

COMPETITIVE BID #WG21-44 BID TABULATION**Purchase of IP Telephone Sets**

BIDDER: Norstan Communications, Inc. d/b/a Black Box Network Services		
Item Description	Unit Price	Delivery Time (ARO)
1) L30250-F600-C435 CP200T	\$104.52	20 days
2) L30250-F600-C426 CP200 HFA	\$104.52	20 days
3) L30250-F600-C432 CP205 HFA	\$152.76	20 days
5) L30250-F600-C436 CP400T	\$205.02	20 days
6) L30250-F600-C427 CP400 HFA	\$205.02	20 days
7) L30250-F600-C428 CP600 HFA	\$225.12	20 days
8) L30250-F600-C438 CP700 HFA	\$249.24	20 days
9) L30250-F600-C439 CP700X HFA	\$320.80	20 days
10) L30250-F600-C298 IP55G HFA	\$273.36	20 days
11) L30250-F600-C429 CP400 Key Module	\$56.28	20 days
12) L30250-F600-C430 CP600 Key Module	\$201.00	20 days
13) L30250-F600-C430 CP700 Key Module	\$201.00	20 days
14) L30250-F600-C282 IP55G Key Module	\$203.41	20 days
15) L30250-F600-C431 CP200/600 Wall Mount Kit	\$40.20	20 days
	\$2,542.25	
Additional item bid: L30250-F600-C433CP600E HFA	\$209.04	20 days
Exceptions:	NONE	

BIDDER: Synergy Telcom, Inc.		
Item Description	Unit Price	Delivery Time (ARO)
1) L30250-F600-C435 CP200T	\$121.25	2 - 5 days
2) L30250-F600-C426 CP200 HFA	\$121.25	2 - 5 days
3) L30250-F600-C432 CP205 HFA	\$177.21	2 - 5 days
5) L30250-F600-C436 CP400T	\$237.82	2 - 5 days
6) L30250-F600-C427 CP400 HFA	\$237.82	2 - 5 days
7) L30250-F600-C428 CP600 HFA	\$261.15	2 - 5 days
8) L30250-F600-C438 CP700 HFA	\$289.12	2 - 5 days
9) L30250-F600-C439 CP700X HFA	\$372.12	2 - 5 days
10) L30250-F600-C298 IP55G HFA	\$170.00	2 - 5 days
11) L30250-F600-C429 CP400 Key Module	\$65.28	2 - 5 days
12) L30250-F600-C430 CP600 Key Module	\$233.16	2 - 5 days
13) L30250-F600-C430 CP700 Key Module	\$233.16	2 - 5 days
14) L30250-F600-C282 IP55G Key Module	\$200.00	2 - 5 days
15) L30250-F600-C431 CP200/600 Wall Mount Kit	\$46.42	2 - 5 days
	\$2,765.76	
Exceptions:	As indicated above	

Refurbished

 Refurbished: \$100.00
 Part #L30250-F600-C440 =
 CP200/900/700 Wall Mount Kit

COMPETITIVE BID #WG21-44 BID TABULATION**Purchase of IP Telephone Sets**

BIDDER: Westridge Professional Services, Inc.		
Item Description	Unit Price	Delivery Time (ARO)
1) L30250-F600-C435 CP200T	\$136.40	See Exceptions
2) L30250-F600-C426 CP200 HFA	\$146.51	See Exceptions
3) L30250-F600-C432 CP205 HFA	\$214.12	See Exceptions
5) L30250-F600-C436 CP400T	\$267.56	See Exceptions
6) L30250-F600-C427 CP400 HFA	\$287.38	See Exceptions
7) L30250-F600-C428 CP600 HFA	\$315.55	See Exceptions
8) L30250-F600-C438 CP700 HFA	\$349.35	See Exceptions
9) L30250-F600-C439 CP700X HFA	\$449.65	See Exceptions
10) L30250-F600-C298 IP55G HFA	No Bid	No Bid
11) L30250-F600-C429 CP400 Key Module	\$68.00	See Exceptions
12) L30250-F600-C430 CP600 Key Module	\$242.88	See Exceptions
13) L30250-F600-C430 CP700 Key Module	\$242.88	See Exceptions
14) L30250-F600-C282 IP55G Key Module	No Bid	No Bid
15) L30250-F600-C431 CP200/600 Wall Mount Kit	\$48.58	See Exceptions
	\$2,768.86	

Exceptions:

Westridge Professional Services, Inc. is a Foreign Entity that is not registered with the Alabama Secretary of State to do business in Alabama as is required by the Bid Specifications.

1. ARO - All product DELIVERY times are dependent on availability and where the product is shipped from. Some products may be shipped from Germany. Typical delivery times of products located here is the US and in stock is usually 7 to 14 days from when the order is placed. There is an expedited option but requires pre-payment for the products that may (depending on availability) reduce delivery time down to 5 days.
2. IP55G - UNIFY IP 55G Phones and Key Modules are discontinued no longer being manufactured as of this RFP there are no units available on the NEW market.
3. CP Series HFA - ALL CP IP series phones are shipped with SIP firmware only, the phones will have to be flashed to the latest HFA firmware. The pricing provided INCLUDES the labor to flash the SIP firmware to HFA. This covers the cost to un-box put the phone together power it up on a network switch and flash the device to the latest HFA version, then disassemble the phone and package it back up.
4. Shipping & Handling - Standard shipping and handling is included in all UNIT pricing.
5. Warranty - All Phones and Key Modules are warrantied for 1 year against manufacturer defects from the time the product is SOLD and NOT when the product is INSTALLED. Physical damage of any type is NOT covered by the warranty.