REQUEST FOR PROPOSALS - TABULATION FOR VOICE MANAGED SERVICES

| VENDOR: Ambit Solutions | | | | | | | |
|-------------------------------|----|-----------|------------|------|----|----------|------|
| Building Location | | SIP | Line Total | | | | |
| Robertsdale EMA Data Center | ı | Jnit Cost | Qty | NRC | | MRC | ARC |
| SIP Trunk | \$ | - | 1 | - | \$ | - | - |
| SIP Channels | \$ | 11.00 | 60 | - | \$ | 660.00 | - |
| SBC Hardware | \$ | 975.00 | 1 | - | \$ | 27.00 | - |
| SBC Licensing | \$ | 875.00 | 1 | - | \$ | 73.00 | - |
| DIDs with Static E911 | \$ | 0.75 | 553 | - | \$ | 415.00 | - |
| Administrator Portal Software | \$ | - | 1 | - | \$ | - | - |
| Long Distance Intrastate | \$ | - | - | - | \$ | - | - |
| Long Distance Interstate | \$ | - | - | - | \$ | - | - |
| Long Distance International | | IRC | - | - | | ISR | - |
| Long Distance | \$ | - | - | - | \$ | - | - |
| Installation | \$ | 35.00 | 1 | - | \$ | 35.00 | - |
| Voice ISP Circuit | \$ | 1,560.00 | 1 | - | \$ | 1,560.00 | - |
| | | | Totals: | \$ - | \$ | 2,770.00 | \$ - |

| Building Location | SIP | | | Line Total | | | |
|---------------------------------|-----|-----------|-----|------------|----------|----------|-----|
| Bay Minette Annex 4 Data Center | U | Init Cost | Qty | NRC | | MRC | ARC |
| SIP Trunk | \$ | - | 1 | - | \$ | - | - |
| SIP Channels | \$ | 11.00 | 60 | - | \$ | 660.00 | - |
| SBC Hardware | \$ | 975.00 | 1 | - | \$ | 27.00 | - |
| SBC Licensing | \$ | 875.00 | 1 | - | \$ | 73.00 | - |
| DIDs with Static E911 | \$ | 0.75 | 553 | - | \$ | 415.00 | - |
| Administrator Portal Software | \$ | - | 1 | - | \$ | - | - |
| Long Distance Intrastate | \$ | - | - | - | \$ | - | - |
| Long Distance Interstate | \$ | - | - | - | \$ | - | - |
| Long Distance International | | IRC | - | - | | IRC | - |
| Long Distance | \$ | - | - | - | \$ | - | - |
| Installation | \$ | 35.00 | 1 | - | \$ | 35.00 | - |
| Voice ISP Circuit | \$ | 1,011.00 | 1 | - | \$ | 1,011.00 | - |
| Totals: \$ - \$ 2,221.00 | | | | | 2,221.00 | \$ - | |

- 1. NRC Non-Recurring Costs should total these costs for the row indicated.
- 2. MRC Monthly Recurring Costs should total these costs for the row indicated.
- 3. ARC Annual Recurring Costs should total these costs for the row indicated.
- 4. If there is no value for a field, please indicated with either a '0' or a '-'.
- 5. If there are costs that do not fit into the categories shown in the first column of the table, please include these in a separate table, but please also include the Trunking Cost Analysis Table filled out as completely as possible.

Exceptions: Certification Regarding Lobbying form was not completed.

- *** FCC Taxes not included (Est. \$1,200 per month)
- *** Ray Baums was not mentioned in the RFP so not included. Optional cost of \$1,350 per month total
- *** IRC International Rate Costs

| VENDOR: Peerless Network | | | | | | | |
|-------------------------------|-----------|---------|------------|-------------|--------------|--|--|
| Building Location | SIP | | Line Total | | | | |
| Robertsdale EMA Data Center | Unit Cost | Qty | NRC | MRC | ARC | | |
| SIP Trunk | \$ - | 1 | \$ - | \$ - | \$ - | | |
| SIP Channels | \$ 11.00 | 60 | \$ - | \$ 660.00 | \$ 7,920.00 | | |
| SBC Hardware | \$ - | | \$ - | \$ - | \$ - | | |
| SBC Licensing | \$ - | | \$ - | \$ - | \$ - | | |
| DIDs with Static E911 | \$ 0.65 | 600 | \$ - | \$ 390.00 | \$ 4,680.00 | | |
| Administrator Portal Software | Included | | | \$ - | \$ - | | |
| Long Distance Intrastate | Included | | | \$ - | \$ - | | |
| Long Distance Interstate | Included | | | \$ - | \$ - | | |
| Long Distance International | Included | | | \$ - | \$ - | | |
| Long Distance | Included | | | \$ - | \$ - | | |
| Installation | Included | | | \$ - | \$ - | | |
| Voice ISP Circuit | \$ 429.00 | 1 | \$ - | \$ 429.00 | \$ 5,148.00 | | |
| | | Totals: | \$ - | \$ 1,479.00 | \$ 17,748.00 | | |

| Building Location | SIP | | Line Total | | | | |
|------------------------------------|-----------|---------|------------|-------------|--------------|--|--|
| Bay Minette Annex 4 Data Center | Unit Cost | Qty | NRC | MRC | ARC | | |
| SIP Trunk | \$ - | 1 | \$ - | \$ - | \$ - | | |
| SIP Channels | \$ 11.00 | 60 | \$ - | \$ 660.00 | \$ 7,920.00 | | |
| SBC Hardware | \$ - | | \$ - | \$ - | \$ - | | |
| SBC Licensing | \$ - | | \$ - | \$ - | \$ - | | |
| DIDs with Static E911 | \$ 0.65 | 600 | \$ - | \$ 390.00 | \$ 4,680.00 | | |
| Administrator Portal Software | Included | | | \$ - | \$ - | | |
| Long Distance Intrastate | Included | | | \$ - | \$ - | | |
| Long Distance Interstate | Included | | | \$ - | \$ - | | |
| Long Distance International | Included | | | \$ - | \$ - | | |
| Long Distance | Included | | | \$ - | \$ - | | |
| Installation | Included | | | \$ - | \$ - | | |
| Voice ISP Circuit | \$ 504.00 | 1 | \$ - | \$ 504.00 | \$ 6,048.00 | | |
| | | Totals: | \$ - | \$ 1,554.00 | \$ 18,648.00 | | |

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- 5. If there are costs that do not fit into the categories shown in the first column of the table, please include these in a separate table, but please also include the Trunking Cost Analysis Table filled out as completely as possible.

| Exceptions: | N | lone |
|-------------|---|------|
|-------------|---|------|

| VENDOR: | Uniti Fiber | | | | | | | |
|-------------------------------|-----------------------|---------|------------|-------------|--------------|--|--|--|
| Building Location | SIP | | Line Total | | | | | |
| Robertsdale EMA Data Center | Unit Cost | Qty | NRC | MRC | ARC | | | |
| SIP Trunk | included | 1 | \$ - | \$ - | \$ - | | | |
| SIP Channels | \$ 15.00 | 60 | \$ - | \$ 900.00 | \$ 10,800.00 | | | |
| SBC Hardware | Not applicable | 0 | \$ - | \$ - | \$ - | | | |
| SBC Licensing | included | 0 | \$ - | \$ - | \$ - | | | |
| DIDs with Static E911 | 10 cents each | 1500 | \$ - | \$ 150.00 | \$ 1,800.00 | | | |
| Administrator Portal Software | no charge web based | 0 | \$ - | \$ - | \$ - | | | |
| Long Distance Intrastate | 2 cents per minute | TBD | \$ - | TBD | TBD | | | |
| Long Distance Interstate | 2 cents per minute | TBD | \$ - | TBD | TBD | | | |
| Long Distance International | See rate card section | TBD | \$ - | TBD | TBD | | | |
| Long Distance | 2 cents per minute | TBD | \$ - | TBD | TBD | | | |
| Installation | included | 0 | \$ - | \$ - | \$ - | | | |
| Voice ISP Circuit | included | 0 | \$ - | \$ - | \$ - | | | |
| | | Totals: | \$ - | \$ 1,050.00 | \$ 12,600.00 | | | |

| Building Location | SIP | Line Total | | | | | |
|------------------------------------|------------------------|------------|------|-------------|--------------|--|--|
| Bay Minette Annex 4 Data Center | Unit Cost | Qty | NRC | MRC | ARC | | |
| SIP Trunk | included | 1 | \$ - | \$ - | \$ - | | |
| SIP Channels | \$ 15.00 | 60 | \$ - | \$ 900.00 | \$ 10,800.00 | | |
| SBC Hardware | Not applicable | 0 | \$ - | \$ - | \$ - | | |
| SBC Licensing | included | 0 | \$ - | \$ - | \$ - | | |
| DIDs with Static E911 | 10 cents each | 1500 | \$ - | \$ 150.00 | \$ 1,800.00 | | |
| Administrator Portal Software | no charge web based | 0 | \$ - | \$ - | \$ - | | |
| Long Distance Intrastate | 2 cents per minute | TBD | \$ - | TBD | TBD | | |
| Long Distance Interstate | 2 cents per minute | TBD | \$ - | TBD | TBD | | |
| Long Distance International | See rate card section | TBD | \$ - | TBD | TBD | | |
| Long Distance | 2 cents per minute | TBD | \$ - | TBD | TBD | | |
| Installation | included | 0 | \$ - | \$ - | \$ - | | |
| Voice ISP Circuit | included | 0 | \$ - | \$ - | \$ - | | |
| | | Totals: | \$ - | \$ 1,050.00 | \$ 12,600.00 | | |

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- 3. ARC Annual Recurring Costs should total these costs for the row indicated.
- 4. If there is no value for a field, please indicated with either a '0' or a '-'.
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Exceptions: Long Distance charges TBD.

Note: Currently BCC has a total of 174 SIP Trunk/Call Paths and over 1200 DIDs that we have ported over to the existing service. If BCC chooses to maintain the current quantities of call paths and DIDs, Uniti Fiber will honor the pricing above for those quantities.