL 18ft	\$160.00	\$73.46	\$146.93
1	NTDU27DC	Signaling Server - Release 4.5	\$5,500.00	\$2,516.15	\$2,516.15
2	NTDU41FC	Media Card 32 Port - IP Line 4.5 / Voice Gateway	\$4,700.00	\$2,149.62	\$4,299.25
34	NTE905AA	8 Premium Network Services Analog User License	\$832.00	\$380.90	\$12,950.45
4	NTE905BA	8 Premium Network Services IP User Extension License	\$1,992.00	\$911.12	\$3,644.46
98	NTE905DA	8 Premium Network Services Digital User License	\$832.00	\$380.90	\$37,327.77
30	NTE905GA	1 Premium Network Services ACD Agents User License	\$265.00	\$121.38	\$3,641.27
64	NTE980JA	SIP Access Port License	\$141.00	\$64.68	\$4,139.54
128	NTE980MA	MUS CON License	\$34.00	\$15.97	\$2,044.22

32	NTE980RA	RAN CON Licence	\$286.00	\$130.96	\$4,190.65
2	NTTK14AB	AC Power Cord - NA NEMA 5-15P 125V 13A 10ft	\$25.00	\$11.98	\$23.96
1	NTWB15AB	Meridian 1 Top Cap & Pedestal DC Package	\$7,000.00	\$2,286.97	\$2,286.97
5	NTWB15CA	Intelligent Peripheral Equipment Module Package DC - 4 segment	\$12,000.00	\$3,920.75	\$19,603.75
9	NTZC72AA	Dual Port DTI/PRI Package	\$12,000.00	\$3,920.75	\$35,286.74
6	P0605337	Panel cPCI Card Slot Filler	\$35.00	\$15.97	\$95.82
146	NT2F79EA	Rel 3 Eng M3901 M3902 M3903 M3904 User Guide (Pkg of 5 P0942070) N/C	\$0.00	\$0.00	\$0.00
8	NT2F80EA	Rel 3 Eng M3905 User Guide (Pkg of 5 P0942071) N/C	\$0.00	\$0.00	\$0.00
1	NTAG58BA	PC Console Interface Unit Assembly	\$1,650.00	\$754.60	\$754.60
196	NTMN32GA70	Meridian M3902 Basic Rel 3 Charcoal	\$182.00	\$83.84	\$16,433.61
196	NTMN33GA70	Meridian M3903 Enhanced Rel 3 Charcoal	\$335.00	\$153.32	\$30,050.03
375	NTMN34GA70	Meridian M3904 Professional Rel 3 Charcoal	\$550.00	\$251.53	\$94,325.56
30	NTMN37BA70	M3900 Key-Based Expansion Module - Charcoal without footstand	\$150.00	\$68.67	\$2,060.19
30	NTMN38AB70	M3900 KBA Single Footstand Kit 1 Charcoal	\$25.00	\$11.98	\$359.34
1	NTAG81AA	Audio Cable	\$45.00	\$20.76	\$20.76
1	NTAG81BA	Cable 9 Pin D-Sub Male to 9 Pin D-Sub Female	\$100.00	\$46.31	\$46.31
1	NTAG81CA	Media Card Maintenance Cable (3m)	\$88.00	\$40.72	\$40.72
1	NTAG86CD	MIRAN III Option Large	\$6,400.00	\$2,927.39	\$2,927.39
20	A0619627	Power Transformer	\$53.00	\$24.75	\$495.08

		(117/120 VAC 50/60 Hz)			
1	AL1001E05	Ethernet Routing Switch 5520-48T-PWR with 48 10/100/1000 IEEE 802.3af Power over Ethernet ports plus 4 fiber mini-GBIC ports. Includes North American power cord.	\$7,995.00	\$3,696.36	\$3,696.36
1	AL1001E06	Ethernet Routing Switch 5520-24T-PWR with 24 10/100/1000 IEEE 802.3af Power over Ethernet ports plus 4 fiber mini-GBIC ports. Includes North American power cord.	\$5,995.00	\$2,771.67	\$2,771.67
20	N0023000	IP Phone Global Power Supply (2007 and 11xx)	\$25.00	\$11.98	\$239.56
20	NTDU92BC70E6	IP Phone 2004 (Charc/Bez) Eng Text Keys w/o PS (RoHS)	\$420.00	\$192.44	\$3,848.88
20	NTYS05BA	IP Phone 1140E with English Text keycaps without power supply	\$595.00	\$272.30	\$5,445.93
20	NTYS14AA	AC Cord North America 1.8m 10amp IEC320-C13	\$25.00	\$11.98	\$239.56
1	NTE900RC	Communication Server 1000M Multi Group system software	\$34,920.00	\$15,970.46	\$15,970.46
1	NTE95006	57 - BARS Basic Alternate Route Selection	\$0.00	\$0.00	\$0.00
32	NTE980PA	Personal Call Assistant License	\$20.00	\$9.58	\$306.63
1	SVOM0026	New Software Release Subscription - Code used for "New System and SRS purchase only". This code will be used for new order tracking only.	\$0.00	\$0.00	\$0.00
1	NT9S90AA	CCT 5.0 to CCT 6.0 Prepaid Base	\$0.00	\$0.00	\$0.00

		Upgrade			
2	NTRB18CA	PD Pack Meridian Mail Gateway (MGATE)	\$500.00	\$229.18	\$458.35
1	NTUB16AB	CallPilot External Modem Kit	\$300.00	\$137.35	\$137.35
1	NTUB56BA	CALLPILOT/HMS TRP MONITOR PERIPHERAL KIT	\$776.00	\$355.34	\$355.34
1	NTUB91BA	CallPilot ELAN Rack Sys - 96 Channels - MPU Integration Package	\$5,300.00	\$2,424.32	\$2,424.32
18	NTZE07EA	Callpilot 2 Voice Channel Package	\$700.00	\$320.21	\$5,763.74
1	NTZE11DA	CallPilot Desktop Messaging Capability 100 Users	\$8,500.00	\$3,888.01	\$3,888.01
1	NTZE13DA	CallPilot Networking /EN/AMIS/VPIM 1 to 96 Channels	\$3,150.00	\$1,441.33	\$1,441.33
1	NTZE14DA	CallPilot NMS Networking - 1 to 96 Channels	\$2,100.00	\$961.42	\$961.42
1	NTZE19CA	CallPilot Voice Capability - 100 Seats	\$8,500.00	\$3,888.01	\$3,888.01
2	NTZE19FA	CallPilot Voice Capability - 1000 Seats	\$50,000.00	\$22,867.31	\$45,734.62
1	NTZE39AB	CallPilot Integration for M1 CS 1000M CS 1000E	\$0.00	\$0.00	\$0.00
1	NTZE4001	CallPilot New System Order Specifier Code (No Charge)	\$0.00	\$0.00	\$0.00
1	NTZE82CA	CallPilot 4.0 Rackmount DC ELAN System	\$45,000.00	\$20,580.34	\$20,580.34
2	A0863689	PCMCIA Card (64Mb) for 11C Succession 1000	\$115.00	\$50.31	\$100.61
3	NT7D0009	Cap Air Exhaust, Molded	\$60.00	\$19.96	\$59.89
2	NTND14BC	Cable 10FT CNI to 3PE	\$150.00	\$68.67	\$137.35

Nortel System Equipment Total

\$506,001.60

Ancillary Equipment

<u>Qty.</u>	<u>Part Number</u>	<u>Description</u>	<u>Sale Price</u>	<u>Extended Price</u>
500	6-THHN-GRN	6AWG STR THHN GRND CABLE GREEN (order by the foot off of 1000' spools)	\$0.35	\$175.79
5	1/24-XCONN	1PR 24AWG XCONN BLUE/WHITE (order in multiples of 1000' spools)	\$28.83	\$144.15
17	MTG-14-FM-8C45	PATCH CORD 8CON RJ45 STRAIT 14	\$4.89	\$83.20
9	KA6U	GROUNDING LUG, 10,8,6 WIRE	\$1.20	\$10.76
200	PLT1S-C	Tyraps, Small 4 (Order Qty's of 100)	\$0.18	\$36.56
200	PLT2S-C	Tyraps, Medium 7 (Order Qty's of 100)	\$0.13	\$25.31
15	5506-10	CAT-5E Patch Cable, 10' , Blue	\$4.20	\$63.07
200	PLT3S-C	Tyraps, Large 11 (Order Qty's of 100)	\$0.18	\$36.56
17	625A28NK-2	Surface Mount Jack 8C8P RJ48X Non- Keyed	\$5.08	\$86.31
2	DTK-3GTP	Surge Protector (NS#809579)	\$36.96	\$73.92
1	CNG-1000	NetEye Scan Main Site - CNG will perform the Assessment testing for 48 Hours	\$1,757.92	\$1,757.92
1	CNG-1001	NetEye Scan Remote Site - Includes one (1) endpoint	\$703.17	\$703.17
2	CNG-1002	Additional End Points (VLAN) - Includes one (1) endpoint	\$210.95	\$421.90
2	4202023L3	Smart16 DC Shelf (No SNMP)	\$1,821.21	\$3,642.42
17	1202066L1	T1 ESF CSU Plug-In Card Smart16	\$807.52	\$13,727.83
17	4462287500	Adapter DB15 Female With Thumbscrews to RJ-48 Jack	\$3.87	\$65.75
1	SEB.NetIII 32MB	Symphony Call Collector Box	\$8000.00	\$8000.00

10	201-50-PLEN	50Ft M1 61-81c JCS Cable Assembly	\$522.31	\$5,223.14
1	EINP4SM10	4 Serial Ports, 8 Sensors, 1 10/100 Base-T port, 10 Elements Segment Manager	\$2,531.41	\$2,531.41

Ancillary Equipment Total	\$36,809.17
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Subcontractor Total	\$77,320.73
Installation Labor	\$92,545.93
Customized Training Classes	\$5,715.36
Shipping & Handling	\$14,441.40
1st Year Warranty	Included
Quote Total	\$732,834.19

The following have been removed from this quote it is assumed they will be provided by Lee County

AS7011 - terminal/keyboard package

11245-519: Monitor Shelf

10250-712: Cable ladder

GB13B: D ring medium

46353-703: 19X rack

625A28NK-2: Surface mount jack

66M150: 66 block (or equivalent 110 blocks will be provided)

89B: Bracket

OKI M320 serial printer

SRS – Software Maintenance has been removed from this proposal per the customer's request.

For the purposes of this proposal and based on the information delivered by the customer at this time, Shared Technologies has made the following assumptions. Additional hardware, software, labor, and services may be required:

This quotation includes a Shared Technologies NetEye Scan (assessment) to determine pass/fail QoS status of network. Success of this test requires QoS configuration be enabled by the customer throughout the enterprise on all hardware, software and Managed Services supporting VoIP connectivity. VoIP requires QoS systems to be implemented in your IP network to ensure

Nortel requirements and recommendations documentation.

Note: that additional test endpoints may be required based on customer requirements still to be determined.

If scan fails, Shared Technologies will review with the customer including but not limited to:

- purchasing a full network assessment to determine the trouble segments
- purchase Professional Services labor to assist in the QoS configuration
- upgrade or Hardware replacement of any necessary data infrastructure equipment required to support this application.

Customer MUST complete "NetEye Scan questioner" to be submitted with order.

Quote assumes the customer will provide a managed IP network (LAN & WAN) with QoS enabled routers and switches and also adequate bandwidth to support the VOIP application.

Quote ASSUMES customers data network is in place and capable of supporting a VoIP solution. Quote does NOT include any network related gear other than Baystack 460's in support of configuration of Nortel's CS1000 ELAN/TLAN/NSS subnets satisfying a Demarcation point between the "PBX" and customers Data network. Any additional data gear and/or interfaces required to integrate this application will be an additional cost.

Shared Technologies will NOT be held accountable for inadequate network functionality supporting this application.

Quote also ASSUMES all customers station cable meets minimum requirements to support IP sets (appropriate level of CAT5).

Please read all Notes very carefully.

Battery Research & Testing (the following is excerpted from the BR&T application). Please refer to BR&T attachment to review all notes.

We will be doing all of this work during off hours and we will need for you to supply us with the current emergency site contact names and numbers.

This quotation is based upon the following assumptions: (2) techs (1) 7 hr day on site for delivery and initial

installation. (2) techs (1) 10 hr day on site for final install, start up, cut over, and inspection reports. (0) days of Per

Diem. Project scheduled times: Between 5PM to 5AM, Monday thru Friday. Travel: (2) day of round trips from

nearest BR&T facility to site. All specified power board materials that are listed above.

1. The customer may incur additional costs due to delays or cancellations. These costs can include waiting

time, per diem, additional travel or restocking cost.

2. Additional labor and expenses will be invoiced upon completion as applicable based on \$75/man hour and

materials at cost plus 10%.

3. Approved additional charges will be billed upon completion of the project.

Total Investment

\$732,834.19

This quote will be valid for a period of 45 days following the date of this Schedule 1, thereafter, this quote will no longer be of any force and effect. All charges identified herein are exclusive of federal, state and local sales, use, excise, utility and gross receipts taxes, other similar tax-like charges, and tax-related surcharges, which Customer agrees to pay. This quote is subject to all terms and conditions of a Master Agreement, in effect, or otherwise entered into by, Customer and Shared Technologies

Customer Signature _____

Lee County Government



SCHEDULE 1

07/27/2006

Lee County Government
2480 Thompson Street
Fort Myers, Florida 33901 - 3074
Public Works

Donna Pannier
 000-000-0000

Total Investment
\$528,286.99

1500 Monroe Street Ft. Myers, Florida 33901

Vendor Equipment

<u>Qty.</u>	<u>Part Number</u>	<u>Description</u>	<u>List Price</u>	<u>Sale Price</u>	<u>Extended Price</u>
2	NTRH9101	Ethernet 802.3 10Base-T Transceiver (MAU) MIL-10P Kit	\$95.00	\$68.93	\$137.86
5	A0648379	Category 5 Ethernet Cable 25 ft	\$23.00	\$11.28	\$56.40
1	A0994241	Implementation Services Package - Ethernet Switch 300, 400, ERS 3510, 5500 series and BPS 2000, First Unit	\$1,453.00	\$1,390.00	\$1,390.00
1	NTHU52DA	Communication Server 1000M Multi Group CP PIV Base Pkg (DC)	\$54,125.00	\$23,350.45	\$23,350.45
2	NT6D42CD	Card Ring Generator DC IPE/PE 16VA RG- DC	\$1,700.00	\$524.26	\$1,048.51
4	NT6D80AC	Multi Purpose Serial Data Link 4 port	\$4,950.00	\$1,526.06	\$6,104.26
25	NT8D02HA	Card 16-port Extended Digital Line XDLC	\$2,975.00	\$917.45	\$22,936.17
3	NT8D04BA	Pack Superloop Network SNET	\$3,500.00	\$1,078.64	\$3,235.92
12	NT8D09CA	Extended Analogue Message Waiting Line Card	\$2,975.00	\$917.45	\$11,009.36
2	NT8D14CB	Card 8-Port Universal Trunk	\$3,600.00	\$1,109.52	\$2,219.05
1	NT8D16AB	Card 8-channel Extended Digitone	\$2,500.00	\$770.56	\$770.56

		Receiver XDTR			
3	NT8D49AA	Module EMI Expansion Module-to- Module	\$385.00	\$119.77	\$359.30
1	NT8D91AD	Cable Superloop to Ctrllr 6ft	\$55.00	\$24.10	\$24.10
2	NT8D91AE	Cable Superloop to Controller 8FT	\$60.00	\$26.36	\$52.73
2	NT8D91AF	Cable Superloop to Controller 10FT	\$60.00	\$26.36	\$52.73
2	NT8D93AW	Cable 48 Ft QSDI Paddleboard IO To DTE	\$90.00	\$39.17	\$78.34
2	NT9D18AA	Panel Side Cover UEM Left/Right	\$193.00	\$60.26	\$120.52
4	NTCG03AA	Cable 14 FT DDP/DDP2/CDDTI2 to Clock Controller Option 51C-81C P1RJ11M-RJ11 Adapter-P2 DE9M	\$75.00	\$32.39	\$129.56
7	NTCK80AA	Cable Dual PRI to MSDL 6ft	\$130.00	\$56.49	\$395.45
1	NTDU27DC	Signaling Server - Release 4.5	\$5,500.00	\$2,373.46	\$2,373.46
2	NTDU41FC	Media Card 32 Port - IP Line 4.5 / Voice Gateway	\$4,700.00	\$2,027.72	\$4,055.45
23	NTE905AA	8 Premium Network Services Analog User License	\$832.00	\$359.30	\$8,263.80
4	NTE905BA	8 Premium Network Services IP User Extension License	\$1,992.00	\$859.45	\$3,437.79
63	NTE905DA	8 Premium Network Services Digital User License	\$832.00	\$359.30	\$22,635.62
40	NTE905YA	Symposium ACD Agent user ISM L4	\$133.00	\$57.25	\$2,289.85
64	NTE980JA	SIP Access Port License	\$141.00	\$61.01	\$3,904.80
128	NTE980MA	MUS CON License	\$34.00	\$15.06	\$1,928.30
32	NTE980RA	RAN CON Licence	\$286.00	\$123.53	\$3,953.00
2	NTTK14AB	AC Power Cord - NA NEMA 5-15P 125V 13A 10ft	\$25.00	\$11.30	\$22.60
4	NTWB15CA	Intelligent Peripheral	\$12,000.00	\$3,698.41	\$14,793.64

Equipment Module Package DC - 4 segment					
7	NTZC72AA	Dual Port DTI/PRI Package	\$12,000.00	\$3,698.41	\$25,888.87
6	P0605337	Panel cPCI Card Slot Filler	\$35.00	\$15.06	\$90.39
75	NT2F79EA	Rel 3 Eng M3901 M3902 M3903 M3904 User Guide (Pkg of 5 P0942070) N/C	\$0.00	\$0.00	\$0.00
8	NT2F80EA	Rel 3 Eng M3905 User Guide (Pkg of 5 P0942071) N/C	\$0.00	\$0.00	\$0.00
5	NTAG58BA	PC Console Interface Unit Assembly	\$1,650.00	\$711.81	\$3,559.06
75	NTMN32GA70	Meridian M3902 Basic Rel 3 Charcoal	\$182.00	\$79.09	\$5,931.77
75	NTMN33GA70	Meridian M3903 Enhanced Rel 3 Charcoal	\$335.00	\$144.62	\$10,846.66
244	NTMN34GA70	Meridian M3904 Professional Rel 3 Charcoal	\$550.00	\$237.27	\$57,894.05
10	NTMN35GA70	Meridian M3905 Call Centre Rel 3 Charcoal	\$550.00	\$237.27	\$2,372.71
30	NTMN37BA70	M3900 Key-Based Expansion Module - Charcoal without footstand	\$150.00	\$64.78	\$1,943.36
30	NTMN38AB70	M3900 KBA Single Footstand Kit 1 Charcoal	\$25.00	\$11.30	\$338.96
1	NTAG81AA	Audio Cable	\$45.00	\$19.58	\$19.58
1	NTAG81BA	Cable 9 Pin D-Sub Male to 9 Pin D-Sub Female	\$100.00	\$43.69	\$43.69
1	NTAG81CA	Media Card Maintenance Cable (3m)	\$88.00	\$38.42	\$38.42
1	NTAG86CD	MIRAN III Option Large	\$6,400.00	\$2,761.38	\$2,761.38
1	AL1001E06	Ethernet Routing Switch 5520-24T- PWR with 24 10/100/1000 IEEE 802.3af Power over Ethernet ports plus 4	\$5,995.00	\$2,614.50	\$2,614.50

		fiber mini-GBIC ports. Includes North American power cord.			
20	N0023000	IP Phone Global Power Supply (2007 and 11xx)	\$25.00	\$11.30	\$225.97
20	NTYS05BA	IP Phone 1140E with English Text keycaps without power supply	\$595.00	\$256.85	\$5,137.10
20	NTYS14AA	AC Cord North America 1.8m 10amp IEC320-C13	\$25.00	\$11.30	\$225.97
1	NTE900RC	Communication Server 1000M Multi Group system software	\$34,920.00	\$15,064.81	\$15,064.81
1	NTE95006	57 - BARS Basic Alternate Route Selection	\$0.00	\$0.00	\$0.00
32	NTE980PA	Personal Call Assistant License	\$20.00	\$9.04	\$289.24
1	SVOM0026	New Software Release Subscription - Code used for "New System and SRS purchase only". This code will be used for new order tracking only.	\$0.00	\$0.00	\$0.00
1	NT9S20AA	CCM 6.0 Nodal Base System	\$17,246.00	\$7,440.51	\$7,440.51
50	NT9S21BA	CC Standard Voice Agent Increment 50- 99	\$992.00	\$428.59	\$21,429.69
1	NT9S34AA	CC 6.0 License File on Media	\$349.00	\$150.65	\$150.65
1	NT9S89AA	Contact Center Switch Type Indicator - M1/CS1000	\$0.00	\$0.00	\$0.00
2	A0863689	PCMCIA Card (64Mb) for 11C Succession 1000	\$115.00	\$47.45	\$94.91
1	NT5D52AC	Ethernet Adapter for IPE modules	\$230.00	\$99.43	\$99.43
3	NT7D0009	Cap Air Exhaust, Molded	\$60.00	\$18.83	\$56.49
1	NT8D49AA	Module EMI Expansion Module-to-	\$385.00	\$119.77	\$119.77

		Module			
1	NTCG03AD	Cable 7 FT DDP/DDP2/CDDTI2 to Clock Controller Option 51C-81C P1RJ11M-RJ11 Adapter-P2 DE9M	\$60.00	\$26.36	\$26.36
3	NTCK80AB	Cable Dual PRI to MSDL 18ft	\$160.00	\$69.30	\$207.89
2	NTND14BC	Cable 10FT CNI to 3PE	\$150.00	\$64.78	\$129.56

Nortel System Equipment Total **\$306,171.27**

Ancillary Equipment

<u>Qty.</u>	<u>Part Number</u>	<u>Description</u>	<u>Sale Price</u>	<u>Extended Price</u>
350	6-THHN-GRN	6AWG STR THHN GRND CABLE GREEN (order by the foot off of 1000' spools)	\$0.35	\$121.85
4	1/24-XCONN	1PR 24AWG XCONN BLUE/WHITE (order in multiples of 1000' spools)	\$28.55	\$114.19
14	MTG-14-FM-8C45	PATCH CORD 8CON RJ45 STRAIT 14	\$4.85	\$67.85
8	KA6U	GROUNDING LUG, 10,8,6 WIRE	\$1.18	\$9.47
200	PLT1S-C	Tyraps, Small 4 (Order Qty's of 100)	\$0.18	\$36.21
200	PLT2S-C	Tyraps, Medium 7 (Order Qty's of 100)	\$0.13	\$25.07
15	5506-10	CAT-5E Patch Cable, 10', Blue	\$4.16	\$62.46
200	PLT3S-C	Tyraps, Large 11 (Order Qty's of 100)	\$0.18	\$36.21
14	625A28NK-2	Surface Mount Jack 8C8P RJ48X Non- Keyed	\$5.03	\$70.38
2	DTK-3GTP	Surge Protector (NS#809579)	\$36.60	\$73.19
1	CNG-1000	NetEye Scan Main Site - CNG will perform the Assessment testing for 48 Hours	\$1,740.69	\$1,740.69

1	CNG-1001	NetEye Scan Remote Site - Includes one (1) endpoint	\$696.28	\$696.28
2	CNG-1002	Additional End Points (VLAN) - Includes one (1) endpoint	\$208.88	\$417.77
1	4202023L3	Smart16 DC Shelf (No SNMP)	\$1,803.36	\$1,803.36
14	1202066L1	T1 ESF CSU Plug-In Card Smart16	\$799.60	\$11,194.45
14	4462287500	Adapter DB15 Female With Thumbscrews to RJ-48 Jack	\$3.83	\$53.61
8	201-50-PLEN	50Ft M1 61-81c JCS Cable Assembly	\$517.19	\$4,137.55
1	SEB.NetII 32MB	Symphony Call Collector Box	\$8000.00	\$8000.00
1	EINP2SM05	2 Serial Ports, 4 Sensors, 1 10/100 Base-T port, 5 Elements Segment Manager	\$1,944.00	\$1,944.00
1	EINP4SM10	4 Serial Ports, 8 Sensors, 1 10/100 Base-T port, 10 Elements Segment Manager	\$2,506.59	\$2,506.59

Ancillary Equipment Total \$33,111.16

Subcontractor Total	\$116,316.71
Installation Labor	\$59,155.96
Customized Training Classes	\$4,332.93
Shipping & Handling	\$9,198.46
1st Year Warranty	Included
Quote Total	<u>\$528,286.99</u>

It is assumed the following or equivalent will be customer provided:

- AS7011 - terminal/keyboard package
- Monitor Shelf
- Cable ladder
- D ring medium
- 19X rack
- Surface mount jack
- 66 block

OKI M320

SRS – software maintenance program has been removed from this proposal per the customer's request.

For the purposes of this proposal and based on the information delivered by the customer at this time, Shared Technologies has made the following assumptions. Additional hardware, software, labor, and services may be required:

This quotation includes a Shared Technologies NetEye Scan (assessment) to determine pass/fail QoS status of network. Success of this test requires QoS configuration be enabled by the customer throughout the enterprise on all hardware, software and Managed Services supporting VoIP connectivity. VoIP requires QoS systems to be implemented in your IP network to ensure predictable and acceptable performance. The Network must meet all requirements as outlined by Nortel requirements and recommendations documentation.

Note: that additional test endpoints may be required based on customer requirements still to be determined.

If scan fails, Shared Technologies will review with the customer including but not limited to:

- purchasing a full network assessment to determine the trouble segments
- purchase Professional Services labor to assist in the QoS configuration
- upgrade or Hardware replacement of any necessary data infrastructure equipment required to support this application.

Customer MUST complete "NetEye Scan questioner" to be submitted with order.

Quote assumes the customer will provide a managed IP network (LAN & WAN) with QoS enabled routers and switches and also adequate bandwidth to support the VOIP application.

Quote ASSUMES customers data network is in place and capable of supporting a VoIP solution. Quote does NOT include any network related gear other than Baystack 460's in support of configuration of Nortel's CS1000 ELAN/TLAN/NSS subnets satisfying a Demarcation point between the "PBX" and customers Data network. Any additional data gear and/or interfaces required to integrate this application will be an additional cost.

Shared Technologies will NOT be held accountable for inadequate network functionality supporting this application.

Quote also ASSUMES all customers station cable meets minimum requirements to support IP sets (appropriate level of CAT5).

Please read all Notes very carefully.

Total Investment

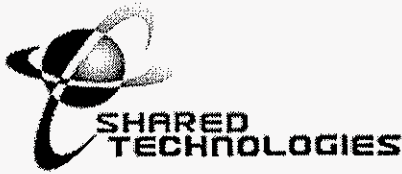
\$528,286.99

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herein are exclusive of federal, state and local sales, use, excise, utility and gross receipts taxes, other similar tax-like charges, and tax-related surcharges, which Customer agrees to pay. This quote is subject to all terms and conditions of a Master Agreement, in effect, or otherwise entered into by, Customer and Shared Technologies

Customer Signature _____

Lee County Government



SCHEDULE 1

07/27/2006

Lee County Government

2480 Thompson Street

Fort Myers, Florida 33901 - 3074

Suntrust Expansion for Downtown Core

Donna Pannier

000-000-0000

**Total Investment
\$209,699.82**

2000 Maint St 1st FI Fort Myers, Florida 33901

Vendor Equipment

<u>Qty.</u>	<u>Part Number</u>	<u>Description</u>	<u>List Price</u>	<u>Sale Price</u>	<u>Extended Price</u>
1	NTHU39DA	FNF Network Group Expansion (DC)	\$19,284.00	\$8,280.89	\$8,280.89
2	N0026096	Blank Faceplate MMDU Slot	\$35.00	\$15.74	\$31.49
2	NT4N39AA	Call Processor CP PIV Pack with 512MB DDR and On-board Hard Drive	\$14,500.00	\$4,447.47	\$8,894.93
1	NT8D02HA	Card 16-port Extended Digital Line XDLC	\$2,975.00	\$913.19	\$913.19
1	NT8D46AP	XSM Ext Serial Link Cable Assembly	\$15.00	\$6.75	\$6.75
2	NT8D49AA	Module EMI Expansion Module-to-Module	\$385.00	\$119.21	\$238.42
1	NTE960EC	System Upgrade to PBX 81C/1000M Multi Group CP PIV Fiber Network Fabric	\$17,460.00	\$7,497.41	\$7,497.41
1	NTHU37AA	Upgrade Network Group to FNF (group zero)	\$5,360.00	\$2,301.71	\$2,301.71
2	NTND14BA	Cable CNI to 3PE 6ft	\$150.00	\$64.48	\$128.96
2	NTND14BC	Cable 10FT CNI to 3PE	\$150.00	\$64.48	\$128.96
4	NTRC48AA	Cable 6.5 FT FIJI SONET Fibre Ring	\$40.00	\$17.24	\$68.98
1	NTWB15AB	Meridian 1 Top Cap & Pedestal DC Package	\$7,000.00	\$2,147.26	\$2,147.26
1	NTAG58BA	PC Console Interface Unit Assembly	\$1,650.00	\$708.51	\$708.51
1	AL1001E05	Ethernet Routing Switch 5520-48T-PWR with 48 10/100/1000 IEEE 802.3af Power over Ethernet ports plus 4 fiber mini-GBIC ports. Includes North American power cord.	\$7,995.00	\$3,470.55	\$3,470.55

1	NTTL04AA	OTM Premium 50 Sets Expansion	\$500.00	\$215.18	\$215.18
2	NTTL04BA	OTM Premium 250 Sets Expansion	\$2,300.00	\$988.16	\$1,976.32
3	NTTL04CA	OTM Premium 1000 Sets Expansion	\$8,000.00	\$3,435.32	\$10,305.95
1	NTTL25CF	OTM 1.2 or 2.X Upgrade to OTM 2.2 Premium	\$500.00	\$215.18	\$215.18
904	SVOM0028	Software Release Subscription Enablement - Like for Like Software Upgrade per Extension (previous release to current release)	\$0.00	\$0.00	\$0.00
2	NTRB18CA	PD Pack Meridian Mail Gateway (MGATE)	\$500.00	\$215.18	\$430.35
1	NTUB81AB	CallPilot 702t Tower or Rackmount 1001rp, 1002rp Platform DSP Expansion kit -- MPUs 49 to 96	\$0.00	\$0.00	\$0.00
24	NTZE07EA	Callpilot 2 Voice Channel Package	\$700.00	\$300.65	\$7,215.51
1	NTZE13DA	CallPilot Networking /EN/AMIS/VPIM 1 to 96 Channels	\$3,150.00	\$1,353.28	\$1,353.28
1	NTZE19AA	CallPilot Voice Capability - 20 Seats	\$2,000.00	\$859.20	\$859.20
1	NTZE19CA	CallPilot Voice Capability - 100 Seats	\$8,500.00	\$3,650.49	\$3,650.49
1	NTZE19FA	CallPilot Voice Capability - 1000 Seats	\$50,000.00	\$21,470.35	\$21,470.35
1	NTZE33DA	CallPilot 2.02 to 4.0 Rackmount 1002rp Upgrade Package	\$5,000.00	\$2,147.26	\$2,147.26
1	NTZE4002	CallPilot Upgrade Order Specifier Code (No Charge)	\$0.00	\$0.00	\$0.00
540	NTZE56AA	CallPilot R2.02-2.5 to R4.0 Software Upgrade Fee	\$20.00	\$9.00	\$4,858.32
1	NTZE60AD	CP 2.025 Service Update PEP Package - Succession Platforms only	\$0.00	\$0.00	\$0.00
2	NT4N41DB	Module cPCI Core/Network (CN) DC	\$14,000.00	\$6,012.18	\$12,024.35
2	NT4N48BA	System Utility Card (Horizontal LCD display and EMC gasket)	\$1,430.00	\$614.79	\$1,229.58
2	NT4N65AC	Pack 2-Port Core to Network Interface CNI-2	\$2,420.00	\$742.24	\$1,484.49
2	NT4N88AA	Cable, CPP to I/O Panel DTE,	\$170.00	\$73.47	\$146.95

		4ft.			
2	NT4N88BA	Cable, CPP to I/O Panel DCE, 4ft.	\$170.00	\$73.47	\$146.95
2	NT4N90CA	CAT5E CABLE ASSY, ETHERNET	\$175.00	\$75.72	\$151.45
2	NT6D41CA	Power Supply DC Common Equipment CEPS-DC	\$4,400.00	\$1,350.28	\$2,700.57
2	NT7D06AA	Blank Faceplate 2.75 Inch Network Module	\$39.00	\$17.99	\$35.99
2	NT8D17HC	Pack, Conference, Tone and Digit Switch (CT)	\$5,500.00	\$1,687.67	\$3,375.34
2	NT8D22AD	Monitor AC/DC Pedestal System Monitor	\$1,010.00	\$310.39	\$620.79
1	NT8D41BB	Paddleboard 4-Port Quad SDI	\$3,135.00	\$961.92	\$961.92
1	NT8D46AG	Cable 34 Inch SM to Paddleboard	\$40.00	\$17.24	\$17.24
1	NT8D46EH	Cable 100 FT SM-J3 to MDF	\$100.00	\$43.49	\$43.49
1	NT8D49AA	Module EMI Expansion Module-to-Module	\$385.00	\$119.21	\$119.21
2	NT8D80BZ	Cable 5 FT CCPU 3PE to 3PE	\$35.00	\$15.74	\$31.49
3	NT8D84AA	Cable 18 Inch QSDI Paddleboard to IO Panel	\$90.00	\$38.99	\$116.96
1	NT8D93AW	Cable 48 Ft QSDI Paddleboard IO To DTE	\$90.00	\$38.99	\$38.99
2	NT8D99AD	Cable 6 FT CCNE Network Bus DE to DE Connector	\$30.00	\$13.50	\$26.99
1	NT9D18AA	Panel Side Cover UEM Left/Right	\$193.00	\$59.98	\$59.98
2	NTRB53AA	Pack Global Clock Controller CC-S3/S4	\$1,500.00	\$460.34	\$920.68
2	NTRC17CA	CAT5E CABLE HARNESS, IOC REDUNDANCY	\$90.00	\$38.99	\$77.97
2	NTRE40AA	Adapter Assembly, I/O Panel Dual Ethernet, RJ45 (CPP to ELAN Interface)	\$60.00	\$26.24	\$52.48
2	NTWB15AB	Meridian 1 Top Cap & Pedestal DC Package	\$7,000.00	\$2,147.26	\$4,294.52
4	P0605337	Panel cPCI Card Slot Filler	\$35.00	\$14.99	\$59.98
2	QPC43R	Pack Peripheral Signalling PS	\$800.00	\$245.92	\$491.83
2	QPC441F	Pack 3 Port Extender 3PE	\$2,000.00	\$614.04	\$1,228.08

Nortel System Equipment Total

\$119,973.62

Installation Labor

\$18,868.23

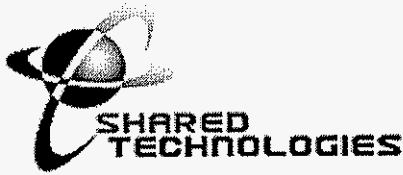
Shipping & Handling	\$4,094.76
1st Year Warranty	Included
Quote Total	<u>\$142,936.62</u>

	<u>Term</u>	<u>Price</u>
Third Party Services – Software Maintenance Contract	3 Year	\$66,763.20
Service Total		<u>\$66,763.20</u>

Total Investment	<u>\$209,699.82</u>
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Customer Signature _____
Lee County Government



SCHEDULE 1

05/22/2006

Lee County Government
 3434 Hancock Bridge Parkway - 3rd Floor
 Ft. Myers, Florida 33903
 Hendry Street Call Pilot Upgrade

Donna Pannier
 000-000-0000

Total Investment
\$6291.08

1825 Hendry Street Ft. Myers, Florida 33901

Vendor Equipment

<u>Qty.</u>	<u>Part Number</u>	<u>Description</u>	<u>List Price</u>	<u>Sale Price</u>	<u>Extended Price</u>
1	NTZE13DA	CallPilot Networking /EN/AMIS/VPIM 1 to 96 Channels	\$3,000.00	\$2,087.68	\$2,087.68
1	NTZE14DA	CallPilot NMS Networking - 1 to 96 Channels	\$2,000.00	\$1,391.79	\$1,391.79
1	NTZE31FA	CallPilot 2.02 to 4.0 201i SRS Pre-paid Upgrade Package	\$0.00	\$0.00	\$0.00
1	NTZE4002	CallPilot Upgrade Order Specifier Code (No Charge)	\$0.00	\$0.00	\$0.00
200	NTZE56DA	CP R2.02/2.5 to R4.0 SRS Pre-paid Services Fee/Seat	\$0.00	\$0.00	\$0.00
1	NTZE60AD	CP 2.025 Service Update PEP Package - Succession Platforms only	\$0.00	\$0.00	\$0.00
Nortel System Equipment Total					\$3,479.47
Installation Labor					\$2,742.02
Shipping & Handling					\$69.59
1st Year Warranty					Included
Quote Total					\$6,291.08
Total Investment					\$6,291.08

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