

March 7, 2025

New Hampton Community School District

710 West Main Street
New Hampton, IA 50659
641-394-2134
J_cantu@new-hampton.k12.ia.us

Dear Jeremy Cantu,

Many thanks for the opportunity to provide you with this telecommunications system proposal. American Business Phones has been a leader in the telecommunications industry in Iowa since 1982, serving businesses state-wide.

At American Business Phones service is more than just a promise. We provide:

- 1. State-of-the-Art **VOIP** Telecommunications Systems.**
- 2. Trained and certified installation and service professionals to install and maintain your telephone system.**
- 3. Best warranty in the industry with “TOTAL UC 24/7 SUPPORT”.**
- 4. Convenient financing options to lease or own.**

I am recommending the Sangoma Telephone System for your company. Sangoma designs and manufactures innovative business telephone systems for workplaces like yours. These exceptional systems are easy to use and packed with advanced capabilities to enhance your competitive edge!

I have carefully prepared this system proposal for your evaluation.

Sincerely,

Ross Atwood
ross@callABP.com



Switchvox®



Sangoma

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Included Equipment:

Switchvox E525 Appliance (Qty.1) \$1,684.00

- Supports 1 to 400 users.
- Up to 100 concurrent calls
- Up to 100 concurrent recorded calls
- Up to 100 simultaneous conference users
- Solid State Drive
- Built In IVR
- Built In ACD
- Call Recording
- Call Reporting
- Desktop Integration
- Presence Management
- Visual Voicemail
- Voicemail to email



P330 Phone (Qty11) \$1,960.20

- 4.3 inch full-color IPS LCD display
- 12-line appearance keys with page scrolling key
- 6 feature keys
- 4 context-sensitive soft keys
- 6-key navigation controller
- Backlit headset, speaker, and mute keys
- 3 color LED Message Waiting Indicator
- 2 Gigabit interfaces
- Built-in 2.4/5GHz Wi-Fi and Bluetooth
- Expansion Module Available



P315 Phone (Qty.85) \$14,515.20

- 2.4-inch color LCD display
- 2- Line Keys programmable with 1 rapid dial entry (fixed label)
- 4 context-sensitive soft keys
- 6-way navigation controller
- Headset, speaker, and mute keys
- 2 switched 10/100/1000 Mbps Ports



PM200 Sidecar (Qty.19) \$3,216.51

- 4.3-inch Color IPS LCD display
- 2 columns of 10 keys with page scrolling keys
- Up to 40 total contacts per Sidecar
- Compatible with P330 P370
- Add up to 6 PM200 sidecars for a total of 240 extra keys.



APP51 Headset EHS Cable (Qty.2) \$149.08

- Connects your existing Plantronics headset to a Sangoma phone

P Series Phone Wall Bracket (Qty.85) \$1,346.00

- Allows you to wall mount a P Series phone.



HT813 port FXS Gateway (Qty.2) \$152.34

- Connects (1) Analog Device & (1) Telephone Line to the Switchvox



HT801 Analog ATA (Qty.2) \$84.14

- Connects (1) Analog Device to the Switchvox



5 years of Licensing: \$16,162.66

Installation: \$16,521.00

Optional Equipment :

(Not included in base scope total)

None

Warranty and Support Services:

Manufacture Warranty and Support Services:

- 5 Year Equipment Warranty on Sangoma Appliance**
- 5 Year Titanium Sangoma Support and Maintenance**
- 1 Year Equipment Warranty on Grandstream Gateways and ATA's**
- 1 Year Equipment Warranty on the Phones, Phone Accessories, Headsets, Paging Adapters and UPS**

American Business Phones Support Services:

- 1 Year Coverage on labor (see attached "TOTAL UC 24/7 Support")**

Scope of Work:

American Business Phones (ABP) will provide and install the following to New Hampton Community School District (hereafter, Customer):

(146) user subscription licenses and (146) 4-year renewal Licenses.

(1) Switchvox E525 Appliance with Switchvox software and Base License, (11) P330 IP Phones, (19) Side Cars 15 will be for the secretary phones at the high school (3 each for 5 phones) and 4 will be for the secretary phone at the elementary (2 each for 2 phones) , (128) P315 IP Phones, (85) Wall Mount Brackets, (2) HT813 to connect the existing paging system and one elevator at each building, (2) HT801 to connect additional elevator at each building. Phones will be powered by customer provided PoE switches. A working ethernet connection is required at each phone location. System will use SIP Station for telephone line Service

The mobile app is included in this proposal NOTE: Mobile app / softphone is dependent on proper network configuration.

One Administrator Training session is included in this proposal.

Any work performed outside the scope of work will be billed at \$115.00 per hour plus any material.

ABP will provide (1) hour of support to the IT vendor to assist with setup of the firewall and network to get them ready to support the use of SIP Trunks, Mobile softphone app and remote access to the phone system. A Static Public IP and a dual resolvable (both from the WAN and LAN) FQDN is required for the use of Mobile Softphone. An SSL certificate may be necessary for the proper operation of Switchvox, an SSL certificate and the labor required is not included unless stated in the scope of work. ABP will provide all necessary documentation to the IT Vendor regarding the networking requirements of the Switchvox system. ABP is not responsible for the programming, operation, functionality or providing of the Internet service, WAN, LAN, Firewall, Switch gear, FQDN, SSL Certificate, IP addresses or any other networking related item, these are the responsibility of the Customer / IT Vendor. All time working with the IT Vendor after the first hour will be billed at \$115.00 per hour.

This Scope of Work and offer is subject to the ABP TERMS & CONDITIONS hereto.



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Monthly Reoccurring fees from SIP Station:



Creation date: 2025-02-19

Sangoma US 445 Jan Davis Drive Huntsville, AL 35806 US 256-428-6000 EIN #61-1752222	Billing Address Ragtime Industries Aliba, IA 52531 US 641-932-7813	Shipping Address Ragtime Industries Aliba, IA 52531 US 641-932-7813	Order #: ORD-2047489 Quote Good Until: 2025-03-21 Ordered By: Vickie Gentle
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Item Name	Quantity	Unit Price	Total Price
High Volume Voice Trunk (Monthly Billing)	1	\$16.99	\$16.99
North America Inbound NumberDIDs (Monthly Billing)	1	\$1.00	\$1.00

Contract Details:

SIPStation 3 Year Plan - \$16.99/mo. per High Volume Voice for customers with an on-premise or virtual Switchvox system
 Special: SIPStation 3 Year Plan - \$16.99/mo. per High Volume Voice for customers with an on-premise or virtual Switchvox, FreePBX, or PBXact systems. Billing will be monthly. Early cancellation fee applies; please see Terms of Service.
Contract Overall Length: 36 Months

Estimated Taxes (Exemptions may apply)

STATE SALES TAX	\$1.45
LOCAL OPTION SALES TAX	\$0.24
IA RELAY ASSESSMENT	\$0.03
911 EMERG COMM SERVICE CHARGE	\$1.00
FEDERAL UNIVERSAL SERVICE FUND	\$2.36
FEDERAL COST RECOVERY FEE	\$0.40
REGULATORY COST RECOVERY FEE	\$3.33

Item(s) Subtotal:	\$17.99
Estimated shipping:	\$0.00
Total before tax:	\$17.99
Estimated tax:	\$8.81
Balance Due:	\$26.80



Base Scope Total: \$55,791.53

All Prices quoted are valid for 30 days from the date stated on the quotation.

TAXES – Applicable taxes shall be added to the purchase price unless the customer has supplied a tax exemption certificate acceptable to the proper taxing authorities.

Your total includes a 5% discount for using ACH or Check. If you prefer not using ACH or Check, please add 5%.

X

Authorized Signature for Customer

Date

X

Print Name for Customer

RJA Checked

X

ABP Manager Approval

Date



TERMS & CONDITIONS:

SCOPE OF WORK – Anything outside the “Scope of Work” section of this proposal is not included.

BUDGETARY – This proposal has been quoted with the best information we had at the time for New Hampton Community School District (hereafter, Customer, or You or Your) by American Business Phones (hereafter, American Business Phones or ABP). Parts and labor charges may change due to additional requests, unknown requirements, or added features or programming not known beforehand.

THIRD PARTY AND OTHER CONSIDERATIONS - ABP makes no representations or warranties regarding third party equipment and services as to operation, functionality, compatibility, availability or interconnectability regardless of previous operation, functionality, compatibility, availability or interconnectability. “Third Party Equipment and Services” means equipment, products, applications, services, software, networks, systems, directories, websites, databases, or information which ABP did not sell, service, or install. ABP will not be responsible or liable, directly, or indirectly, for any actual or alleged damage or loss caused by or in connection with use of or reliance on any Third-Party equipment and services. A third-party vendor may be needed in order for ABP equipment to properly interface with third party equipment or services. ABP is not responsible for any charges that may occur from any third-party vendor. ABP may charge additional fees when requested to interface with third party equipment or services or troubleshoot third party issues whether or not the issue is resolved.

TRAINING – Training will be in the form of user handouts and online videos. American Business Phones will provide (1) session of in-person end-user training prior to or immediately following the installation and or cutover of the newly installed equipment if it is requested in advance. Additional in-person end-user training sessions are only available by scheduling with our service department following the installation. Administration training is not provided for free unless stated in the “Scope of Work.” Administrative training may be available for free from the manufacturer. If this training is requested, ABP will provide the links to the manufacturer training that is available. Administrative training is available for a fee.

CUSTOMER OBLIGATIONS – American Business Phones requires that one person represent the customer’s organization. This one person, known as the site contact, will be responsible for the organization and communication of the installation with ABP, other vendors, and members of their own organization. The site contact is responsible for gathering all necessary information required by ABP. ABP will not collaborate with any person other than the site contact. The site contact must be on-site and available at all times while ABP is performing the work stated in the “Scope of Work.” ABP needs several documents to be filled out with programming information, this documentation is the responsibility of the Customers’ Site Contact to provide.

SYSTEM REQUIREMENTS – Well-lit room with 120vac 20amp grounded power receptacles, climate-controlled with temperature not less than 32F nor greater than 104F, humidity below the point of condensation, free of obstructions within 3 feet every direction of the equipment, sufficient internet connection and bandwidth, and remote access authorization.

WARRANTY DISCLAIMER – The warranty does not include lightning, water, fire, abuse, or the like, or other acts of God not the fault of the equipment and is void if equipment is serviced by a third party not authorized by American Business Phones.

CABLING AND NETWORK PORTS – This proposal does not include installation of any jacks or cabling, including but not limited to, feed cables, station cables, network cables, patch cables, fax cables, Fiber Cables,



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HDMI cables, network jacks, telephone jacks, DSL jacks, backboards, network racks, or shelves unless stated in the "Scope of Work". This proposal assumes that all equipment to be installed will connect to existing: ethernet jacks, cables, PoE ports, network ports and telephone lines that are already in place, live and working, unless otherwise stated in the "Scope of Work." Installation by ABP of any of the items in this section will be a billable addition unless stated in the "Scope of Work."

NETWORK CAPACITY – This proposal assumes sufficient port capacity on the customer's network (if applicable).

PROGRAMMING – Additions or changes to initial programming will result in additional charges.

OBLIGATION – American Business Phones (ABP) shall be temporarily relieved of its obligation in the event of circumstances beyond ABP's control such as but not limited to, labor disturbances, natural disaster, pandemic or endemic occurrences, weather, unavailability of parts, problems due to software changes made by software manufacturers, lack of telephone company facilities, inability of the Telecommunications and Internet Service Providers to provide services such as telephone service, Internet service, SIP service, etc.

LINES, CIRCUITS & INTERNET SERVICES – The performance of ABP 's systems depend upon services provided by third parties such as phone companies, long distance companies, internet service providers, cloud hosting providers and many others. Though ABP may recommend any of these services and may even place the order for a third-party service, the operation and reliability of these services are beyond ABP's control. ABP cannot and does not guarantee the performance of third-party services which may include WAN (Wide Area Network) Services, SIP (Session Initiation Protocol), VOIP (Voice Over Internet Protocol), DSL (Digital Subscriber Line), Quicklert, Cable, Satellite, and a host of others. Also, customers must keep in mind that poor voice quality may be due to a poor connection at the other side of your communication link and not your side.

MANUFACTURER SOFTWARE REVISIONS AND UPGRADES – ABP cannot and does not guarantee that any changes, upgrades, or revisions of any software or firmware will not affect functionality with proposed systems or system features. This includes printed information in sales and advertising brochures which may have been printed prior to software being revised.

DISCLAIMER OF WARRANTIES. ABP does not make any warranties in respect to the equipment either expressed or implied, except as provided in this Agreement. ABP shall in no event be liable for any special, incidental, or consequential damages for loss, including but not limited to lost profits, damages or expense directly or indirectly arising from customer's inability to use the Equipment either separately, or in combination with any other machinery or from any other cause. Repairs necessitated by any of the above expected causes shall be made by ABP, and the reasonable charge for the parts and labor of these various services invoiced to Customer. ABP shall not be responsible for any damage that occurs to equipment, attachments, or other devices not furnished by Lessor that are used in conjunction with the installation and Equipment.

EMERGENCY 911 SERVICE – You are advised that the E911 service from your **IP Phone:** may not function with the loss of electrical power, including the loss of power to telephone equipment or other equipment necessary to route E911 calls to the appropriate emergency call center; will not function if the broadband/internet connection is not operational; will not function at a remote location or may transmit incorrect physical location information for the caller if internal users are allowed to use their IP-based phones remotely; may not transmit the correct physical address for the E911 call due to incorrect information provided by you, use of a non-native telephone number or delays in loading or updating automatic number identification and location information into the E911 databases; may not be capable of being received and/or processed by an emergency call center due to the center's technical limitations; and may be affected by other factors or force majeure events, such as the quality of the broadband connection and network congestion.



LIMITATION OF LIABILITY.

- a. Risk of Loss. ABP shall not be responsible for loss or damage to property, material, or equipment belonging to You, your agents, employees, suppliers, or anyone directly or indirectly employed by You while said material property, or equipment is in Your care, custody, control, or physical control. You are encouraged to obtain appropriate equipment, material, or installation floater insurance against such risk of loss. You and Your insurers waive all rights of subrogation against ABP for such losses.
- b. Third Party Services. The performance of ABP's systems depend upon services provided by third parties including, but not limited to, phone companies, long distance companies, internet service providers and other service providers. Though ABP may recommend any of these services and may even place an order for a third-party service, the operation and reliability of these services are beyond ABP's control. ABP cannot and does not guarantee the performance of third-party services which may include, but not be limited to WAN (Wide Area Network) Services, SIP (Session Initiation Protocol), VOIP (Voice over Internet Protocol), DSL (Digital Subscriber Line), Cable, Satellite, Quicklert, and a host of others. You hereby release, indemnify, and otherwise hold harmless ABP from any and all claims of damages, costs, expenses, charges, or other losses as a result of the failure of said third party services.
- c. IP Security and Hacking. ABP shall not be liable for service issues, lost data, damaged software or hardware, incidental damages, or loss of business due to lack of proper system security or hacking (theft or damage to software from a remote location) of Your network and/or voicemail or communication server. You assume sole responsibility for maintaining security protocols, firewalls, anti-virus, anti-adware software and any other defensive measures necessary for protection of software and hardware.
- d. Under no circumstances (except as required by law) is ABP, its subcontractors or program developers, liable for third-party claims against You, even if informed of their possibility, for loss of, or damage to, network or for special, incidental, or indirect charges, economic consequential damages, lost profits, business, revenue, goodwill or anticipated savings.

GOVERNING LAW. This Agreement shall be governed and construed in accordance with the State of Iowa. Customer consents to personal jurisdiction and exclusive venue in the state and federal courts of Polk County, Iowa, and waive any objections thereto including *forum non conveniens*.

PAYMENT TERMS – A 40% down payment is due when ABP's proposed Scope of Work is accepted and authorized by the Customer. The balance will be due upon completion of the installation. In the event installation occurs over a several week period, ABP may require periodic payments.

ATTORNEY'S FEES – Customer shall pay all of ABP's costs in the collection of any amount due hereunder, in the recovery of any property pursuant hereto, or in the enforcement of its right against the Customer, including reasonable attorney's fees, whether or not suit be brought.

TERMS – The terms on this document constitute the entire agreement between ABP and Customer for the Scope of Work. No other representation, statements, or warranties not contained herein shall be relied upon by the Customer unless made by mutually agreed upon written amendment to this agreement. This is a binding contract, not subject to cancellation.



I Acknowledge That I Have Read And Understand The Terms And Conditions As Detailed Above:

X

Authorized Signature for Customer

Date

X

Print Name for Customer



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