

**City of Minneapolis - BIS Telecommunications
PBX Bid Specification - Bidder Comparison
PRICING APPENDIX 1 - NEW EQUIPMENT & INSTALLATION BY LOCATION**

Section	Description	Proposed Upgrade	RBE	Bid	Norstan		Siemens	
			Quantities	Quantities	RBE 03/31/04	Bid 12/14/04	RBE 03/31/04	Bid 12/14/04
			Digital Stations per Site	Digital Stations per Site	Equipment & Installation Total Cost			
4.1	City Hall - Main Hub & Utility Billing	Siemens 9751 Model 50 HIPATH 4000 Upgrade	2,054	2,054	1,998,577.00	641,078.91	2,464,022.30	1,088,748.75
4.1	City Hall - Main Hub & Utility Billing	Station Equipment Upgrade			Included Above	571,874.65	Included Above	540,264.22
4.1	City Hall - Main Hub & Utility Billing	PhoneMail/Xpressions Upgrade - Centralized for all Sites			Included Above	261,475.61	Included Above	264,102.11
4.1	City Hall - Main Hub & Utility Billing	9751 ACD Upgrade to ProCenter - Centralized 4000/IPDA Sites			Included Above	224,129.25	Included Above	231,178.26
4.1	City Hall - Main Hub & Utility Billing	Mobility Upgrade to HIPATH Teleworking			Included Above	74,100.57	Included Above	60,334.52
4.1	City Hall - Main Hub & Utility Billing	Mobility Upgrade to Corporate Connect			Included Above	59,133.06	Included Above	60,920.99
4.1	City Hall - Main Hub & Utility Billing	MTS IntegraTRAK Call Accounting System			Included Above	67,318.65	Included Above	71,016.44
4.1	City Hall - Main Hub & Utility Billing	Potential TRUSystem Call Accounting Upgrade (if applicable)			N/A	N/A	N/A	N/A
4.1	City Hall - Main Hub & Utility Billing	Recommended Call Logging / Call Recording System			N/A	182,614.00	N/A	273,836.27
4.1	City Hall - Main Hub & Utility Billing	Cisco Meeting Place - Conference Bridging System			N/A	190,981.13	N/A	201,471.64
4.1	City Hall - Main Hub & Utility Billing	Workforce Management System			N/A	65,459.16	N/A	69,054.80
4.1	City Hall - Main Hub & Utility Billing	CTI Integration			N/A	24,565.29	N/A	34,580.65
4.1	City Hall - Main Hub & Utility Billing	IVR Integration			N/A	4,353.12	N/A	5,152.87
Subtotal - City Hall - Main Hub & Utility Billing					1,998,577.00	2,367,083.40	2,464,022.30	2,900,661.52
4.2	PW Harriet	HIPATH IPDA Remote Shelf off HIPATH 4000	17	17	14,095.00	15,011.18	15,453.30	12,337.33
4.3	PW Hiawatha	HIPATH IPDA Remote Shelf off HIPATH 4000	51	51	29,762.00	31,696.53	32,588.10	26,209.17
4.4	PW Pacific	HIPATH IPDA Remote Shelf off HIPATH 4000	32	32	21,044.00	22,411.86	23,008.10	18,429.66
4.5	PW Washington	HIPATH IPDA Remote Shelf off HIPATH 4000	8	8	10,963.00	11,675.60	12,033.90	9,418.93
4.6	CPED Crown Roller	HIPATH IPDA Remote Shelf off HIPATH 4000	160	160	81,396.00	86,686.74	89,068.20	66,591.84

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			RBE Quantities	Bid Quantities	RBE 03/31/04	Bid 12/14/04	RBE 03/31/04	Bid 12/14/04
			Digital Stations per Site	Digital Stations per Site	Equipment & Installation Total Cost			
4.7	PW Aldrich	HIPATH IPDA Remote Shelf off HIPATH 4000; Survivable Processor	23	23	22,422.00	23,879.43	24,593.40	16,367.85
4.8	PW Impound	HIPATH IPDA Remote Shelf off HIPATH 4000; Survivable Processor	16	16	20,068.00	21,372.42	22,023.60	12,812.08
4.9	PW Water East Yard	HIPATH IPDA Remote Shelf off HIPATH 4000; Survivable Processor	17	17	20,349.00	21,671.69	22,329.60	13,072.81
4.10	Fridley Water	HIPATH IPDA Remote Shelf off HIPATH 4000; Survivable Processor	100	100	56,973.00	60,676.25	62,376.00	45,709.28
4.11	PW Columbia Heights	HIPATH IPDA Remote Shelf off HIPATH 4000; Survivable Processor	10	10	17,994.00	19,163.61	19,759.80	10,878.38
4.12	CPED Water Street	HIPATH IPDA Remote Shelf off HIPATH 4000	8	20	2,311.00	15,612.90	2,520.00	12,838.18
4.13	1st Police Precinct	OPTIPOINT cards / station sets	64	64	31,851.00	33,921.32	34,871.10	31,223.30
4.14	2nd Police Precinct	OPTIPOINT cards / station sets	65	65	32,081.00	34,166.27	35,124.90	30,952.03
4.15	3rd Police Precinct	OPTIPOINT cards / station sets	70	70	33,550.00	35,730.75	36,743.40	32,369.00
4.16	4th Police Precinct	OPTIPOINT cards / station sets	78	77	40,117.00	42,724.61	43,919.90	38,516.89
4.17	5th Police Precinct	OPTIPOINT cards / station sets	77	77	39,488.00	42,054.72	43,252.40	38,096.89
4.18	PW Currie, Border, Hawthorne, Royalston	OPTIPOINT cards / station sets	216	358	86,893.00	164,098.40	95,346.00	154,589.65
4.19	Towle Building	OPTIPOINT cards / station sets	29	29	17,743.00	18,896.30	19,377.00	17,118.48
4.20	Upgrade at Miscellaneous Sites	OPTIPOINT IP 400 Phones off HIPATH 4000	120	120	43,092.00	30,333.33	47,592.70	27,435.14
4.21	Miscellaneous Equipment	OPTIPOINT Acoustic Adapters and Phones	N/A	40 adapters 74 phones	N/A	21,384.14	N/A	18,725.15
	Other	RBE - PW Fleet, PW Snelling, Animal Control	46	0	48,764.00	N/A	53,499.30	N/A
Total Cost - Equipment & Installation			3,261	3,442	2,669,533.00	3,120,251.45	3,199,503.00	3,534,353.56
Buy-Out Trade In Value of Existing Equipment (Pricing Appendix 3)					(56,040.00)	(56,040.00)	0.00	(33,200.00)
Total Cost Less Trade-In Value					2,613,493.00	3,064,211.45	3,199,503.00	3,501,153.56