

Action Item #17

EXECUTIVE DOCUMENT SUMMARY

Department: Information Technology	Submittal Dates
Contact Person: <u>Liana Wilson</u>	<input checked="" type="checkbox"/> Regular Session
Telephone No.: <u>231-256-8105</u>	01/17/2023
Source Selection Method	VENDOR: <u>BSB Communications</u>
<input checked="" type="checkbox"/> Quotation	Address/
<input type="checkbox"/> Other: _____	Phone: _____
Account Number (Funds to come from): <u># 656</u>	

Budgeted Amount: <u>\$ 40,000.00</u>	Contracted Amount: <u>\$ 30,486.61</u>
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Document Description	
<input checked="" type="checkbox"/> Capital Purchase	<input type="checkbox"/> Other _____

<input checked="" type="checkbox"/> Request to Waive Board Policy on Bid Requirements
<p>Requesting approval to upgrade and migrate our current phone system to our newVM host that will be installed by SafetyNet starting in January 2023. This upgrade will update our current phone system to the latest standards as well as offer some upgraded features. Phone system upgrade will cost \$22,266.61. Also requesting 20 new desk phones at a cost of \$8,220.00. BSB Communications is our current phone system support vendor.</p>
<p>Suggested Recommendation: I recommend that the County Board of Commissioners waive its bid policy and approve the quote from BSB Communications in an amount not to exceed \$30,486.61 to upgrade our phone system, and to purchase 20 new desktop phones, with funds to come from the Telephone Fund #656.</p>

Department Head Approval: Liana Wilson Digitally signed by Liana Wilson
Date: 2023.01.11 09:39:52 -05'00' Date: 01/10/2023



Action Item #17

ESTIMATE

Quote ID: - v1

12/19/2022

BSB Communications Inc		Page 1 of 1	
Address: 120 E. Front St, Suite 2, Traverse City, MI 49684		FAX: 586.774.3413	
Contact: Jim Hopkins	Phone: 231.715.7112	E-Mail: jim_hopkins@gobsb.com	

Customer: Leelanau County		Customer #: 1014027	
Address: 8527 E Government Center Drive, Suite 101, Suttons Bay, MI 49682			
Install Address: 8527 E Government Center Drive, Suite 101, Suttons Bay, MI 49682		Due Date:	
Contact: Liana Wilson, IT Technician	Phone: (231) 256-9711	E-Mail: lwilson@leelanau.gov	

The prices quoted in this document are a "best estimate" based upon the information available at the time of this quote. Every effort is made to provide accurate cost estimates, but not every condition or obstacle (other vendors, contractors, dial tone providers, etc) can be readily determined. BSB cannot be responsible for delays or additional work due to these obstacles or conditions and may result in additional charges. The final billing amount will vary depending on the actual labor hours and equipment required to complete the work.

Prices in this document are valid for 30 days from the date of this quotation, unless otherwise stated. Customer hereby accepts this quotation and authorizes work to proceed on the basis of a signed copy of this document. Customer agrees to pay invoice based on terms of payment listed below.

Estimate Description
Ship (20) 6940 IP Phones to Leelanau County - Attention Liana Wilson
6000 series phones require software load 8.XX or greater to operate (new system upgrades will be at 9.03 or greater)
Shipping and handling to be added to the final invoice.

NOTE - Due to inflationary pressures and supply chain challenges, Mitel has announced a hardware price increase on some items effective April 1, 2022. Contact your BSB Rep for more details

Total Price for Core Solution: \$8,220.00

Qty	Part Number	Description	Unit MSRP	Unit Sell	Ext Sell
		Endpoints			
20	50008387	6940w IP Phone	\$685.00	\$411.00	\$8,220.00
		Warranty / Support			
1	PartsWrty	1 Year Standard Parts Warranty	Incl.	Incl.	Incl.
1	Support24X7	1 Year (24x7) Labor Support	Incl.	Incl.	Incl.

Pricing excludes taxes and is valid until 1/18/2023

SDA_Leelanau County_Endpoints_MiVB_13094_v1

Note 1: Pricing is based on the Mitel Sourcewell Contract #022719-MBS

Note 2: Due to inflationary pressures and supply chain challenges, Mitel has announced a price increase on most 6900 series telephones on August 1, 2022. Contact your BSB Rep for more details.

Payment Terms : Due upon Receipt of Invoice

X _____
Leelanau County Authorized Signature 1/17/2023
Date

X Ty Wessell, Chairman, Board of Commissioners
Printed Name



Action Item #1307TE

Quote ID: - v1

12/19/2022

BSB Communications Inc		Page 1 of 2	
Address: 120 E. Front St, Suite 2, Traverse City, MI 49684		FAX: 586.774.3413	
Contact: Jim Hopkins	Phone: 231.715.7112	E-Mail: jim_hopkins@gobsb.com	

Customer: Leelanau County		Customer #: 1014027	
Address: 8527 E Government Center Drive, Suite 101, Suttons Bay, MI 49682			
Install Address: 8527 E Government Center Drive, Suite 101, Suttons Bay, MI 49682		Due Date:	
Contact: Liana Wilson, IT Technician	Phone: (231) 256-9711	E-Mail: lwilson@leelanau.gov	

The prices quoted in this document are a "best estimate" based upon the information available at the time of this quote. Every effort is made to provide accurate cost estimates, but not every condition or obstacle (other vendors, contractors, dial tone providers, etc) can be readily determined. BSB cannot be responsible for delays or additional work due to these obstacles or conditions and may result in additional charges. The final billing amount will vary depending on the actual labor hours and equipment required to complete the work.

Prices in this document are valid for 30 days from the date of this quotation, unless otherwise stated. Customer hereby accepts this quotation and authorizes work to proceed on the basis of a signed copy of this document. Customer agrees to pay invoice based on terms of payment listed below.

Quote Description
Leelanau County is moving all IP Phones (163) over to their new VMware Hosts to provide a higher level of resiliency. They will also, be adding 1 Gig or RAM to the existing MXe III controller along with upgrading it to 9.XX software. The controller is staying to support 70 programmed Analog extensions throughout the County buildings. The existing Virtual MiCollab and MBG will migrate to the new VM Hosts. IP Licenses will be upgraded to UCC Entry Users providing desktop collaboration features including Presence of all Users, Secure Chat, Visual Voicemail, and Desktop control of the telephone set including click-to-dial.
An optional (5) year subscription Mass Notification Solution is included in this quote to provide SMS text and Email notifications to Leelanau County staff.

Total Price for Core Solution:

\$22,266.61

Qty	Part Number	Description	Unit Sell	Ext Sell
		MiVoice Business Hardware		
1	50006727	MXe III & CX/i II , 1GB RAM Mod Upgrade	\$180.00	\$180.00
		MiVoice Business Software		
1	54004964	Convert to MiVoice Bus Ent - System	Incl.	Incl.
8020	54004974	Convert to MiVoice Bus Ent - Units	\$0.60	\$4,812.00
1	54005748	MiVoice Business Virtual for Enterprise	\$897.00	\$897.00
		MiVoice Business License		
163	54006553	UCCv4.0 Basic to Entry for MiVoice Bus	\$33.00	\$5,379.00
		Software Assurance & Support (SWAS)		
1	SWA-RENEWAL	Mitel Software Assurance	\$3,915.45	\$3,915.45
1	54009220	SWA Std 1y MiVBus System	\$83.16	\$83.16
		Services		
16	L3-LBR-INS	L3 Endpoint Setup & Programming	\$145.00	\$2,320.00
24	L3-LBR-TEC	L3 Advanced Implementation & Design	\$145.00	\$3,480.00
8	L1-LBR-PM	L1 Project Management	\$125.00	\$1,000.00
		- Document of Extensions & Devices		
		- Document of Call Flow & Auto-Att		

Payment Terms : 50% Down - 50% upon Receipt of Invoice

X _____
 Leelanau County Authorized Signature Date

X Ty Wessell, Chairman, Board of Commissioners
 Printed Name



Action Item #1307TE

Quote No : - v1

12/2/2022

BSB Communications Inc		(Continued) Page 2 of 2
Address : 120 E. Front St, Suite 2, Traverse City, MI 49684		FAX : 231.715.7112
Contact : Jim Hopkins	Phone : 231.715.7112	E-Mail : jim_hopkins@gobsb.com

Customer : Leelanau County		
Address : 8527 E Government Center Drive, Suite 101, Suttons Bay, MI 49682		
Install Address : 8527 E Government Center Drive, Suite 101, Suttons Bay, MI 49682		Due Date :
Contact : Liana Wilson, IT Technician	Phone : (231) 256-9711	E-Mail : lwilson@leelanau.gov

Qty	Part Number	Description	Unit Sell	Ext Sell
		- Project Monitor, Tracking & Compliance		
		- Project Punch List & Completion Doc		
4	L1-LBR-UT	L1 End User Training Hour(s)	\$125.00	\$500.00
		- Customized End User Training Materials		
		- Web-based End User Training Videos		
4	L3-LBR-AT	L3 Advanced Training Hour(s) (Admin)	\$145.00	\$580.00
		- PBX system admin training for 0 admins		
		- 1 classes,4 hr/class,max 7 admins/class		
1	LaborDisc	Labor Discount	-\$880.00	-\$880.00
		Warranty / Support		
1	PartsWrty	1 Year Standard Parts Warranty	Incl.	Incl.
1	Support24X7	1 Year (24x7) Labor Support	Incl.	Incl.
		Mitel Revolution Mass Notification Option		
		60 Month Subscription		
3000	51309959	Revolution SLED BNDL - up to 1000 (60 Month)	\$1.41	\$4,230.00
60	51309981	Mitel Revolution Subscrip Term (60 Months)	Incl.	Incl.
1	51309983	Mitel Revolution for MiVB	Incl.	Incl.
		Services		
16	L3-BH-LBR	Revolution setup for SMS Text and Email Notifications	\$145.00	\$2,320.00
1	LaborDisc	Labor Discount	-\$320.00	-\$320.00
		Mitel Revolution Mass Notification Total		\$6,230.00

Pricing excludes taxes and is valid until 1/18/2023

SDA_Leelanau County_System Virtualization_MiVB_13047_v1

Note 1: Pricing is based on the Mitel Sourcewell Contract #022719-MBS

- One (1) Year Mitel Standard Software Assurance (Included in above Schedule of Equipment & Services)
 - Provides access to new software releases, updates, technical support services during normal business hours (8AM-8PM Mon-Fri). (Does not include BSB Support Services unless otherwise stated).
 - Additional Software Assurance subscription(s) can be purchased yearly, or in 2-5 year bundles.
 - Subscription(s) must be renewed or extended prior to expiration of the current Software Assurance term.
 - In the event the current software assurance has expired; a new subscription can be purchased with an additional re-enlistment fee.

Payment Terms : 50% Down - 50% upon Receipt of Invoice

Leelanau County Initial : X