



Proposal for: Avaya Communication Manager Upgrade CHABOT COLLEGE

Attn: Sara Ann Woods
Manager, College Technology Services
Site: 05173 - CHABOT COLLEGE (BLDG 200)
25555 HESPERIAN BLVD BLDG 200
HAYWARD, CA 94544
April 27, 2022

Dear Sara Ann Woods,

Altura Communication Solutions (Altura) is pleased to present CHABOT COLLEGE the enclosed Avaya Communication Manager system proposal. After reviewing the information that follows, we trust you will come to know Altura as the unified communications provider best suited to meet all your telecommunications needs.

Altura, with offices nationwide, is one of Avaya's largest authorized Diamond Business Partners and a leading provider of communications applications, equipment and services for voice and data networking solutions. For nearly two decades, enterprises throughout North America have trusted Altura to design, deploy and manage their communications networks. Altura's vast experience in the industry, top rated service, strategic partnerships, and full suite of network services is a significant advantage to customers. We provide solutions to over 6,000 customer sites in government, education, healthcare, and financial markets.

Your designated Point of Contact for answering any questions regarding this proposal is:

Mary Ellen Cardenas
Account Manager
(714) 948-8730
MaryEllen.Cardenas@waterfield.com

This proposal to CHABOT COLLEGE is subject to mutually agreeable Terms and Conditions. Altura proposals contained herein are non-binding. All pricing is for discussion purposes only and subject to change. Final price quote is subject to verification of requirements and configuration.



Altura Communication Solutions

1540 S. Lewis St.
Anaheim, CA 92805



A WATERFIELD TECHNOLOGIES COMPANY

Exhibit A – Order Form

Quote For MASTER SALES AND MAINTENANCE AGREEMENT dated May 29, 2007 & **NCPA Contract #01-125** ("Agreement"), by and between Altura Communication Solutions, LLC, and **CHABOT COLLEGE** ('Customer')

PREMISES (INSTALLED AT):

CHABOT COLLEGE
Site: 09837 - CHABOT COLLEGE (AVAYA SITE)
25555 HESPERIAN BLVD
HAYWARD, CA 94544
Sara Ann Woods
(510) 723-6992
sawoods@Chabotcollege.edu

SERVICES PERFORMED FOR:

Bill To: CHABOT COLLEGE - 41542700
25555 HESPERIAN BLVD BLDG 200
HAYWARD, CA 94544
Sara Ann Woods
(510) 723-6992
sawoods@Chabotcollege.edu

PRICING & DATES

Purchase Price * \$847,999.20
Support Paid Up-Front \$406,057.56
Sales Tax \$58,763.46
TOTAL \$1,312,820.22
Support to be billed \$0.00

Contract Presented April 27, 2022
Delivery * TBD
Installation Start * TBD
Cutover * TBD
In Service * TBD

** Includes installation and shipping if applicable, but excludes taxes*

** Estimated*

ATTACHMENTS

- Cover page
- Exhibit A, Exhibit B and Schedule 1
- Support Details
- Parts Details

Upon execution by both parties, this Order Form shall be incorporated into the Agreement.

Altura Communication Solutions, LLC

CHABOT COLLEGE

By

By

Name

Name

Title

Title

Date

Date

Schedule 1 – Quote & Exhibit B

This quote is only good for 45 days, effective: 04/26/2022.

Vendor	Description	Sale Price
Avaya	Hardware	\$480,282.50
Avaya	Avaya Parts Total	\$480,282.50
Avaya	Avaya Support PP	\$389,413.08
	Avaya Solutions and Support	\$869,695.58
FEE-NCPA	NCPA Contract Fee by Altura	\$0.00
Datel-Jenne 1299891	Call SWEET! Live Enterprise - 100 Agent License Bundle Solution	\$41,433.60
Dell-300017158495.2	DELL for DATEL Call SWEET! Solution	\$5,394.40
Owners' Allowance to Bid	Owners' Allowance to Bid	\$50,000.00
Freight	Shipping Solution – Freight Charges	\$0.00
Altura	G450 Gateways, Digital and Analog Media Modules	\$16,460.00
Avaya	G450 R2 POWER SUPPLY Solution	\$12,500.00
Altura	Altura Gap Coverage PP	\$3,564.00
DATEL & DELL	DATEL & DELL Support PP	\$13,080.48
	Other Solutions and Support	\$142,432.48
	Solutions and Support Total	\$1,012,128.06
	Solutions and Support Down Payment	\$306,638.42
	Due at Delivery	\$705,489.64
Altura	Install Labor	\$175,688.70
Altura	Professional Services	\$49,580.00
Altura	Gateways, Digital & Analog Materials	\$16,660.00
	Installation Total	\$241,928.70
	Installation Downpayment	\$120,964.35
	Due at Acceptance	\$120,964.35
	TOTAL Solutions, Support, and Installation	\$1,254,056.76
	Estimated Sales Tax CA ZIP code 94544	\$58,763.46
	GRAND SOLUTION TOTAL	\$1,312,820.22

All Pricing Excludes Taxes

Upon execution by both parties, this Schedule shall be incorporated into the Agreement.

Altura Communication Solutions, LLC

CHABOT COLLEGE

By

By

Name

Name

Title

Title

Date

Date

Avaya, DATEL & DELL Support Details

Part #	Description	Term	QTY	Location	Unit Sale	Sale Price
230196	AVAYA SA ON-SITE 24X7 SUPT CM MEDIUM GATEWAY 5YR PREPD (w/ Gap)	60 months	10	Hub Site # 09837 - St 5091536	\$37.13	\$22,275.00
256198	AVAYA SA ON-SITE 24X7 SUPT APPL LARGE SRV R2-D 5YR PREPD (w/ Gap)	60 months	2	Hub Site # 09837 - St 5091536	\$111.38	\$13,365.00
352512	AVAYA SA PREFER SUPT ASP 130 R5 ESXI R7.X 5YR PREPD	60 months	2	Hub Site # 09837 - St 5091536	\$0.00	\$0.00
405416	AVAYA UC BASIC LICENSE FIXED SUBS ADJ LP	60 months	456	Hub Site # 09837 - St 5091536	\$1.66	\$45,417.60
405418	AVAYA UC CORE LICENSE FIXED SUBS ADJ LP	60 months	1128	Hub Site # 09837 - St 5091536	\$2.46	\$166,222.08
405782	AVAYA UC ATTENDANT LICENSE FIXED SUBS ADJ LP	60 months	2	Hub Site # 09837 - St 5091536	\$23.70	\$2,843.40
405793	AVAYA 3RD PARTY CTI LICENSE FIXED SUBS ADJ LP	60 months	105	Hub Site # 09837 - St 5091536	\$0.00	\$0.00
405787	AVAYA CC BASIC VOICE LICENSE FIXED SUBS ADJ LP	60 months	100	Hub Site # 09837 - St 5091536	\$23.22	\$139,290.00
				Avaya Support PP		\$389,413.08
				AVAYA SUPPORT TOTAL		\$389,413.08
FSLCEB20	DATEL-JENNE 1299891 Call SWEET! Live Enterprise Maintenance, Per Year PP	60 months	1	Hub Site # 09837 - St 5091536	\$9,185.28	\$9,185.28
FSLCSA10	DATEL-JENNE 1299891 Call SWEET! Live Enterprise Agents (bundle of 10) Maintenance, Per Year PP	60 months	1	Hub Site # 09837 - St 5091536	\$2,995.20	\$2,995.20
	DELL-300017158495.2 Dell GAP Altura PP	60 months	1	Hub Site # 09837 - St 5091536	\$900.00	\$900.00
				Other Support PP		\$13,080.48
				OTHER SUPPORT TOTAL		\$13,080.48

AN = Annual Payment

PP = Prepaid Payment

The End Customer may terminate their Avaya Support Advantage Services at any time during the current term upon at least 45 days written notice and shall be subject to payment of: (i) Support Advantage charges up to and including the date of termination, and (ii) cancellation fees. Cancellation fees shall be equal to the greater of Support Advantage charges that would otherwise be payable for the affected Support Advantage coverage for the remainder of the year of the Term in effect as of the effective date of the termination OR, 50% of the remainder of the Term in effect as of the effective date of the termination. The parties agree that the cancellation fees are liquidated damages comprising a reasonable estimate of Altura's damages in the event of the Customer's early termination and are not a penalty. Unless already paid, the cancellation fees shall be immediately due and payable upon cancellation.

Maintenance Start Date

Due Upon Commencement of Manufacturer Support Contract

Avaya, DATEL, DELL, and Altura Parts Details

Part #	Description	QTY	Location	Unit Sale	Sale Price
413031	ASP 130 R5 ESXI R7.X LIC.DS	1	Hub Site # 09837 - St 5091536	\$0.00	\$0.00
700394703	MM716 ANALOG MEDIA MODULE 24 FXS RHS	19	Hub Site # 09837 - St 5091536	\$1,875.00	\$35,625.00
700513916	J139 IP PHONE	100	Hub Site # 09837 - St 5091536	\$110.00	\$11,000.00
700395445	120A CSU CABLE 50 FEET RHS	4	Hub Site # 09837 - St 5091536	\$65.50	\$262.00
700439250	MM710B E1/T1 MEDIA MODULE	4	Hub Site # 09837 - St 5091536	\$1,875.00	\$7,500.00
700476419	BRANCH GATEWAY MEMORY KIT	2	Hub Site # 09837 - St 5091536	\$937.50	\$1,875.00
405362641	POWER CORD USA	4	Hub Site # 09837 - St 5091536	\$11.50	\$46.00
405362641	POWER CORD USA	20	Hub Site # 09837 - St 5091536	\$11.50	\$230.00
700506955	G450 MP160 MEDIA GATEWAY	10	Hub Site # 09837 - St 5091536	\$6,578.50	\$65,785.00
700508196	9408 TELSET FOR CM/IE UpN ICON	672	Hub Site # 09837 - St 5091536	\$316.50	\$212,688.00
700394711	MM717 24 PORT DCP MEDIA MODULE RHS	47	Hub Site # 09837 - St 5091536	\$2,184.50	\$102,671.50
700515845	ASP 130 R5 VMW7 DELL R640 SERVER P5 BUNDLE	2	Hub Site # 09837 - St 5091536	\$21,300.00	\$42,600.00
			AVAYA PARTS TOTAL		\$480,282.50
. FEE	NPCA Contract by Altura	1	Hub Site # 09837 - St 5091536	\$0.00	\$0.00
	Owners' Allowance to Bid	1	Hub Site # 09837 - St 5091536	\$50,000.00	\$50,000.00
PE R240	Dell-300017158495.2 PowerEdge R240 Server for Datel wNBD Support 60 Months	1	Hub Site # 09837 - St 5091536	\$5,394.40	\$5,394.40
LCEB2000	Datel-Jenne 1299891 Call SWEET! Live Enterprise - Base price including 20 agent licenses	1	Hub Site # 09837 - St 5091536	\$11,481.60	\$11,481.60
LCS4030	Datel-Jenne 1299891 Call SWEET! Live Enterprise - 10 agent license bundle	8	Hub Site # 09837 - St 5091536	\$3,744.00	\$29,952.00
700506955	Altura G450 Gateways	4	Hub Site # 09837 - St 5091536	\$1,990.00	\$7,960.00
700394711	Altura MM717 24 PORT DCP MEDIA MODULES	10	Hub Site # 09837 - St 5091536	\$390.00	\$3,900.00
700394703	Altura MM716 ANALOG MEDIA MODULE 24	4	Hub Site # 09837 - St 5091536	\$1,150.00	\$4,600.00
700507394	Avaya G450 R2 POWER SUPPLY	10	Hub Site # 09837 - St 5091536	\$1,250.00	\$12,500.00
			OTHER PARTS TOTAL		\$125,788.00