

**PRINCE WILLIAM COUNTY PUBLIC SCHOOLS**  
**INVITATION FOR BID #R-BH-9036**  
**Telephone Equipment (New and Refurbished) and Repair Parts**  
**April 8, 2009 @ 2:00 p.m.**  
**BID TABULATION**

Telesource Services, LLC  
 Becky McKinnon, Senior Account Manager  
 1450 Highwood East  
 Pontiac, MI 48340  
 Phone: 800-525-4300 ext. 2245  
 Fax: 248-335-0470

PERCENTAGE DISCOUNT OFF MANUFACTURER'S NATIONALLY PUBLISHED PRICE LIST (NPPL)

Item #	Manufacturer	Condition	Product Line	% Discount Off Manufacturer's NPPL*	Earliest Firm Delivery (in days) ARO – Stock Items	Earliest Firm Delivery (in days) ARO- Non-Stock Items
9.1	Cisco Systems	New	Unified IP Phone 7900 Series	18%	3-5 Bus Days	5-7 Bus Days
9.2	Cisco Systems	Refurbished	Unified IP Phone 7900 Series	40%	3-5 Bus Days	5-7 Bus Days
9.3	Nortel	New	Norstar	60%	3-5 Bus Days	5-7 Bus Days
9.4	Nortel	Refurbished	Norstar	80%	3-5 Bus Days	5-7 Bus Days
9.5	Nortel	New	Meridian	60%	3-5 Bus Days	5-7 Bus Days
9.6	Nortel	Refurbished	Meridian	80%	3-5 Bus Days	5-7 Bus Days

HYPOTHETICAL SCENARIO A- CISCO UNIFIED IP PHONE 7900 SERIES

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Item #	Description	Condition	Manufacturer-Part Number	Unit of Issue	Est. Qty.	Unit Price	Extended Price
1.	Cisco IP Phone 7945, Gig Ethernet, Color	New	CP-7945G	Each	71	\$379.03	\$26,911.13
2.	Cisco IP Phone 7965, Gig Ethernet, Color	New	CP-7965G	Each	7	\$485.05	\$3,395.35
3.	Cisco IP Phone 7937, Gig Ethernet, Color	New	CP-7937G	Each	2	\$1,056.03	\$2,112.06
4.	Cisco IP Phone 7911, Gig Ethernet, Color	New	CP-7911	Each	7	\$185.02	\$1,295.14
5.	Cisco IP Phone 7921, Gig Ethernet, Color	New	7921G-A-K9	Each	3	\$429.03	\$1,287.09
TOTAL- HYPOTHETICAL SCENARIO A						\$35,000.77	

HYPOTHETICAL SCENARIO B - CISCO UNIFIED IP PHONE 7900 SERIES						Telesource Services, LLC Becky McKinnon, Senior Account Manager 1450 Highwood East Pontiac, MI 48340 Phone: 800-525-4300 ext. 2245 Fax: 248-335-0470	
Item #	Description	Condition	Manufacturer-Part Number	Unit of Issue	Est. Qty.	Unit Price	Extended Price
1.	Cisco IP Phone 7945, Gig Ethernet, Color	Refurbished	CP-7945G	Each	71	\$275.01	\$19,525.71
2.	Cisco IP Phone 7965, Gig Ethernet, Color	Refurbished	CP-7965G	Each	7	*	
3.	Cisco IP Phone 7937, Gig Ethernet, Color	Refurbished	CP-7937G	Each	2	*	
4.	Cisco IP Phone 7911, Gig Ethernet, Color	Refurbished	CP-7911	Each	7	\$114.99	\$770.07
5.	Cisco IP Phone 7921, Gig Ethernet, Color	Refurbished	7921G-A-K9	Each	3	*	
TOTAL- HYPOTHETICAL SCENARIO B						*Authorized Cisco factory refurbished not available at this time.	\$20,295.78

HYPOTHETICAL SCENARIO C- NORTEL NORSTAR

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Item #	Description	Condition	Manufacturer-Part Number	Unit of Issue	Est. Qty.	Unit Price	Extended Price
1.	KSU Ox32 Mod ICS	Refurbished	NT7B53FA	Each	1	\$175.10	\$175.10
2.	6 Port Fiber Exp Mod	Refurbished	NTBB06GA	Each	2	\$200.09	\$400.18
3.	8 Station TCM Expansion	Refurbished	NTBB51CA	Each	1	\$285.04	\$285.04
4.	T-7208 (Phone)	Refurbished	NTBB26AABL	Each	5	\$95.02	\$475.10
5.	T-7316 (Phone)	Refurbished	NTBB27AABA	Each	5	\$105.10	\$525.50
6.	M-8004 (Phone) Analog	Refurbished		Each	2	\$34.10	\$68.20
TOTAL- HYPOTHETICAL SCENARIO C						\$1,929.12	

HYPOTHETICAL SCENARIO D- NORTEL MERIDIAN

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Item #	Description	Condition	Manufacturer-Part Number	Unit of Issue	Est. Qty.	Unit Price	Extended Price
1.	Digital Line Card	Refurbished	NT8D02GA	Each	2	\$95.20	\$190.40
2.	Analog Line Card	Refurbished	NT8D09BA	Each	2	\$100.10	\$200.20
3.	2616 HF Disp. Phone	Refurbished		Each	5	\$59.10	\$295.05
4.	3904 HF Disp. Phone	Refurbished		Each	5	\$125.04	\$625.04
5.	PRI Card	Refurbished	QPC720F	Each	1	\$125.10	\$125.10
6.	Switch Board	Refurbished	M2250	Each	1	\$495.40	\$495.40
TOTAL- HYPOTHETICAL SCENARIO D							\$1,931.35 \$1,931.19