

**City of Minneapolis - BIS Telecommunications
PBX Bid Specification - Bidder Comparison
PRICING APPENDIX 2 - NEW EQUIPMENT HARDWARE/SOFTWARE MAINTENANCE BY LOCATION**

Section	Description	Proposed Upgrade			Norstan		Siemens	
			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	New Equip Maintenance 7-Year Total			
4.1	City Hall - Main Hub & Utility Billing	Siemens 9751 Model 50 HIPATH 4000 Upgrade	2,054	2,054	1,081,368.00	663,048.00	1,216,539.00	1,352,668.67
4.1	City Hall - Main Hub & Utility Billing	Station Equipment Upgrade			Included Above	Included Above	Included Above	Included Above
4.1	City Hall - Main Hub & Utility Billing	PhoneMail/Xpressions Upgrade - Centralized for all Sites			Included Above	64,368.00	Included Above	255,531.26
4.1	City Hall - Main Hub & Utility Billing	9751 ACD Upgrade to ProCenter - Centralized 4000/IPDA Sites			Included Above	45,288.00	Included Above	216,198.23
4.1	City Hall - Main Hub & Utility Billing	Mobility Upgrade to HIPATH Teleworking			Included Above	15,552.00	Included Above	Included Above
4.1	City Hall - Main Hub & Utility Billing	Mobility Upgrade to Corporate Connect			Included Above	15,552.00	Included Above	Included Above
4.1	City Hall - Main Hub & Utility Billing	MTS IntegraTRAK Call Accounting System			Included Above	58,800.00	Included Above	66,208.78
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	120,834.45	N/A	178,365.09
4.1	City Hall - Main Hub & Utility Billing	Cisco Meeting Place - Conference Bridging System			N/A	61,945.74	N/A	69,748.92
4.1	City Hall - Main Hub & Utility Billing	Workforce Management System			N/A	41,472.00	N/A	46,697.46
4.1	City Hall - Main Hub & Utility Billing	CTI Integration			N/A	0.00	N/A	0.00
4.1	City Hall - Main Hub & Utility Billing	IVR Integration			N/A	0.00	N/A	0.00
Subtotal - City Hall - Main Hub & Utility Billing					1,081,368.00	1,086,860.19	1,216,539.00	2,185,418.41
4.2	PW Harriet	HIPATH IPDA Remote Shelf off HIPATH 4000	17	17	18,444.00	12,456.00	20,749.50	Included Above
4.3	PW Hiawatha	HIPATH IPDA Remote Shelf off HIPATH 4000	51	51	26,562.00	21,096.00	29,882.25	Included Above
4.4	PW Pacific	HIPATH IPDA Remote Shelf off HIPATH 4000	32	32	22,500.00	16,776.00	25,312.50	Included Above
4.5	PW Washington	HIPATH IPDA Remote Shelf off HIPATH 4000	8	8	18,444.00	12,456.00	20,749.50	Included Above
4.6	CPED Crown Roller	HIPATH IPDA Remote Shelf off HIPATH 4000	160	160	57,192.00	43,632.00	64,341.00	Included Above

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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	New Equip Maintenance 7-Year Total			
4.7	PW Aldrich	HIPATH IPDA Remote Shelf off HIPATH 4000; Survivable Processor	23	23	18,444.00	16,776.00	20,749.50	Included Above
4.8	PW Impound	HIPATH IPDA Remote Shelf off HIPATH 4000; Survivable Processor	16	16	18,444.00	12,456.00	20,749.50	Included Above
4.9	PW Water East Yard	HIPATH IPDA Remote Shelf off HIPATH 4000; Survivable Processor	17	17	18,444.00	12,456.00	20,749.50	Included Above
4.10	Fridley Water	HIPATH IPDA Remote Shelf off HIPATH 4000; Survivable Processor	100	100	34,686.00	29,736.00	39,021.75	Included Above
4.11	PW Columbia Heights	HIPATH IPDA Remote Shelf off HIPATH 4000; Survivable Processor	10	10	34,686.00	12,456.00	39,021.75	Included Above
4.12	CPED Water Street	HIPATH IPDA Remote Shelf off HIPATH 4000	8	20	Included	12,456.00	Included	Included Above
4.13	1st Police Precinct	OPTIPOINT cards / station sets	64	64	22,334.40	22,334.40	25,075.44	24,748.98
4.14	2nd Police Precinct	OPTIPOINT cards / station sets	65	65	23,349.60	23,349.60	26,217.54	25,868.35
4.15	3rd Police Precinct	OPTIPOINT cards / station sets	70	70	23,349.60	23,349.60	26,217.54	25,869.68
4.16	4th Police Precinct	OPTIPOINT cards / station sets	78	77	36,547.20	36,547.20	41,047.92	40,469.97
4.17	5th Police Precinct	OPTIPOINT cards / station sets	77	77	28,087.20	28,087.20	31,530.42	31,130.80
4.18	PW Currie, Border, Hawthorne, Royalston	OPTIPOINT cards / station sets	216	358	41,961.60	41,961.60	47,071.44	46,570.46
4.19	Towle Building	OPTIPOINT cards / station sets	29	29	31,132.80	31,132.80	34,989.21	32,865.11
4.20	Upgrade at Miscellaneous Sites	OPTIPOINT IP 400 Phones off HIPATH 4000	120	120	Included	Included	Included	0.00
4.21	Miscellaneous Equipment	OPTIPOINT Acoustic Adapters and Phones	N/A	40 adapters 74 phones	N/A	Included	N/A	Included Above
	Other	RBE - PW Fleet, PW Snelling, Animal Control	46	0	59,388.00	N/A	66,811.50	0.00
Total 7-Year Maintenance Cost			3,261	3,442	1,615,364.40	1,496,374.59	1,816,826.76	2,412,941.76
Discount for Annual Prepayment					4.00%	5.00%	4.00%	0.00%
MAC Hourly Labor Rate (Pricing Appendix 5)					\$105.00	\$111.83	\$141.75	\$134.82