access® SYSTEMS

Keeping Offices Connected

Proposal for

NEW HAMPTON

COMMUNITY SCHOOL DISTRICT

ACCESSSYSTEMS.COM

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Executive Summary

Dear Mr. Cantu,

Thank you for the opportunity to present our proposal for your new phone system. Our proposal includes supplying, installing, and configuring the new phone system, as well as providing ongoing support and scalability for the future expansion of the New Hampton Community School District.

Access Systems, established in 1986, is a leading office technology provider in the Midwest, specializing in copiers, printers, VoIP unified communications, and IT solutions. We have partnered with numerous school districts to upgrade their phone systems to VoIP, helping them improve communication, reduce costs, and enhance overall efficiency.

VoIP phone systems are an excellent solution for school districts because they offer cost savings, scalability, and advanced communication features. With VoIP, your district can benefit from lower operational expenses, seamless expansion as needs grow, and enhanced tools such as emergency notifications, voicemail-to-email, and integration with school management systems. Additionally, VoIP provides remote accessibility, ensuring staff can stay connected from any location, improving overall efficiency and safety.

We are confident in our ability to deliver a reliable, future-proof solution that exceeds expectations. Our team is committed to partnering with you to achieve your telecommunications objectives efficiently and effectively. Thank you for considering Access Systems for this project. We look forward to the opportunity to collaborate with you.

Joslyn Twogood

Joslyn Twogood
Telecom Account Executive II
Access Systems
JTwogood@AccessSystems.com
515.978.1924

Technical Proposal

Overview:
Access Systems provides a scalable, flexible, and feature-rich unified communications solution as the foundation of our VoIP infrastructure. Our platform is designed to meet the needs of organizations requiring high-performance voice, messaging, and collaboration tools with seamless integration and enterprise-grade security.

Key Features & Capabilities:

1. Unified Communications (UC) Capabilities

- High-quality voice services, including call routing, forwarding, conferencing, and call recording.
- Multi-party video conferencing with screen sharing and document sharing capabilities.
- Instant messaging and presence management to enhance real-time collaboration.
- Advanced collaboration tools, including file sharing and virtual whiteboarding.

2. Scalability and Flexibility

- Multi-tenant architecture, enabling multiple users and organizations to operate efficiently within a single platform.
- Flexible deployment models, supporting cloud-hosted solutions.
- Easy expansion to accommodate future growth and additional users.

3. Integration and Customization

- Over 400 open platform APIs for seamless integration with third-party applications.
- CRM integration for enhanced productivity and customer relationship management.
- Customizable user interfaces and dial plans to match specific organizational needs.

4. Advanced Features

- Built-in cloud-native contact center with expanded auto-attendant and intelligent call routing.
- Comprehensive contact center reporting with real-time analytics and monitoring tools.
- SMS queuing and advanced call queue management for improved customer service.
- Mobile-friendly applications, ensuring a consistent user experience across desktop, tablet, and smartphone devices.

5. Security and Reliability

- Carrier-grade platform with geo-redundant architecture for maximum uptime and business continuity.
- Secure VoIP communications with encryption and robust access controls.
- Extensive monitoring and diagnostic tools to ensure system performance and reliability.

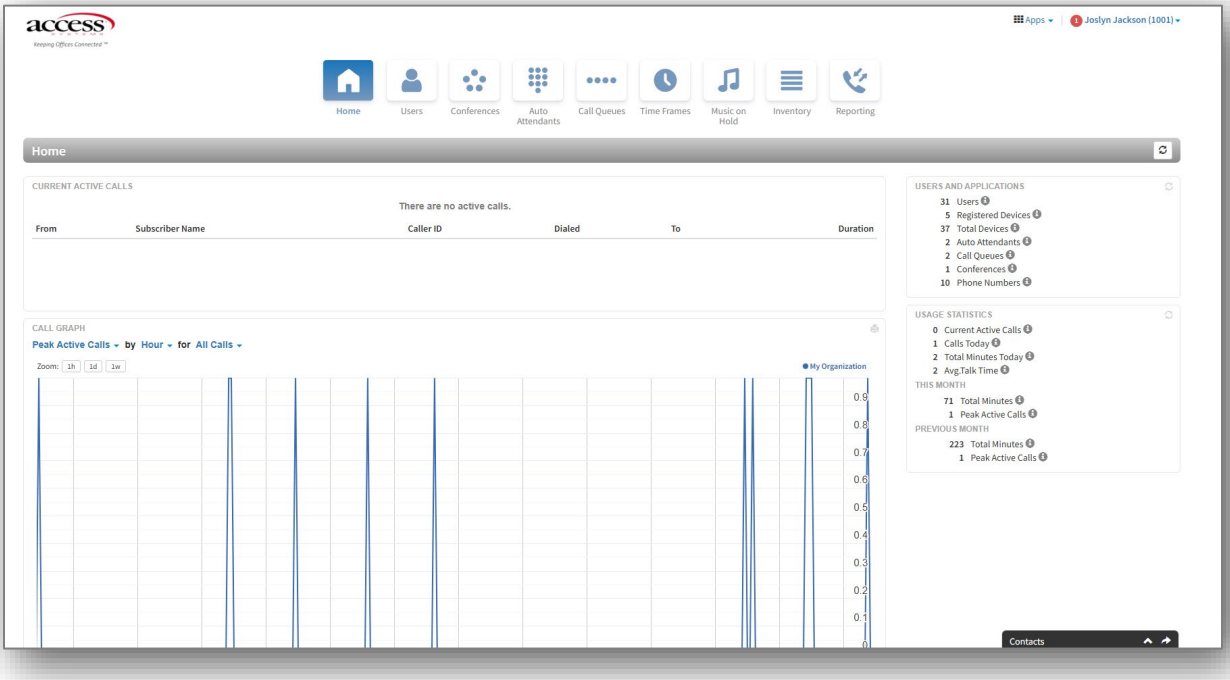
Conclusion:

Our VoIP platform provides a reliable, scalable, and feature-rich solution tailored to meet the communication needs of modern organizations. Access Systems is committed to delivering a seamless, future-proof VoIP solution designed to enhance efficiency, security, and overall user experience.

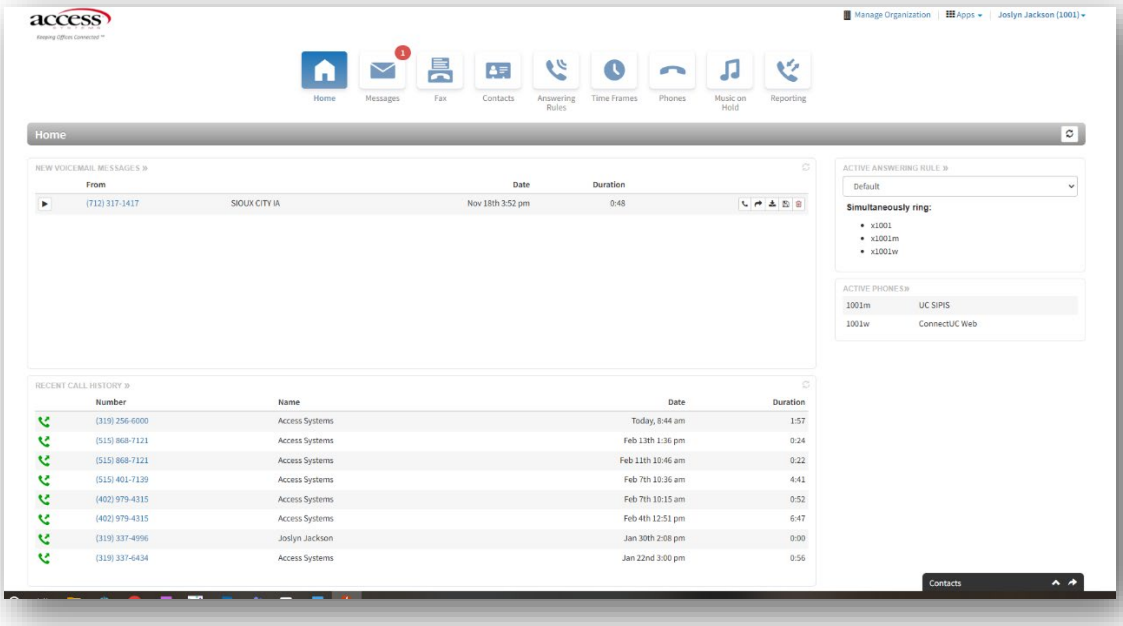
Your Existing Service Cancellations: Please note Access Systems cannot perform any cancellations on your behalf. You are responsible for cancelling all services with your current carrier that are not necessary services such as internet, cable, or analog lines for peripheral devices (ie. credit card machines, alarms, elevators, postage machines, etc.).

Interface Overview

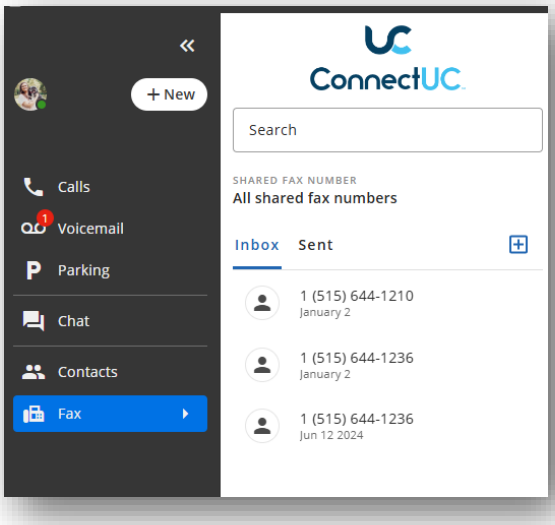
MAIN PORTAL SCREEN:



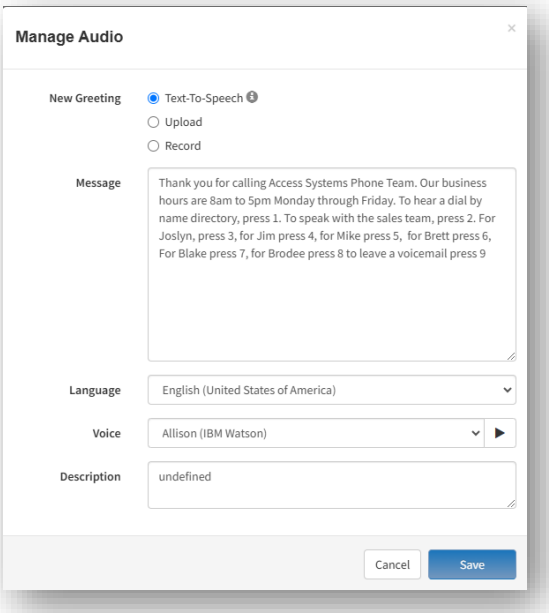
NORMAL USER SCREEN:



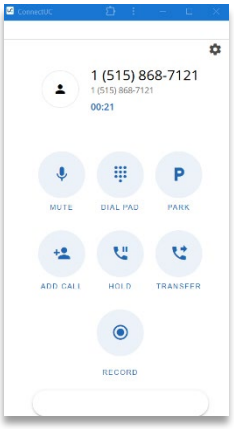
SOFTPHONE AND MOBILE APP:



AUTO ATTENDANT:



Receptionist Console



Mobile Application Screen

T-54W

Automated Attendant

As-a-Service Solution for Digital Receptionist

Auto Attendant As-A-Service Benefits:

Consistency
Auto Attendant is 100-percent reliable, ensuring that calls are answered promptly and routed correctly.

Professionalism
Your personalized greeting and menu options reinforce corporate branding and elevate professionalism.

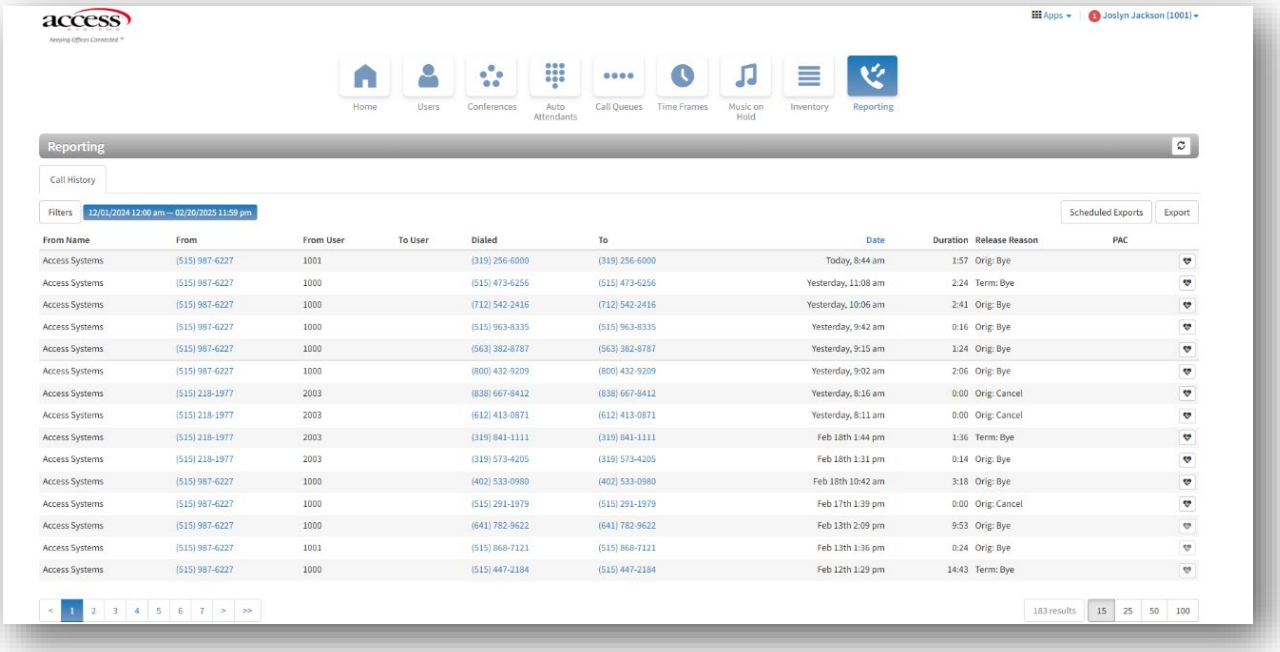
Productivity
Employees answer and transfer fewer calls unrelated to their work, handling more customer calls in less time.

Efficiency
Menu-driven call routing puts callers in control and streamlines their journey, improving customer satisfaction.

Savings
Auto Attendant eliminates the need to pay a full-time receptionist or reassign other employees to fill in when needed.

No More Spam
Robocalling applications can't follow push-button directions to connect to departments or extensions, reducing spam calls.

Reporting for the Agents that only Administration can see:



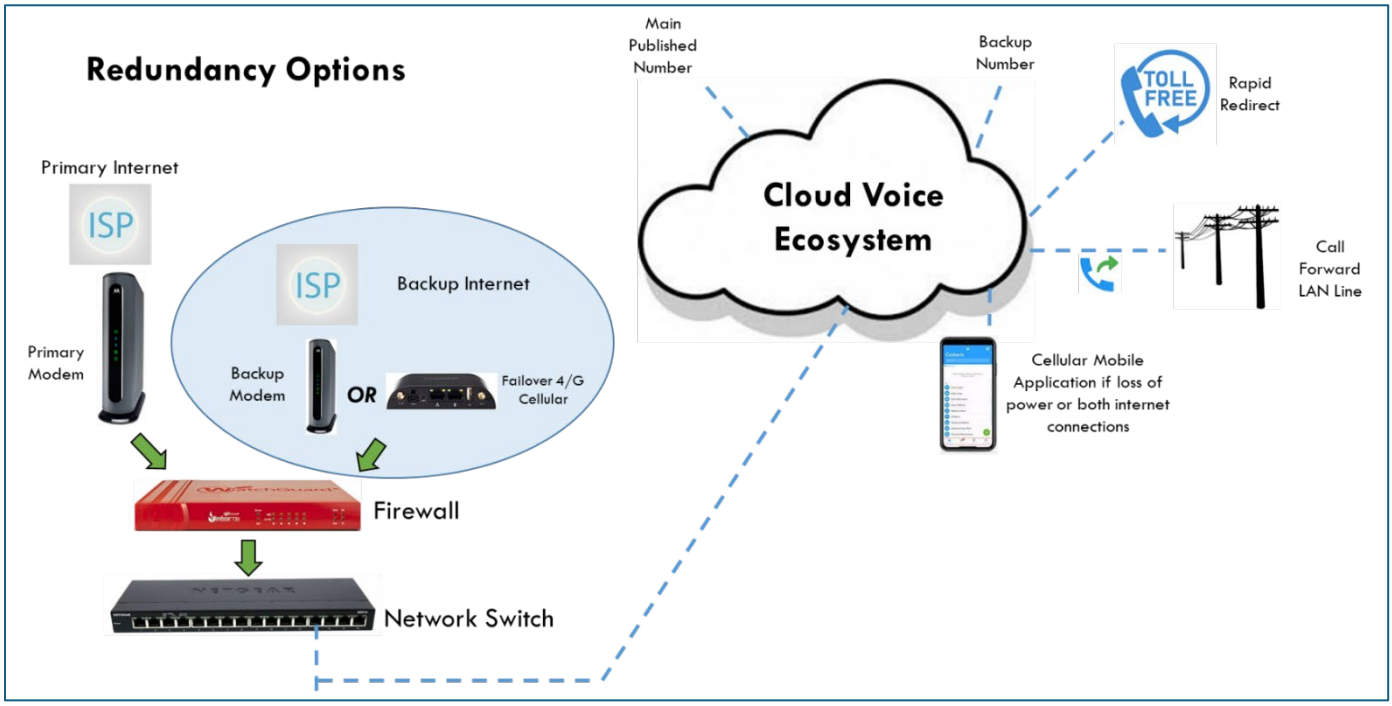
Security, Uptime, and Redundancy

SECURITY:

- Password Protected portal
- Two-Factor Authentication enabled
- Easily block spam/phishing calls

UPTIME:

- Server locations across the United States – if one goes down multiple can be pulled to be its backup
- Ticket urgency – 1 hour response time
- If onsite is needed – 4 hour report time – no charge associated
  99% of issues can be fixed remotely



REDUNDANCY:

- Recommended that you have a back up internet connection – not required
- Redundant Internet Sources
- 2 Separate Upstream PSTN Providers
- Toll-Free Backup – Points to Alternate Number – Rapid Redirect
- Forward Local LAN (POTs) Line.
- Mobile Application Backup in case of power failure
- No LAN Wires to Cut or Replace
- No On-Premise Phone System to Support / Fail
- Work Remotely when needed

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Implementation Plan

1. Agreement Signing

- The proposed agreement must be signed to initiate the implementation process.

2. Initial Contact & Scheduling

- Within **5 business days** of signing, **Project Coordinator** will reach out to schedule a **phone assessment** for both buildings.

3. On-Site Phone Assessment

- A technician will visit the site to conduct a detailed assessment, which includes:
  - Checking **network connections** to ensure compatibility.
  - Evaluating the **paging system** for integration.
  - Measuring **network speeds** to confirm VoIP readiness.
  - Conducting **VoIP test calls** to verify call quality.
  - Assessing the **network environment**, including **PoE switches** for proper power and connectivity.
- If any issues arise that require attention, **Joslyn will follow up** to discuss the next steps.

4. Onboarding Call

- **Project Coordinator will schedule an onboarding call** with the designated personnel.
- This call will cover:
  - System functionality overview.
  - Gathering details for customization, including:
    - **Phone trees**
    - **Auto attendants**
    - **Call routing**
    - **E911 setup**
    - **Holiday schedules** and more.

  - **Number porting process**:
    - Madelyn will discuss the steps required to transfer existing phone numbers.
    - Ensure the necessary documentation is completed for a smooth transition.

- Setting up:
  - **Installation date**
  - **Training date(s)** for the organization.

5. System Customization & User Setup

- The **back-of-house technicians** will configure the system based on the details provided.
- Each user will receive an **email with login credentials**.

6. Training Sessions

- A **Teams call** will be conducted for all users covering basic system requirements.
- **Office Managers** will receive **additional training** before the general training session.

7. Installation Preparation

- Phones will be **shipped to the school** ahead of the installation.
- The organization is responsible for **placing each phone in its designated room/space** before installation.
- **Important Note:**
  - Due to **time constraints and liability concerns related to drilling into walls**, technicians **will not be able to install wall mounts**.
  - **Maintenance personnel** should be available to assist with mounting if needed.

8. On-Site Installation

- **Technicians will arrive on the scheduled date** to complete the installation process.

9. Final Review & Go-Live

- After installation, a final check will be conducted to ensure system functionality.
- The organization will officially transition to the new VoIP system.

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1 Project Kick Off

Your project coordinator will have a kick off meeting with you, and then they will schedule our technician to do a network assessment to ensure that the hosted solution will work at its best for you.

2 Confirm the Plan

After the Network Assessment is completed, the Project Coordinator will review all the details with you and together you'll create the project plan.

3 Put it in Writing

Before implementation, the final paperwork is created and sent to you to sign. These documents are crucial, and the project cannot move forward without their completion.

4 Number Porting Submission

The project coordinator will submit your numbers to the previous carrier to port in to us. The numbers need to be switched to us before implementation can happen.

5 Implementation

The Access team sets everything up prior to implementation then ships the hardware directly to you.

REMOTE INSTALL: The Project coordinator will lead a virtual user training session and be available for any questions. You will make sure the new phones are plugged in and powered on.

ONSITE INSTALL: Our Technician will assist in plugging in phones and any other technology. Training will be provided either onsite or virtually.

6 Post Install

Numbers are ported into the new systems and you can cancel your existing phone service. Enjoy your new phone system!

Cost Proposal

48-Month Term: $1,964.52 per month

Includes:

(11) Basic Seats with Yealink T54W

- Web Portal Access
- Webphone & Connect UC Access
- Voicemail Box
- Voicemail Transcription
- Direct Inward Dialing (DID)

(100) Basic Seats

- Web Portal Access
- Webphone & Connect UC Access
- Voicemail Box
- Voicemail Transcription
- Direct Inward Dialing (DID)

(28) Limited Seats with Yealink T54W

- No Portal Access
- No Voicemail Box
- No Webphone
- Best for common areas

(2) Limited Seats for Paging System Integration

(3) Sites

- Up to 4 Business Telephone Numbers
- 1 E911 Address
- 1 Toll-Free Number

Additional Equipment:

- (11) Yealink EX50 Reception Modules
- (100) Yealink T54W Handsets
- (115) Wall Mounts
- (02) Algo Paging Adapters

(2) Hosted Fax Services

- 1 Fax Number
- 2 Fax-to-Email Users
- 300 faxes per month

Installation Services:

- Pre-installation network assessment and client conference call
- Pre-installation system preparation and programming
- Onsite assistance with handset and peripheral installation
- Remote training included during installation
- ACCS Customer Cloud Quick Guide provided with installation

Post-Installation Support:

- 48-month Total Phone Care service agreement
- Unlimited remote support for system user requests
- Support via phone (888-464-8770) or email (phonesupport@accesssystems.com)
- Onsite support available at time/materials rates

Notes:

- System functionality and call quality depend on internet connectivity; customer is responsible for providing internet access.
- Customer must ensure proper structured data cabling is available for each handset location.
- Additional wiring is not included.
- Cat5e or better network connection is required at each phone location.
- See Access Systems Cloud Voice Terms and Conditions on our website. Signing this quote confirms agreement with all terms and conditions.
- Quote pricing excludes standard taxes and fees.
- Mobile application connectivity and call quality depend on the network (wireless or cellular data).
- Pricing is subject to change based on pre-installation discovery, including but not limited to additional handsets, power adapters, paging adapters, etc.
- Please Note Technicians will not be able to install all 115 wall mounts. Help with installation of wall mounts would be appreciated as technicians will not have drills on site.
- Taxes are not included in the pricing; however, installation and ongoing support are fully covered

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About Access Systems

Established in 1986, Access Systems is a privately owned technology company providing managed print services, VoIP unified communications, and IT services. Our office technology solutions simplify work, save time, and improve security so you can focus on what matters most: Your School.

In 2005, Shane Sloan acquired Access Systems, leading to our expansion as a nationally recognized enterprise. Today, we have 250 employees. Over the past 19 years, we have experienced remarkable growth. With a compound annual growth rate (CAGR) of 20%, this success has been fueled by acquisitions, significant (66%) organic growth, and substantial reinvestments into our business. Our commitment to continuous development has enabled us to maintain our unique culture, provide career opportunities for our team, and deliver enhanced resources to support our clients.

We are proud to be a destination employer; this recognition comes directly from our employees, who have awarded us as a Top Workplace for nine consecutive years in Iowa and the USA since the award's inception in 2021. These accolades attest to our stability and viability as we forge ahead.

Your main point of contact:

Joslyn Twogood
Telecommunications Account Manager
JTwogood@AccessSystems.com
515.978.1924

Meet the Team

Joslyn Twogood

UC Account Executive

Waukee

Your primary contact. Joslyn excels at relationship building and customizing our hosted phone solution for our customers.

Tim Thiede

UC Field Technician

Cedar Rapids

Tim manages all project implementation and escalated onsite service needs.

Mitch Henry

President of IT

Waukee

Mitch focuses on sales, consulting, and overseeing the collaboration between our team and our customers.

Sam Kemble

Remote Support Technician

Waukee

Sam provides remote support. His passion for problem solving delivers effective support for our customers.

Nicole Berry

UC Manager

Waukee

Nicole leads our UC team and keeps up with the latest developments in unified communications.

Madelyn Olson

Client Services Specialist

Waukee

Madelyn delivers exceptional service and a proactive approach.

Notable Awards & Recognition

Top Workplaces in Iowa and the USA
2015-2024

CRN Fast Growth 150, Solution Provider 500, Tech Elite 150
2017-2024

Datto Blue Partner
Top 1% of partners worldwide

Technicians have over 25 Microsoft certifications

Microsoft Solutions Partner for Modern Work

Professional Solution Provider level of partnership with VMware

MSP 500 Winner
2017, 2018, 2022, 2023

Access Systems is in the top 20% of N-Able's customers

Better Business Bureau
A+ Rating

System and Organization Controls

Network+ certified to troubleshoot, configure and manage networks.

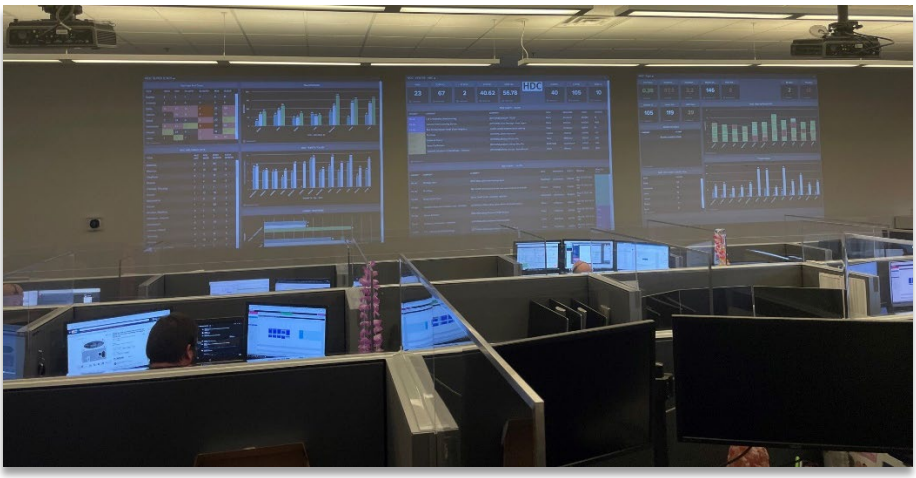
Fortinet, a cybersecurity leader in the industry, is our partner in providing firewall protection.

References

Sioux Falls Christian Schools
118 classrooms and 35 admin seats
Paula Rokusek - Network Administrator
prokusek@siouxfallschristian.org

Capstone Behavioral Healthcare
Julie Smith
julies@capstonebh.com

Welgaard CPAs and Advisors
Josh Buckingham
jbuckingham@welgaardcpa.com



We are excited to discuss our dedicated service and exceptional products with you!

Thank You

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IT - Phone System -- NEW HAMPTON COMM SCHOOL

Prepared by:

Marco - Des Moines

Gary Winter
319-888-8257
gary.winter@marconet.com

Prepared for:

NEW HAMPTON COMM SCHOOL

710 W MAIN
NEW HAMPTON, IA 50659
Jeremiah Cantu
641.394.2134
j_cantu@new-hampton.k12.ia.us

Ship To:

NEW HAMPTON COMM SCHOOL

710 W MAIN
NEW HAMPTON, IA 50659-1004
Jeremiah Cantu
641.394.2134
j_cantu@new-hampton.k12.ia.us

Quote Information:

Quote #: 195588

Version: 1
Date Issued: 03/05/2025
Expiration Date: 04/07/2025
Special Pricing Program:
See Quote Notes

Implementation Overview

ENGAGEMENT OVERVIEW - DESIRED GOALS AND OUTCOMES - CURRENT SITUATION

New Hampton Community School has two locations looking to move to a cloud-based voice solution as follows:

Building 1: 710 West Main St, New Hampton, IA 50659

Handsets:
8 - Enhanced Office Phones - Marco is quoting Cisco 8851 phones with Enhanced Voice licenses for these power users.
55 - Classroom Phones - Marco is quoting Cisco 6871 phones for the classrooms with Enhanced Voice licenses.
18 - Basic Phones (No Voicemail) - Marco is quoting Cisco 6851 phones with Common Area licenses.

Other Integrations:
2 - Fire Panel Integrations - Marco's Cloud Voice platform does not integrate with Fire Panels. These will need to remain Analog/POTS with current provider.
2 - Elevator Lines - Marco's Cloud Voice platform does not integrate with Elevator Lines. These will need to remain Analog/POTS or move to an LTE solution.
1 - Fax Line (Prefer Fax to Email) - Marco is quoting an Efax license for this fax line. This is email ONLY, inbound and outbound with unlimited usage.
1 - Paging System Integration - Marco is quoting installation and an Algo 8301 ATA device for paging integration and one Paging License on the Cloud Voice platform.

Building 2: 206 West Main St, New Hampton, IA 50659

Handsets:
3 - Enhanced Office Phones - Marco is quoting Cisco 8851 phones with Enhanced Voice licenses for these power users.
45 - Classroom Phones - Marco is quoting Cisco 6871 phones for the classrooms with Enhanced Voice licenses.
10 - Basic Phones (No Voicemail) - Marco is quoting Cisco 6851 phones with Common Area licenses.

Other Integrations:
1 - Fire Panel Integration - Marco's Cloud Voice platform does not integrate with Fire Panels. These will need to remain Analog/POTS with current provider.
2 - Elevator Lines - Marco's Cloud Voice platform does not integrate with Elevator Lines. These will need to remain Analog/POTS or move to an LTE solution.
1 - Fax Line (Prefer Fax to Email) - Marco is quoting an Efax license for this fax line. This is email ONLY, inbound and outbound with unlimited usage.
1 - Paging System Integration - Marco is quoting installation and an Algo 8301 ATA device for paging integration and one Paging License on the Cloud Voice platform.

Notes:

- A full license feature break down is included with this proposal to better understand the differences between "Common Area" license and "Enhanced Voice" licenses.

- Marco's Managed Voice solution is 24/7 remote support from our Help Desk team, and a full breakdown of this support is included with this proposal as a separate attachment.

- Marco's implementation overview is included as a separate document which outlines the timeline for installation and a thorough overview of the design steps/process.

- Info slick is also included as a separate attachment for the following phones quoted: Cisco 6851 (Common Areas), Cisco 6871's (Classrooms), and Cisco 8851's (Office/power users).

- Marco is including onsite installation at both locations, 2 hours of remote training for end-users post-install.

- All phone numbers are verified as "portable" (P), so Marco will facilitate in the process of moving existing phone numbers from current provider over to the Marco UC solution.

- Customer notes that their network switches are PoE enabled, and all phone locations will have available Cat5/Cat6 data jacks.

Discounts:

Marco is including a discount on all Enhanced Voice licenses from $20 each down to $12 each.

Marco is including 100% waiver on install, per user set up fees, training, and hosted fax license set up in the total amount of: $10,250. In order to take advantage of this offer, the proposal would need signed prior to 3/31/25.

CLIENT RESPONSIBILITIES

Unless specifically included in the Schedule of Products listed below, the customer is responsible for the following:

Networking:

- CAT5 (or greater) network drops to all handset locations
- Available switch ports and power (either PoE or power outlets) for all connected devices.

- Voice VLANs and required IP Subnets
- LAN and WAN Quality of Service (QoS)
- Working with data circuit provider to ensure proper bandwidth and QoS markings
- DHCP scope
- SSL certificates
- project related DNS entries

Third Party Applications/Devices:

- BYOD (Bring your own Device) phones, paging devices and door access equipment are supported on a best effort basis and approved prior to installation.
- Warranty for BYOD phones, paging devices and door access equipment
- Integration to third party applications are supported on a best effort basis and must be approved prior to installation
- Marco will ensure the handoff to the third party device/application is properly functioning, but Marco support stops beyond that Marco provided connection/device

Number Porting:

- Please do not contact your current service providers to make changes on your account or disconnect services until specified to do so by Marco Project Management
- Verifying numbers for all fax, alarm and security lines - these should not be ported unless you are moving your fax to our/a hosted fax service
- Contact current carrier to remove any PINS, passwords, line and/or PIC/LPIC freezes from all accounts numbers will be ported from
- The customer must have authorized user sign the Letter of Agency for number porting, which must be the approved contact with all current carriers
- Obtain current copy (last 30 days) of all invoices for accounts in which numbers will be ported from (including toll free)
- Obtain a customer service record (CSR) from the accounts of all carriers in which numbers will be ported from (this should list all account information including service addresses).

SERVICES ASSUMPTIONS, EXCLUSIONS, AND NOTES

UC - Site 1

Description	Recurring	One-Time	Qty	Ext. Recurring	Ext. One-Time
Designated Site: 710 W Main St, New Hampton, IA 50659			1		
Recurring Services					
Marco - UC - Customer Managed Firewall			1		
Includes a customer provided Firewall and any additional IT Infrastructure. Marco WILL NOT provide monitoring or management of these components and CANNOT troubleshoot these devices. Marco will provide best practices for standard configuration and troubleshooting to the customer or IT resource.					
Marco - UC - Customer Managed Switch			1		
Includes a customer provided Switch and any additional IT Infrastructure. Marco WILL NOT provide monitoring or management of these components and CANNOT troubleshoot these devices. Marco will provide best practices for standard configuration and troubleshooting to the customer or IT resource.					

Marco - UC - Common	$13.00		18	$234.00	
Supports basic calling features. It is intended for simple endpoints like hallway phones, door phones, and simple retail stations. The Common Area package includes features like Call Forward, BLF, Transfer, Call Waiting.					
Marco - UC - Voice	$20.00		63	$1,260.00	
Includes a subset of the calling features like Hunting, Voicemail, Visual Voicemail, Shared Call Appearance that are associated with Webex Calling with the option of the Webex App softphone or a choice of devices. It does not include the Meetings and Messaging functionality and offers a calling focused package for customers looking for a voice only solution.					
Marco - UC - Paging User	$8.00		1	$8.00	
Includes an extension for connecting to amplified paging systems.					
Marco - UC - SIP Trunk			81		
Includes DID, E911, and Usage					
Marco - UC - Hosted Fax DID with Unlimited Usage	$15.00		1	$15.00	
Includes a DID number for inbound/outbound faxing through email with unlimited usage.					
Non - Recurring Services					
Cisco 6851		$123.75	18		$2,227.50
Four-line IP desk phone, 10/100/1000, 3.5" grayscale screen, RJ9 headset support, wallmount optional, KEM optional					
Cisco 6871		$150.50	55		$8,277.50
Six-line IP desk phone, 10/100/1000, 3.5" color screen, RJ9 and USB headset support, wallmount optional					
Cisco 8851		$257.53	8		$2,060.24
Ten-line IP desk phone, 10/100/1000, 5" color screen, RJ9/USB/bluetooth headset support, wallmount optional, KEM optional					
Marco - UC - On-Site Install		$1,500.00	1		$1,500.00
Marco will perform onsite installation of all phones.					
Marco - UC - Remote Training		$250.00	1		$250.00
Marco will provide up to 2-hours of Project Coordinator led remote training.					
Marco - UC - Per User Setup		$50.00	81		$4,050.00
Includes configuration, and provisioning for services such as: Auto Attendant, Ring Groups, Hunt Groups, Time Frames, Voicemail, Conference Bridge, Call Forwarding, Line Appearances, Multi-Line, Extension, Simultaneous Ring and Voicemail to Email per user.					
Marco - UC - Hosted Fax DID Setup		$25.00	1		$25.00
Includes configuration of one Hosted Fax with DID or Toll Free.					
		Subtotal:	**$1,517.00**	Subtotal:	**$18,390.24**

UC - Site 2

Description	Recurring	One-Time	Qty	Ext. Recurring	Ext. One-Time
Designated Site: 206 W Main St, New Hampton, IA 50659			1		
Recurring Services					
Marco - UC - Customer Managed Firewall			1		
Includes a customer provided Firewall and any additional IT Infrastructure. Marco WILL NOT provide monitoring or					

management of these components and CANNOT troubleshoot these devices. Marco will provide best practices for standard configuration and troubleshooting to the customer or IT resource.					
Marco - UC - Customer Managed Switch			1		
Includes a customer provided Switch and any additional IT Infrastructure. Marco WILL NOT provide monitoring or management of these components and CANNOT troubleshoot these devices. Marco will provide best practices for standard configuration and troubleshooting to the customer or IT resource.					
Marco - UC - Common	$13.00		10	$130.00	
Supports basic calling features. It is intended for simple endpoints like hallway phones, door phones, and simple retail stations. The Common Area package includes features like Call Forward, BLF, Transfer, Call Waiting.					
Marco - UC - Voice	$20.00		48	$960.00	
Includes a subset of the calling features like Hunting, Voicemail, Visual Voicemail, Shared Call Appearance that are associated with Webex Calling with the option of the Webex App softphone or a choice of devices. It does not include the Meetings and Messaging functionality and offers a calling focused package for customers looking for a voice only solution.					
Marco - UC - Paging User	$8.00		1	$8.00	
Includes an extension for connecting to amplified paging systems.					
Marco - UC - SIP Trunk			58		
Includes DID, E911, and Usage					
Marco - UC - Hosted Fax DID with Unlimited Usage	$15.00		1	$15.00	
Includes a DID number for inbound/outbound faxing through email with unlimited usage.					
Non - Recurring Services					
Cisco 6851		$123.75	10		$1,237.50
Four-line IP desk phone, 10/100/1000, 3.5" grayscale screen, RJ9 headset support, wallmount optional, KEM optional					
Cisco 6871		$150.50	45		$6,772.50
Six-line IP desk phone, 10/100/1000, 3.5" color screen, RJ9 and USB headset support, wallmount optional					
Cisco 8851		$257.53	3		$772.59
Ten-line IP desk phone, 10/100/1000, 5" color screen, RJ9/USB/bluetooth headset support, wallmount optional, KEM optional					
Marco - UC - On-Site Install		$1,500.00	1		$1,500.00
Marco will perform onsite installation of all phones.					
Marco - UC - Per User Setup		$50.00	58		$2,900.00
Includes configuration, and provisioning for services such as: Auto Attendant, Ring Groups, Hunt Groups, Time Frames, Voicemail, Conference Bridge, Call Forwarding, Line Appearances, Multi-Line, Extension, Simultaneous Ring and Voicemail to Email per user.					
Marco - UC - Hosted Fax DID Setup		$25.00	1		$25.00
Includes configuration of one Hosted Fax with DID or Toll Free.					
		Subtotal:	**$1,113.00**	Subtotal:	**$13,207.59**

Paging Adapters

Description	One-Time	Qty	Ext. One-Time
Algo IP Paging Adaptor	$415.00	2	$830.00

Subtotal: **$830.00**

Professional Services Labor - Paging

Description	One-Time	Qty	Ext. One-Time
Marco Professional Services - Fixed Fee - Milestone 1 - Progress Billed Monthly	$1,628.00	1	$1,628.00

Subtotal: **$1,628.00**

Discounts

Description	Recurring	One-Time	Qty	Ext. Recurring	Ext. One-Time
One-Time Service Discount		($10,250.00)	1		($10,250.00)
2025 Q1 Cloud Voice Promotion - 100% off onboarding/set up fees					
Recurring Product Discount	($8.00)		111	($888.00)	
Enhanced Voice licenses - Discounted to $12/license					

Subtotal: **($888.00)** Subtotal: **($10,250.00)**

Quote Summary - One-Time Expenses

Description	Amount
UC - Site 1	$18,390.24
UC - Site 2	$13,207.59
Paging Adapters	$830.00
Professional Services Labor - Paging	$1,628.00
Discounts	($10,250.00)
Total:	**$23,805.83**

Quote Summary - Expenses

Description	Amount
UC - Site 1	$1,517.00
UC - Site 2	$1,113.00
Discounts	($888.00)
Total:	**$1,742.00**

Payment Options

Description	Payments	Interval	Amount
Recurring Payments			
36-Months - Monthly Payments	**36**	**Monthly**	**$1,742.00**
	1	**One-Time**	**$23,805.83**

Summary of Selected Payment Options

Description	Amount
Recurring Payments: 36-Months - Monthly Payments	
Selected Recurring Payment	$1,742.00

Approval

Customer Proprietary Network Information (CPNI):
Provider and Customer acknowledge that Provider has a duty to protect the confidentiality of Customer Proprietary Network Information ("CPNI") in accordance with applicable federal law. CPNI includes information relating to the quantity, technical configuration, type, destination, location, and amount of use of the telecommunications Services that Customer purchases from Provider, and that is made available to Provider by Customer solely by virtue of the Provider/Customer relationship hereunder. Provider and Customer understand that Provider may access, use and disclose Customer's CPNI as permitted by applicable law, in order to install and provision the Service and market services that are within the same category of services provided herein without Customer's consent. With Customer's consent, Provider may use Customer's CPNI in order to offer Customer the full range of products and services offered by Provider. By signing this Agreement, Customer consents to Provider using Customer CPNI for the purpose of marketing additional services. Customer may refuse CPNI consent by signing this Agreement and providing to Provider written notice of its intent to opt out of granting such consent. Customer's consent or refusal to consent will remain valid until Customer otherwise advises Provider. Any refusal of consent by Customer will not affect Provider's provision of service to Customer.

Provider and Customer agree that Customer is served by a primary dedicated account representative and thereby qualifies for the Business Customer Exemption from the FCC's CPNI authentication requirements. Provider and Customer agree to be bound by the authentication regime in this paragraph. Specifically, Provider and Customer agree that Provider may provide Customer CPNI to representatives authorized by Customer as designated in applicable Service Orders in connection with Customer-initiated calls pertaining to the purchase of new and/or additional services, billing and collection, trouble reports, and other customer care issues.
If Customer representatives other than those designated by Customer in Service Orders contact Provider to request or modify information regarding Customer's account, Provider will not provide Customer CPNI unless Provider authenticates the caller. If the caller cannot provide information that enables Provider to authenticate the caller, Provider will not provide Customer CPNI to the caller, but will instead call the Customer back at the Customer's telephone number associated with the services provided herein to provide the requested information or mail the requested information to Customer's business address associated with the account for at least 30 days.

Please select an option below*:
Opt In_____ (Marco may use CPNI to market to Customer)
Opt Out_____ (Marco may not use CPNI to market to Customer)

* If No selection is made, an assumption of "OPT IN" is selected on your behalf

- Client represents that it has reviewed and agrees to be legally bound by this Schedule of Products.
- Client represents that it has reviewed and agrees to be legally bound by the Relationship Agreement, any Product Agreement(s) referred to herein, and applicable policy(ies) ("Terms and Conditions") which are located at www.marconet.com/legal for the Products it is obtaining as identified in this Schedule of Products. If the parties have negotiated changes to the Terms and Conditions that have been reduced to writing and signed by both parties, the modified version(s) of such Terms and Conditions, that have not expired or been terminated, shall replace the online version(s).
- Client agrees to use electronic signatures, electronic communications, and electronic records to transact business under the above documents.
- The pricing above does not include taxes. Taxes, fees and surcharges shall be paid by Client and will be shown on invoices to Client.
- Payments made via credit card are subject to a 3% surcharge.

- A $30 fee will be assessed for any returned payment

Marco Technologies, LLC

Signature: Gary L Winter

Name: Gary L. Winter

Title: Technology Consultant

Date: 3/6/2025

NEW HAMPTON COMM SCHOOL

Prepared for: Jeremiah Cantu

Signature: _____

Signed by: _____

Title: _____

Date: _____

PO Number: _____

Email Address: _____

IT - On-Prem Phone system -- NEW HAMPTON COMM SCHOOL

Prepared by:

Marco - Waterloo

Gary Winter
319-888-8257
Fax 319.234.7085
gary.winter@marconet.com

Prepared for:

NEW HAMPTON COMM SCHOOL

710 W MAIN
NEW HAMPTON, IA 50659
Jeremiah Cantu
641.394.2134
j_cantu@new-hampton.k12.ia.us

Ship To:

NEW HAMPTON COMM SCHOOL

710 W MAIN
NEW HAMPTON, IA 50659-1004
Jeremiah Cantu
641.394.2134
j_cantu@new-hampton.k12.ia.us

Quote Information:

Quote #: 195535

Version: 1
Date Issued: 03/07/2025
Expiration Date: 03/27/2025
Special Pricing Program: Sourcewell/NJPA

Products

Description	One-Time	Qty	Ext. One-Time
Mitel Sourcewell (formerly NJPA) contract #120122-MBS			
Mitel MiVoice Business 3300 EX Controller			
EX Controller 4/60G	$2,351.00	1	$2,351.00
TA7104 Universal (w/o AC cord)	$330.00	1	$330.00
DSP card for EX Cont.	$392.00	1	$392.00
4 Port FXS for EX Cont.	$192.00	1	$192.00
PWR CRD C13 10A 125V - NA Plug	$10.00	2	$20.00
Mitel MiVoice Business Software and Licenses			
MiVBus Enterprise SW for 3300 (no users)	$882.00	1	$882.00
MiVoice Bus Enterprise Dynamic Extension	$121.00	11	$1,331.00
MiVoice Bus License - Enterprise User	$101.00	100	$10,100.00
MiVoice Business License-SINGLE LINE EXT	$44.00	36	$1,584.00
MCD Mailbox license	$30.00	115	$3,450.00
MiVoice Business SIP Trunks x10	$526.00	3	$1,578.00
Mitel MiVoice Border Gateway SIP Proxy			
Requires physical or virtual server to install software on. If Kinetic (Windstream) will provide on site SBC, then the MBG is not			

needed.			
MiVoice Border Gateway Virtual	$146.00	1	$146.00
SIP TRUNKING CHANNEL PROXY	$29.00	30	$870.00
Phones and Accessories			
6930w IP Phone	$241.00	11	$2,651.00
6915 IP Phone	$118.00	100	$11,800.00
Integrated DECT Headset (NA)	$209.00	3	$627.00
M695 PKM	$150.00	3	$450.00
6905 Wall Mount Bundle	$81.00	28	$2,268.00
Algo IP Paging Adaptor	$415.00	2	$830.00
5 Years Software Assurance			
SWA MiVBus UC Premium 5y	$4.50	1814	$8,163.00

Subtotal: **$50,015.00**

Marco Managed Voice Support Five (5) Year 8x5 Standard

** Optional Section*

Description	One-Time	Qty	Ext. One-Time
Marco Managed Voice Support Five (5) Year 8x5 Standard	*$33,653.00*	*1*	*$33,653.00*

* Optional Subtotal: **$33,653.00**

Professional Services Labor - Discounted 5 year MMV Rate

Description	One-Time	Qty	Ext. One-Time
Marco Professional Services - Fixed Fee - Milestone 1 - Progress Billed Monthly	$16,010.99	1	$16,010.99

Subtotal: **$16,010.99**

Quote Summary - One-Time Expenses

Description	Amount
Products	$50,015.00
Professional Services Labor - Discounted 5 year MMV Rate	$16,010.99
Total:	**$66,025.99**

*One-Time * Optional Expenses*

Description	One-Time
Marco Managed Voice Support Five (5) Year 8x5 Standard	*$33,653.00*
Optional Subtotal:	***$33,653.00***

Payment Options

Description	Payments	Interval	Amount
One-Time Payment			
One-Time Payment	**1**	**One-Time**	**$66,025.99**

Summary of Selected Payment Options

Description	Amount
One-Time Payment: One-Time Payment	