



cityofnovi.org

CITY of NOVI CITY COUNCIL

**Agenda Item E
November 24, 2008**

SUBJECT: Approval to award the Telephone System & Voicemail Upgrade bid to SunTel Services in the amount of \$75,000.00.

SUBMITTING DEPARTMENT: Department of Information Technology. *AW*

CITY MANAGER APPROVAL: *[Signature]*

EXPENDITURE REQUIRED	\$ 75,000.00
AMOUNT BUDGETED	\$ 75,000.00
LINE ITEM NUMBER	101-299.00-980.000

BACKGROUND INFORMATION: The City's existing Meridian voice mail platform has reached the end of both its hardware and software product life cycle. Through a prudent strategy with our phone system maintenance provider and a strong aftermarket of parts we have been able to extend the useful life of this platform beyond the manufacturers discontinued date of 2006. A recently conducted risk analysis identified both the voice mail and phone switch platforms as having a high risk status and in need of an upgrade. With the assistance of both the Finance and Information Technology Departments, the Venture Team identified the components required to upgrade the platform and reduce the risk exposure. This is primarily a software upgrade but, given the age of our existing phone switch it will contain a hardware component. This upgrade will transition us to the Nortel CallPilot platform. CallPilot provides Voice/Fax Messaging as well as integrated Unified Messaging capabilities through the users' familiar desktop e-mail environment. We have also included in this upgrade a Voice over Internet Protocol (VoIP) component. The Nortel switch allows you to service both standard and VoIP phones concurrently. The addition of this component will allow the City's Information Technology department to pursue a Unified Communication strategy and position the City for future partnerships with the Novi Library.

We received 2 bids:

	Suntel Services	Black Box
TOTAL A. + B. (Labor & Materials)	\$ 74,364.82	\$ 104,430.92
Part C. - 2 VOIP Phones	\$ 395.32	\$ 568.34
Alternate #1 - Mobile X Technology (2 licenses)	\$ 239.86	\$ 240.44
TOTAL	\$ 75,000.00	\$ 105,239.70

RECOMMENDED ACTION: Approval to award the Telephone System & Voicemail Upgrade bid to SunTel Services in the amount of \$75,000.00.

	1	2	Y	N
Mayor Landry				
Mayor Pro Tem Capello				
Council Member Crawford				
Council Member Gatt				

	1	2	Y	N
Council Member Margolis				
Council Member Mutch				
Council Member Staudt				



1095 Crooks Rd., Suite 100
 Troy, Mi 48084
 Ph: 248-654-3600 Fax: 248-654-3630

Proposal Schedule A

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Proposed to:

Attn: **Sue Morianti**
 Addr: City of Novi
 45175 W. Ten Mile Road
 Purchasing
 Novi, MI 48375
 Phone:
 Fax:

Installation location:

Attn: Petty, Rob
 Addr: City of Novi
 45175 W. Ten Mile Road
 Novi, MI 48375
 Phone: (248) 735-5605
 Fax: (248) 735-5681

Tax Exempt: YES
 Tax ID:

Sales Persons:
 Charlie Mitchell

NORTEL CS1000M/TECHNOLOGY UPGRADE
 -Upgrade fr. 51C to 61C, Upgrade Call Proc. (s)
 -Upgrade from release 25 to 5.5
 -Upgrade from Meridian Mail to Call Pilot Messaging
 -20 Desktop/Fax Messaging Seats
 -Sig. Svr. MobX lic, 2 IP ISM, 1 MG

Qty	Mfctr	Part Numbe	Description	Unit Price			Extended Price
				List	Discount	Net	
City of Novi RFP The manufacturer promotion pricing is valid until December 5, 2008.							
—UPGRADE—							
1	NORTEL	NTHU46AA	Option 61C from 51/51C Upgrade to CP PIV Single Group (AC)	26,155.13	41%	15,431.53	15,431.53
2	NORTEL	NT8D29BA	Supply AC Power cCNE cCEPS-AC	2,755.46	40%	1,667.05	3,334.10
1	NORTEL	NT8D75DA	Cable Assy Clock Contlr to Clock Contlr (4.5 FT)	36.41	39%	22.03	22.03
2	NORTEL	NTCG03AC	Cable 4 FT DDP/DDP2/CDDT12 to Clock Controller Option 51C-81C P1RJ11M-RJ11 Adapter-P2 DE9M	61.16	40%	37.00	74.00
2	NORTEL	NTCG03AD	Cable 7 FT DDP/DDP2/CDDT12 to Clock Controller Option 51C-81C P1RJ11M-RJ11 Adapter-P2 DE9M	65.54	40%	39.65	79.30
1	NORTEL	NTE900VC	Multimedia Convergence Manager 3.x Software CD for OCS	1,310.74	39%	793.00	793.00
2	SPECIAL	Clock	Clock Controller Card	939.37	55%	422.72	845.44
1	NORTEL	NTE960DC	System Upgrade to 61C/1000M Single Group CPPIV	4,819.16	40%	2,915.59	2,915.59
10	NORTEL	NTE980JA	SIP Access Port License	125.25	39%	75.78	757.80
25	NORTEL	NTE980VA	Converged Office Premium User License for Microsoft OCS 2007	69.90	39%	42.29	1,057.25
1	NORTEL	NTTL25EB	OTM 1.2, 2.0X or 2.1 Upgrade to TM 3.1	614.60	40%	371.83	371.83
1	NORTEL	NTTL50AB	TM/OTM Transfer Parallel Port dongle to USB dongle	176.22	40%	106.61	106.61
397	NORTEL	NTE955LL	SW Upgrade Existing to Release 5.5 Like for Like per User	43.69	40%	26.43	10,492.71
1	NORTEL	N0172251	56K USB Modem	517.01	40%	312.79	312.79



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Messaging							
1	NORTEL	NTRB18DAE5	MGATE DS30 RJ45, CALLPILOT 32 DS30 CHANNELS (RoHS)	451.47	39%	273.14	273.14
1	NORTEL	NTTK14ABE6	AC Power Cord - NA NEMA 5-15P 125V 13A 10ft;trigger send to BOSS	26.22	40%	15.86	15.86
1	NORTEL	NTUB24CA	CallPilot 5.0 Migration Utility Kit	78.65	40%	47.58	47.58
1	NORTEL	NTZE14DA	CallPilot NMS Networking - 1 to 96 Channels	1,888.93	40%	1,142.80	1,142.80
1	NORTEL	NTZE4001	CallPilot New System Order Specifier Code (No Charge)	0.00	0%	0.00	0.00
6	NORTEL	NTZE07EA	Callpilot 2 Voice Channel Package	632.07	40%	382.40	2,294.40
Messaging Applications							
1	NORTEL	NTZE07BA	CallPilot 2 Fax Channels	902.96	40%	546.29	546.29
1	NORTEL	NTZE10HB	Callpilot Fax Capability 20 Users	184.96	40%	111.90	111.90
1	NORTEL	NTZE11HA	CallPilot Desktop Messaging Capability 20 Users	1,798.62	39%	1,088.17	1,088.17
Mailboxes							
1	NORTEL	NTZE19CA	CallPilot Voice Capability - 100 Seats	7,634.34	39%	4,618.78	4,618.78
1	NORTEL	NTZE19DA	CallPilot Voice Capability - 200 Seats	12,571.47	39%	7,605.74	7,605.74
1	NORTEL	NTZE39AB	CallPilot Integration for M1 CS 1000M CS 1000E	0.00	0%	0.00	0.00
Server							
1	NORTEL	NTZE67ABE5	CP 5.0 600r v2 Base System Pkg	9,692.21	39%	5,863.79	5,863.79
Applications							
2	NORTEL	NTYS03BCE6	Nortel IP 1120E	340.79	42%	197.66	395.32
2	NORTEL	NTE907JA	1 Prem MOBX User Lice 5.5	196.61	39%	119.93	239.86
2	NORTEL	NTE968FB	Convert 1 Digital to 1 IP User License - Release 5.0	152.92	42%	88.69	177.38
1	NORTEL	NTDU41GA	Media Card 32S	4,111.36	45%	2,261.25	2,261.25
1	NORTEL	NTHU63AB	CPPM IPE Shelf Signaling Server R5.5	3,495.31	40%	2,114.66	2,114.66
19	SPECIAL	Tech-Svc	Technical Services	99.00	15%	84.15	1,598.85
Upgrade 51C Rel. 25.40 to a 61C Rel. 5.5 Labor							
During the upgrade we are adding a column with a second core.							
Quote assumes customer has available floor space and provides power and grounding.							
4	SUNTEL	VPJCTMGMT	Project Management	99.00	10%	89.10	356.40
9	SUNTEL	VOICE	Voice Product Install & Maintenance Support	99.00	10%	89.10	801.90
16	SUNTEL	VOICE-OT	Voice Product Install & Maint Support - Time and a Half	148.50	10%	133.65	2,138.40
4	SUNTEL	POSTCUTSUP	Post Cut System Support	99.00	10%	89.10	356.40
Installation Labor							
CallPilot Upgrade Labor - 280 Mailboxes In Use							
4	SUNTEL	VPJCTMGMT	Project Management	99.00	10%	89.10	356.40



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24	SUNTEL	VOICE	Voice Product Install & Maintenance Support	99.00	10%	89.10	2,138.40
11	SUNTEL	VOICE-OT	Voice Product Install & Maint Support - Time and a Half	148.50	10%	133.65	1,470.15
4	SUNTEL	POSTCUTSUP	Post Cut System Support	99.00	10%	89.10	356.40
OTM Labor - Upgrade OTM to 3.1 - Customer to supply new server if required.							
8	SUNTEL	VOICE	Voice Product Install & Maintenance Support	99.00	10%	89.10	712.80
Please see the RFP information for details.							
*** Optional ***							
1	NORTEL	NTRH9236E6	Portable External SLR75 Tape Assembly [RoHS]	2,901.10	39%	1,755.17	
1	NORTEL	NTRH9234E5	Combo Key/Mouse [RoHS]	93.21	40%	56.39	
1	NORTEL	NTRH9235E6	17inch LCD Monitor [RoHS]	570.89	39%	345.39	
5	SUNTEL	ATR-SYS	Admin Training - System	99.00	10%	89.10	
-estimated, custom per customer							
Wireless Headset							
1	SPECIAL	PLCS70N	Plantronics CS70N	329.95	37%	207.87	
1	NORTEL	NTYS03BCE6	IP Phone 1120E with English Text keycaps without power supply	340.79	42%	197.66	
custom project pricing							
1	NORTEL	NTYS05ACE6	IP Phone 1140E - Graphite with icon keycaps, no power supply (RoHS)	524.29	43%	298.85	
custom project pricing							
1	NORTEL	NTE907JA	1 Premium Service Package MOBX User License Release 5.5	206.80	42%	119.94	
custom project pricing							

	Material	Labor	Total
Subtotal	\$65,390.90	\$10,286.10	\$75,677.00
Additional Custom Discount	-677.00	0.00	-677.00
Subtotal	64,713.90	10,286.10	75,000.00
Sales Tax	0.00	0.00	0.00
Total	<u>\$64,713.90</u>	<u>\$10,286.10</u>	<u>\$75,000.00</u>

The following conditions apply to this proposal:



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Price subject to change after 30 days.

It is the responsibility of the person requesting the work to obtain a requisition from the Purchasing Department for approval and forward the purchase order number to SunTel Services before the work can commence.

Does not include local permit costs, if applicable

SunTel Services "Standard Terms and Conditions" apply.

Assumes work is performed during normal business hours.

Payments to be made as follows: \$37,500.00 deposit, \$37,500.00 net 30 days after cutover.

The above prices, specifications, and conditions are satisfactory and are accepted:

Customer Signature	Date	SunTel Signature	Date
Printed	Title	Printed	Title