E7000 SERIES

Quote Number:	**E7000 QUOTE 031319 MONROE COUNTY SCHOOL DISTRICT Key West High School.312**
Quote Expiry:	07/11/19

Joe Baumgartner E7000 Quote Request Form Submission Key West High School

March 13, 2019 at 9:17 pm

Account Business Address: 90050 OVERSEAS HWY TAVERNIER, FL 33070-2107
Bogen Account (dealer) Name: MONROE COUNTY SCHOOL DISTRICT
Bogen Regional Sales Manager Name: Joe Baumgartner
Your First Name: Michael
Your Last Name: Digby
Your Email Address: michael.digby@keysschools.com
Your Phone Number: 305) 849-3387
School District Name: Monroe County SD
Project Site Name: Key West High School
Project Site Address: 2100 Flagler Ave Key West, FL 33040
Project Description/Narrative: Dukane Starcall that shows all the rooms that are programmed.

Electrical Contractor Company Name: n/a
Electrical Contractor Contact Name: n/a
Electrical Contractor Phone Number: n/a
Electrical Contractor Email Address: n/a
Consultant / A&E Company Name: n/a
Consultant / A&E Contact Name: n/a
Consultant / A&E Phone Number: n/a
Project Type: Competitive Replacement
Enter Competitor's Brand and Model: Dukane StarCall
Which competitors are bidding on this project, or was the project specified as single source?: n/a
Bid Due Date: March 13, 2019
Est. Bid Award Date: March 13, 2019
Est. Project Start Date: March 13, 2019
School's telephony environment: IP-PBX
Implementation type: Hybrid (i.e. hosted with on-premises VoIP gateway)
Enter PBX/IP-PBX make & model, or hosted VoIP service provider name: Cisco
Desired E7000 connectivity/integration: SIP tie-line to IP-PBX
Number of Ports Being Replaced/Installed?: 176
Number of Nodes Being Replaced/Installed?: 13
Number of VoIP Ceiling Speakers?: 0
Number of VoIP Wall Baffle Speakers?: 0
Number of VoIP Admin Phones?: 5
Number of VoIP Staff Phones?: 0
Number of Analog Station Bridges?: 13
Number of Digital Call Switches?: 0
Number of Matrix Mixer Pre-Amps?: 1
Number of Input/Output Controllers?: 1
Number of Web UI users?: 0
Total Number of Station Licenses: 175
Would Multicom and/or Quantum be suitable for this project?: No
Which department in the school or district will primarily manage the project?: Facilities/Maintenance department
Extended Software Maintenance: One Year
User ID: Joe

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This E7000 project bundle pricing estimate is based on the specific details that you provided and includes special pricing developed just for your project.

To qualify for the discounts reflected, your purchase order must include, at a minimum, all items and quantities listed in this Bogen quotation.

The actual shipment date for any specific Purchase Order (PO) is subject to a number of factors; these include; demand, Bogen's production ramp-up capacity, Dealer's completion of E7000 Technical Training*.

This pricing estimate will expire in 120 days (specific expiry date above), unless accepted via a PO.

All bids should include Extended Software (S/W) Maintenance as an optional offering. We highly recommend the 5-year Extended S/W Maintenance option as that provides the greatest value to the end user. Extended S/W Maintenance provides for ongoing new feature releases, bug fixes, and software support for the end-users to ensure the most satisfactory user experience. This option also provides the dealer with an additional recurring revenue opportunity.

*For additional details please refer to http://www.bogenedu.com/technical-training/

Pricing Estimate Notes:

[1] The Project Discount will not apply on purchase orders where, a) products have been removed, and/or b) item quantities have been reduced from the original Bogen quotation, and/or c) ASB and/or VoIP Speaker quantities requested are not in-line with the Station Licenses provisioned.

[2] Quote reflects E7000 software and hardware only.

[3] Any applicable Dealer discount will apply to software and hardware.

[4] Extended S/W Maintenance is not eligible for any applicable Dealer discounts.

[5] Trade-in amounts, if applicable, are given via a separate RMA credit transaction upon return of the existing Bogen or competitor system's processor card or equivalent head-end CPU.

[6] This integration may result in one-time NRE costs to develop and test the VoIP Service Provider specific or IP-PBX specific SIP integration. Dealer Discount does not apply.

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Competitor to E7000 Replacement

ITEM	DESCRIPTION	UNIT PRICE (USD)	QTY	Extended (USD)
NQ-B312CU	**E7000 Bundle - Competitor Upgrade 312 Station**		1	**$33,495.00**
NQ-E7000SWL	E7000 Educational System Software - System License	$5,250.00	1	
NQ-E7000SSL	E7000 Educational System Software - Station License Pk. (25)	$600.00	13	
NQ-E7000CCL	E7000 Educational System Software - Concurrent Call License Pk. (10)	$1,000.00	2	
NQ-E7030	Analog Station Bridge	$1,300.00	13	
NQ-P0100	Matrix Mixer Pre-Amp	$395.00	1	
NQ-E7010	I/O Controller	$250.00	1	
NQ-T1100	Administrative IP Phone - Color Touch Display	$450.00	2	
NQ-E7Warranty90	90-Day Software Warranty	$0.00	1	
NQ-E7Maint1Y	System S/W Maintenance (1st Year - Includes new standard features and bug fixes)	$0.00	1	
E7000: Additional / Optional Components:				
NQ-E7000CCL	E7000 Educational System Software - Concurrent Call License Pk. (10)	$1,000.00	1	$1,000.00
NQ-T1100	Administrative IP Phone - Color Touch Display	$450.00	3	$1,350.00
NQ-E7000PBXI	E7000 Educational System – PBX Integration Service [6]	$250.00	1	$250.00
NQ-SYSCTRL	Nyquist System Controller (excludes all S/W licenses)	$895.00	1	$895.00
[2] **E7000 Quote Subtotal:**				**$36,990.00**
[5] **Trade-In given via RMA credit**				**-$2,650.00**
[1] **Project Discount**				**-$9,931.24**
[2] **E7000 Quote Total:**				**$24,408.76**

Optional Extended Software Maintenance Agreements:[4]		Annual Rate	Total Price
NQ-E7Maint13S3C1X	1-Year Extended S/W Maintenance Agreement 13 Station Pk. 3 CCL Bundle (Includes new standard features and bug fixes)	$2,407.50	**$2,407.50**
NQ-E7Maint13S3C3X	3-Year Extended S/W Maintenance Agreement 13 Station Pk. 3 CCL Bundle (Includes new standard features and bug fixes)	$2,086.50	**$6,259.50**
NQ-E7Maint13S3C5X	5-Year Extended S/W Maintenance Agreement 13 Station Pk. 3 CCL Bundle (Includes new standard features and bug fixes)	$1,605.00	**$8,025.00**

E7000 Quote + 1 year Extended S/W Maintenance:	**$26,816.26**
E7000 Quote + 3 year Extended S/W Maintenance:	**$30,668.26**
E7000 Quote + 5 year Extended S/W Maintenance:	**$32,433.76**

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THINGS TO PROVIDE & DO

After you win the bid and are ready to submit your E7000 order

Provide this information at the time you place your E7000 order. All information is needed in order for us to completely process and ship the order, as well as to prepare the E7000 software license activation key for your install.

Provide Project Site Installer:

First, Last Name	
Email	
Phone	

Provide Account's person responsible for E7000 software license key:

First, Last Name	
Email	
Phone	

Provide Integration Contact Information:

IP-PBX Admin/Service Provider Contact Name	
IP-PBX Admin/Service Provider Contact Email	
IP-PBX Admin/Service Provider Contact Phone	
IT Dept. VoIP services Contact Name	
IT Dept. VoIP services Contact Email	
IT Dept. VoIP services Contact Phone	

Complete E7000 Technical Training:

First, Last Name	
Email	
Phone	
Training Certificate #	

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