

EXHIBIT A: PRICING

SHIP TO:

Service Location as Specified on P.O.

REQUIRED DELIVERY DATE (RDD)
AS Specified on P.O.

BILL TO:

As Specified on P.O.

BID ITEM NO.	DESCRIPTION	QTY.	UNITS	UNIT PRICE	EXTENDED PRICE
	The Virginia Information Technology Agency (VITA) desires to establish a statewide term master contract with one or more manufacturers or authorized resellers to provide, on an as needed basis, the following Brand name ISDN voice equipment. This equipment is broken down into Lots by Brand name and consists of one or more component parts, i.e. a. End item requested b. Installation c. Annual Depot Maintenance <u>Lot #1, Lucent</u>				
1	a. Lucent Power Supply 1215A b. Installation c. Annual Depot Maintenance	1	each	43.50 11.50 2.75	43.50 11.50 2.75
2	a. Lucent NT1B-300, NT1, stand-alone or rack mount, for use with NT1B-310 rack-module or PR300 PowerRack series b. Installation c. Annual Depot Maintenance	1	each	140.50 11.50 9.00	140.50 11.50 9.00
3	a. Lucent PR300-24-U, PowerRack for 12 NT1B-300 NT1s and 24 terminals with 2.5 AmpHr battery (2 hour holdover) b. Installation c. Annual Depot Maintenance	1	each	1159.00 100.00 75.00	1159.00 100.00 75.00
4	a. Lucent PR300-48-U, PowerRack for 24 NT1B-300 NT1s and 48 terminals with 2.5 AmpHr battery (1 hour holdover) b. Installation c. Annual Depot Maintenance	1	each	1500.00 200.00 100.00	1500.00 200.00 100.00
5	a. Lucent PR300-72-U, PowerRack for 36 NT1B-300 NT1s and 72 terminals with 2.5 AmpHr battery (2 hour holdover) b. Installation c. Annual Depot Maintenance	1	each	2275.00 320.00 150.00	2275.00 320.00 150.00
6	a. Lucent 300R-U, additional twelve position NT1 rack (fits on PR300-24 and PR300-72) b. Installation c. Annual Depot Maintenance	1	each	320.00 100.00 21.00	320.00 100.00 21.00
7	a. Lucent PP300, PowerPack 300 auxillary power pack that increases the power capabilities of the PR300 by providing an additional 250 watts of capacity for load requirements that exceed the rated capacities of the PR300 series or PR96-E. b. Installation c. Annual Depot Maintenance	1	each	Discontinued Discont.	
8	a. Lucent NT1P-230, Rack mounted NT1, for use with the NT1M-210 rack module, PR230 PowerRack series, or the PR96E. b. Installation c. Annual Depot Maintenance	1	each	139.50 11.50 9.25	139.50 11.50 9.25

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9	a. Lucent PR230-24, PoweRack230, for 12 NT1P-230 NT1s and 24 terminals with 2.5 AmpHr battery (2 hour holdover) b. Installation c. Annual Depot Maintenance	1	each	870.- 105.- 50.50	870.- 105.- 50.50
10	a. Lucent PR230-48, PoweRack230, for 12 NT1P-230 NT1s and 48 terminals with 2.5 AmpHr battery (1 hour holdover) b. Installation c. Annual Depot Maintenance	1	each	1422.- 210.- 95.-	1422.- 210.- 95.-
11	a. Lucent 230R, Field upgrade for PR230-24 to add 12 NT1 slots b. Installation c. Annual Depot Maintenance	1	each	502.50 105.- 35.-	502.50 105.- 35.-
12	a. Lucent PR96-8 PoweRack with internal 8 ampHr battery pack (1 hour holdover) for powering 96 ISDN telephones and 48 Lucent NT1P-230 circuit card NT1s b. Installation c. Annual Depot Maintenance	1	each	3298.- 425.- 215.-	3298.- 425.- 215.-
13	Hourly ISDN assistance (Consulting) rates per hour charged.	1	each	110.-	110.-
TOTAL For Lot #1					14213.00
Lot #2, Additional Lucent Replacement Parts					
14	a. Replacement Power Supply for Lucent NT1M-210 ISDN Rack and 24 attached telephones. b. Installation c. Annual Depot Maintenance	1	each	620.- 55.- 30.-	620.- 55.- 30.-
15	a. Replacement Battery backup for Lucent NT1M-210 ISDN Rack and power supply, 2 hours of backup power for rack, NT1s and 24 attached telephones. b. Installation c. Annual Depot Maintenance	1	each	498.72 55.- 30.-	498.72 55.- 30.-
16	a. Lucent BP2, Additional 2.5 AmpHr battery pack (for the PR230-24, PR230-48, PR300-24 and PR300-48). b. Installation c. Annual Depot Maintenance	1	each	511.- 55.- 30.-	511.- 55.- 30.-
17	a. Lucent BP8, Additional 8 AmpHr battery pack (for the PR96-8, PR300-72, and PR300-96). b. Installation c. Annual Depot Maintenance	1	each	678.75 55.00 50.00	678.75 55.00 50.00
18	a. Lucent NT1D-300, Stand-alone 12-fold NT1 b. Installation c. Annual Depot Maintenance	1	each	Discontinued Discontinued	Discontinued Discontinued

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BID ITEM NO.	DESCRIPTION	QTY.	UNITS	UNIT PRICE	EXTENDED PRICE
19	a. Lucent PR180-8, powers and hold (7) NT1D-300 units and (6) NT1P-230 circuit cards and provides power for up to 180 ISDN telephones with internal 8 AmpHr battery. b. Installation c. Annual Depot Maintenance	1	each	<u>Disc.</u> — —	<u>Discontinued</u> — —
20	a. Lucent BP180, Additional 8 AmpHr battery pack for PR180 b. Installation c. Annual Depot Maintenance	1	each	<u>Disc.</u> — —	<u>Discontinued</u> — —
TOTAL For Lot #2					<u>2668.47</u>
Lot #3 Tone Commander ISDN Telephones, NT1s, Racks, and Power Supplies					
21	a. Tone Commander, Optional Stand-alone Power Supply #PWR1 for NT1B-300TC NT1 and attached terminal equipment (telephones) b. Installation c. Annual Depot Maintenance	1	each	<u>40.-</u> <u>10.50</u> <u>1.50</u>	<u>40.-</u> <u>10.50</u> <u>1.50</u>
22	a. Tone Commander NT1B-300TC, NT1, Stand-alone or rack-mount for use with NT1B-300 NT1 rack b. Installation c. Annual Depot Maintenance	1	each	<u>130.-</u> <u>10.50</u> <u>10.-</u>	<u>130.-</u> <u>10.50</u> <u>10.-</u>
23	a. Tone Commander NT1B-300, NT1, rack with power for 12 NT1B300TC NT1 units & 24 terminals b. Installation c. Annual Depot Maintenance	1	each	<u>732.75</u> <u>110.-</u> <u>50.-</u>	<u>732.75</u> <u>110.-</u> <u>50.-</u>
24	a. Tone Commander NT1-200, Battery Backup for NT1B-300 NT1 rack & attached terminals. b. Installation c. Annual Depot Maintenance	1	each	<u>502.-</u> <u>100.-</u> <u>20.-</u>	<u>502.-</u> <u>100.-</u> <u>20.-</u>
25	a. Tone Commander NT1-200 Add-on Battery, Additional Backup Power for use with NT1-200 Battery Backup and NT1-200/296 Battery Backup b. Installation c. Annual Depot Maintenance	1	each	<u>420.-</u> <u>90.-</u> <u>20.-</u>	<u>420.-</u> <u>90.-</u> <u>20.-</u>
26	a. Tone Commander NT1-296, High-density NT1 Rack for 16 NT1U-223TC Triple NT1 Units with power supply for 16 NT1U-223TC NT1s and 96 terminals. b. Installation c. Annual Depot Maintenance	1	each	<u>940.-</u> <u>300.-</u> <u>50.-</u>	<u>940.-</u> <u>300.-</u> <u>50.-</u>

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BID ITEM NO.	DESCRIPTION	QTY.	UNITS	UNIT PRICE	EXTENDED PRICE
27	a. Tone Commander NT1U-223TC, Triple NT1 Unit, rack-mount b. Installation c. Annual Depot Maintenance	1	each	375.00 10.00 20.00	375.00 10.00 20.00
28	a. Tone Commander NT1-200/296, Battery Backup for NT1-296 NT1 Rack b. Installation c. Annual Depot Maintenance	1	each	498.00 100.00 20.00	498.00 100.00 20.00
<u>Tone Commander ISDN Telephones</u>					
29	a. Tone Commander 6210T-B, 10-button switch-independent ISDN Display Telephone with speaker, S/T Interface, Black, wall-mount/desk set b. Installation c. Annual Depot Maintenance	1	each	275.00 45.00 5.00	275.00 45.00 5.00
30	a. Tone Commander 6210T-W, 10-button switch-independent ISDN Display Telephone with speaker, S/T Interface, White, wall-mount/desk set b. Installation c. Annual Depot Maintenance	1	each	275.00 45.00 5.00	275.00 45.00 5.00
31	a. Tone Commander 6220T-B, 20-button switch-independent ISDN Display Telephone with speaker, S/T Interface, Black, wall-mount/desk set b. Installation c. Annual Depot Maintenance	1	each	335.00 45.00 5.00	335.00 45.00 5.00
32	a. Tone Commander 6220T-W, 20-button switch-independent ISDN Display Telephone with speaker, S/T Interface, White, wall-mount/desk set b. Installation c. Annual Depot Maintenance	1	each	335.00 45.00 5.00	335.00 45.00 5.00
33	a. Tone Commander 6030X-B, 30-button Expansion Module for 6210 & 6220 ISDN Telephones. b. Installation c. Annual Depot Maintenance	1	each	240.00 20.00 5.00	240.00 20.00 5.00
34	a. Tone Commander 6030X-W, 30-button Expansion Module for 6210 & 6220 ISDN Telephones. b. Installation c. Annual Depot Maintenance	1	each	240.00 20.00 5.00	240.00 20.00 5.00
35	a. Tone Commander 6210-B/6030X, 10-button switch-independent ISDN display telephone with speaker, S/T Interface, Black, wall-mount/desk set with Integrated 30-button expansion Module. b. Installation c. Annual Depot Maintenance	1	each	515.00 45.00 10.00	515.00 45.00 10.00
36	a. Tone Commander 6210-W/6030X, 10-button switch-independent ISDN display telephone with speaker, S/T Interface, White, wall-mount/desk set with Integrated 30-button expansion Module. b. Installation c. Annual Depot Maintenance	1	each	515.00 45.00 10.00	515.00 45.00 10.00

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BID ITEM NO.	DESCRIPTION	QTY.	UNITS	UNIT PRICE	EXTENDED PRICE
37	a. Tone Commander 6220-B/6030X, 20-button switch-independent ISDN display telephone with speaker, S/T Interface, Black, wall-mount/desk set with Integrated 30-button expansion Module. b. Installation c. Annual Depot Maintenance	1	each	575.- 45.- 5.-	575.- 45.- 5.-
38	a. Tone Commander 6220-W/6030X, 20-button switch-independent ISDN display telephone with speaker, S/T Interface, White, wall-mount/desk set with Integrated 30-button expansion Module. b. Installation c. Annual Depot Maintenance	1	each	575.- 45.- 5.-	575.- 45.- 5.-
39	a. Tone Commander 8610 10-button switch independent ISDN Display telephone with speaker, S/T Interface. b. Installation c. Annual Depot Maintenance	1	each	285.- 45.- 5.-	285.- 45.- 5.-
40	a. Tone Commander 8620 20-button switch independent ISDN Display telephone with speaker, S/T Interface b. Installation c. Annual Depot Maintenance	1	each	345.- 45.- 5.-	345.- 45.- 5.-
41	a. Tone Commander 8810 10-button Deluxe ISDN Display telephone, S/T Interface. b. Installation c. Annual Depot Maintenance	1	each	370.- 45.- 5.-	370.- 45.00 5.-
42	a. Tone Commander 8030X 30-button Expansion Module for 8810, 8610/8620 ISDN telephone sets b. Installation c. Annual Depot Maintenance	1	each	207.- 20.- 5.-	207.- 20.- 5.-
TERMINAL ADAPTERS - TONE COMMANDER TELEPHONES					
43	a. Tone Commander 8001A, TAPI Terminal Adapter for 8810, 8610/8620 (RS-232) b. Installation c. Annual Depot Maintenance	1	each	118.50 20.- 5.-	118.50 20.- 5.-
44	a. Tone Commander 8002TA, Analog Port Terminal Adapter for 8810, 8610/8620 b. Installation c. Annual Depot Maintenance	1	each	162.- 20.- 5.-	162.- 20.- 5.-
45	a. Tone Commander 8003TA, TAPI & Analog Port Terminal Adapter for 8810, 8610/8620 (RS-232) b. Installation c. Annual Depot Maintenance	1	each	208.75 20.00 5.-	208.75 20.- 5.-
46	a. Tone Commander 8004TA, TAPI Terminal Adapter for 8810, 8610/8620 (USB) b. Installation c. Annual Depot Maintenance	1	each	118.50 20.- 5.-	118.50 20.- 5.-

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BID ITEM NO.	DESCRIPTION	QTY.	UNITS	UNIT PRICE	EXTENDED PRICE
47	a. Tone Commander 8005TA, TAPI & Analog Port Terminal Adapter for 8810, 8620/8620 (USB) b. Installation c. Annual Depot Maintenance	1	each	<u>208.75</u> <u>20.-</u> <u>5.-</u>	<u>208.75</u> <u>20.-</u> <u>5.-</u>
48	a. Tone Commander 6001TA, TAPI Terminal Adapter for 6210/6220 (RS-232) b. Installation c. Annual Depot Maintenance	1	each	<u>118.50</u> <u>20.-</u> <u>5.-</u>	<u>118.50</u> <u>20.-</u> <u>5.-</u>
<u>SPARE PARTS – TONE COMMANDER TELEPHONES</u>					
49	T/C 410006-01, Handset, Black for 6210/6220	1	each	<u>18.-</u>	<u>18.-</u>
50	T/C 410006-02, Handset, White for 6210/6220	1	each	<u>18.-</u>	<u>18.-</u>
51	T/C 410007-01, Handset, Dark Gray for 8610, 8620, and 8810	1	each	<u>18.-</u>	<u>18.-</u>
52	T/C 200036-01, Handset Cord Black, 14 foot	1	each	<u>7.25</u>	<u>7.25</u>
53	T/C 200036-02, Handset Cord White, 14 foot	1	each	<u>7.25</u>	<u>7.25</u>
54	T/C 200046-01, Handset Cord, Dark Gray 14 foot	1	each	<u>7.25</u>	<u>7.25</u>
<u>Tone Commander ISDN Attendant Consoles</u>					
54	a. Tone Commander 2260d, ISDN Attendant Console with integrated 60-station DSS/BLF, local power supply and NT1 b. Installation c. Annual Depot Maintenance	1	each	<u>1658.-</u> <u>200.-</u> <u>100.-</u>	<u>1658.-</u> <u>200.-</u> <u>100.-</u>
55	a. Tone Commander 40d, ISDN Attendant Console (required for control of 120 station console in line item 55 below.) b. Installation c. Annual Depot Maintenance	1	each	<u>2325.-</u> <u>200.-</u> <u>100.-</u>	<u>2325.-</u> <u>200.-</u> <u>100.-</u>
56	a. Tone Commander 120d, ISDN DSS/BLF console for 120 stations (add-on for 40d) b. Installation c. Annual Depot Maintenance	1	each	<u>1520.-</u> <u>120.-</u> <u>100.-</u>	<u>1520.-</u> <u>120.-</u> <u>100.-</u>
57	a. Tone Commander 102612, Power Supply for fully configured 40d/120 and Add-on 120d. Optionally can supply remote power for up to three (3) 2260d consoles. b. Installation c. Annual Depot Maintenance	1	each	<u>220.-</u> <u>40.-</u> <u>20.-</u>	<u>220.-</u> <u>40.-</u> <u>20.-</u>
58	a. Tone Commander PA-40, Paging and Night Bell Interface for 40d and 2260d consoles. b. Installation c. Annual Depot Maintenance	1	each	<u>Disc.</u> <u>-</u> <u>-</u>	<u>Discontinued</u> <u>-</u> <u>-</u>
<u>SPARE PARTS – TONE COMMANDER ATTENDANT CONSOLES</u>					
59	Tone Commander 41003, Handset, Black Textured for Black Attendant consoles, with Cord.	1	each	<u>38.00</u>	<u>38.00</u>

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BID ITEM NO.	DESCRIPTION	QTY.	UNITS	UNIT PRICE	EXTENDED PRICE
60	Hourly rate for ISDN Voice Terminal Equipment Training	1	each	110.-	110.-
61	Hourly ISDN assistance (Consulting) rates, including completion of twelve (12) "Set Configuration Sheets" per hour charged. See Exhibit B, Section 1A for a description of this requirement.	1	each	110.-	110.-
TOTAL For Lot #3					18304.-
Lot #4 Tone Commander VoIP Telephones					
62	a. Tone Commander 7310-B 10 Button Black ISDN Based/VoIP Phone. b. Installation c. Annual Depot Maintenance	1	each	265.- 45.- 11.-	265.- 45.- 11.-
63	a. Tone Commander 7310-W 10 Button White ISDN Based/VoIP Phone b. Installation c. Annual Depot Maintenance	1	each	265.- 45.- 11.-	265.- 45.- 11.-
64	a. Tone Commander 7320-B 20 Button Black ISDN Based/VoIP Phone. b. Installation c. Annual Depot Maintenance	1	each	305.- 45.- 11.-	305.- 45.- 11.-
65	a. Tone Commander 7320-W 20 Button White ISDN Based/VoIP Phone. b. Installation c. Annual Depot Maintenance	1	each	305.- 45.- 11.-	305.- 45.- 11.-
66	a. Tone Commander 7310-B 10 Button Black ISDN Based/VoIP Phone with 6030X-B 30 Button Add On Module b. Installation c. Annual Depot Maintenance	1	each	455.- 45.- 11.-	455.- 45.- 11.-
67	a. Tone Commander 7310-W 10 Button White ISDN Based/VoIP Phone with 6030X-W 30 Button Add On Module b. Installation c. Annual Depot Maintenance	1	each	455.- 45.- 11.-	455.- 45.- 11.-
68	a. Tone Commander 7320-B 20 Button Black ISDN Based/VoIP Phone with 6030X-B 30 Button Add On Module b. Installation c. Annual Depot Maintenance	1	each	495.- 45.- 11.-	495.- 45.- 11.-
69	a. Tone Commander 7320-W 20 Button White ISDN Based/VoIP Phone with 6030X-W 30 Button Add On Module b. Installation c. Annual Depot Maintenance	1	each	495.- 45.- 11.-	495.00 45.00 11.00
70	Hourly ISDN assistance (Consulting) rates, including completion of twelve (12) "Set Configuration Sheets" per hour charged. See Exhibit B, Paragraph 1A for a description of this requirement.	1	each	110.-	110.00

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BID ITEM NO.	DESCRIPTION	QTY.	UNITS	UNIT PRICE	EXTENDED PRICE
71	Hourly rate for VoIP Terminal Equipment Training	1	each	<u>110.-</u>	<u>110.-</u>
	TOTAL For Lot #4				<u>3708.-</u>
72	Post Warranty On-Site Time and Materials Maintenance for Lots #1, #2, #3 and #4	1	each	<u>110.-</u>	<u>110.-</u>

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