



**Request for City Council Committee Action  
From the Departments of Information Technology and Procurement**

**Date:** January 14<sup>th</sup>, 2014  
**To:** Honorable Betsy Hodges, Chair Ways & Means Committee  
**Subject:** **Approval of Official Publication No. 7862 Bids for Telecommunications PBX Equipment and Maintenance**

**Recommendation:**

Acceptance of the single bid of Black Box Network Services for an estimated annual expenditure of \$500,000.00 to furnish and deliver equipment, labor, maintenance and incidentals necessary for Telecommunications PBX Equipment and Maintenance through 2015 for the Information Technology Department, as follows and per attached bid form.

Estimated annual expenditure of \$500,000.00 with option to extend through 2018.

Please refer to the enclosed staff memo for additional information.

Further recommend proper Officers be authorized and directed to execute a contract for this service, all in accordance with our specifications.

Terms are net-30 days F.O.B.: Destination

**This has been approved by the Civil Rights Department.**

**Prepared by:** Gary Warnberg Director Purchasing

**Approved by:** Otto Doll Chief Information Officer

**Financial Impact** (Check those that apply)

- No financial impact - or - Action is within current department budget.  
(If checked, go directly to Background/Supporting Information)
- Action requires an appropriation increase to the Capital Budget
- Action requires an appropriation increase to the Operating Budget
- Action provides increased revenue for appropriation increase
- Action requires use of contingency or reserves
- Other financial impact (Explain): Action is within Budget
- Request provided to the Budget Office when provided to the Committee Coordinator

**Background/Supporting Information:**

Tabulation of one (1) bid received on Official Publication No. 7862 for Telecommunications PBX Equipment and Maintenance

Attachments - Staff Memo  
Tabulation Sheet  
Bid Form

cc: T. Peterson  
R. Crossland

## Solheid, Heidi

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**From:** Peterson, Tammy  
**Sent:** Tuesday, November 12, 2013 12:34 PM  
**To:** Solheid, Heidi  
**Subject:** Bid For Telecommunications PBX Equipment and Maintenance

I have reviewed the bid and I approve of the cost and information that was provided from Black Box. The information below supports my decision.

- There is a minimal increase in the maintenance cost. We were under the previous contract for multiple years without an increase in payments. The price increase is due to inflation and upgrades to our systems.
- Continuity of operations.
- Other vendors were not able to meet the Bid Evaluation.
- Black Box is a nationally known vendor for Unify (Siemens) voice/data systems.
- Our current onsite Black Box technicians always act in a professional and courteous manner with me and the customers.
- They are partnered with 3<sup>rd</sup> party vendors Higher Ground (call recording for 311, 911, UB, PW Solid Waste and Currie) and server guard for the backups and patches for all Telecom servers.

*Tammy Peterson  
City of Minneapolis  
Enterprise Infrastructure - IT Telecom  
612-673-3777  
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**Minneapolis**  
City of Lakes

# Purchasing Division - Bid Tabulation Summary

Official Publication No. 7862

Bids for Telecommunications PBX Equipment & Maintenance  
Purchasing Buyer: Heidi Solfield

Department: Information Technologies

Department Contact: Tammy Peterson

Bids Due: 10 AM, Local Time, October 29<sup>th</sup>, 2013

Vendors:

Black Box Network Services

We, the undersigned, hereby certify that the above bids were publicly opened and read aloud:

*Heidi Solfield*

For the: Finance Officer

*David J. Peterson*

For the: Assistant Finance Officer

Offl. Publ. #7862  
 Bids opened 10 AM, Local Time  
 October 29<sup>th</sup>, 2013

Company Name: Black Box Network Services  
 Date: October 29, 2013

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Purchasing Department  
 330 Second Avenue South - Suite 552  
 Minneapolis, MN 55401

**BID FORM**

\*Port Counts as of 8/2013  
 \*\*Unit Price Per Port – Unit Price must include the following: maintenance, software, hardware (including delivery), labor, trip charge; do NOT include applicable taxes.

**TABLE A:**

**Siemens HiPath 4000/Peripherals/IPDA/4000 Assistant**

Item	Location - Existing Equipment	Equipment	Port Count	**Unit Price Per Port
1	Siemens HiPath 4000 - City Hall Main Hub - 350 S. 5th St.	Digital Line Card (86)	2064	\$1.65 /per port
2	Siemens HiPath 4000 - City Hall Main Hub - 350 S. 5th St.	Analog Line Card (15)	360	\$1.65/per port
3	Siemens HiPath 4000 - City Hall Main Hub - 350 S. 5th St.	Central Office Trunk (4)	64	\$1.65/per port
4	Siemens HiPath 4000 - City Hall Main Hub - 350 S. 5th St.	HG 3575 IP Access - 45 ch	4	\$10/per port
5	Siemens HiPath 4000 - City Hall Main Hub - 350 S. 5th St.	HG 3530 IP Line - 60 ch	4	\$15/per port
6	Siemens HiPath 4000 - City Hall Main Hub - 350 S. 5th St.	Digital Trunk T1 - Dual (15)	720	\$1.65/per port
7	Peripherals - City Hall Main Hub - 350 S. 5th St.	24 Port Auto Attendant	1	\$73/per port
8	Peripherals - City Hall Main Hub - 350 S. 5th St.	Rack mount Shelf for 12 T-Serv II CSU	3	\$13.50/per port
9	Peripherals - City Hall Main Hub - 350 S. 5th St.	T-Serv II CSU Plug In	29	\$9.50/per port
10	Peripherals - City Hall Main Hub - 350 S. 5th St.	HiPath ProCenter Advanced - Main and Auxiliary servers	2	\$450/per port
11	Peripherals - City Hall Main Hub - 350 S. 5th St.	Siemens Xpression - Kernel and Satellite servers	2	\$450/per port
12	Peripherals - City Hall Main Hub - 350 S. 5th St.	Aspect eWFM	1	\$605.80/per port
13	Peripherals - City Hall Main Hub - 350 S. 5th St.	CSU Monitoring (29)	1	\$507.60/per port
14	Peripherals - City Hall Main Hub - 350 S. 5th St.	Interalla XMU (24 Ports)	1	\$15/per port
15	Peripherals - City Hall Main Hub - 350 S. 5th St.	Interalla XMU 24 Ports	1	\$15/per port
16	Siemens HiPath IPDA - PW Harriet - 6036 Harriet Ave. S	Digital Line Card (2)	48	\$1.65/per port

17	Siemens HiPath IPDA - PW Harriet - 6036 Harriet Ave. S	Analog Line Card (1)	24	\$1.65/per port
18	Siemens HiPath IPDA - PW Harriet - 6036 Harriet Ave. S	Central Office Trunk (1)	16	\$1.65/per port
19	Siemens HiPath IPDA - PW Harriet - 6036 Harriet Ave. S	HG 3575 IP Access - 45 ch	1	\$10/per port
20	Siemens HiPath IPDA - PW Hiawatha - 1901 E 26th S	Digital Line Card (4)	96	\$1.65/per port
21	Siemens HiPath IPDA - PW Hiawatha - 1901 E 26th S	Analog Line Card (1)	24	\$1.65/per port
22	Siemens HiPath IPDA - PW Hiawatha - 1901 E 26th S	Central Office Trunk (1)	16	\$1.65/per port
23	Siemens HiPath IPDA - PW Hiawatha - 1901 E 26th S	HG 3575 IP Access - 45 ch	1	\$10/per port
24	Siemens HiPath IPDA - PW Pacific - 2710 Pacific Ave	Digital Line Card (2)	48	\$1.65/per port
25	Siemens HiPath IPDA - PW Pacific - 2710 Pacific Ave	Analog Line Card (1)	24	\$1.65/per port
26	Siemens HiPath IPDA - PW Pacific - 2710 Pacific Ave	Central Office Trunk (1)	16	\$1.65/per port
27	Siemens HiPath IPDA - PW Pacific - 2710 Pacific Ave	HG 3575 IP Access - 45 ch	1	\$10/per port
28	Siemens HiPath IPDA - PW Washington - 1809 Washington Ave NE	Digital Line Card (1)	24	\$1.65/per port
29	Siemens HiPath IPDA - PW Washington - 1809 Washington Ave NE	Analog Line Card (1)	24	\$1.65/per port
30	Siemens HiPath IPDA - PW Washington - 1809 Washington Ave NE	Central Office Trunk (1)	16	\$1.65/per port
31	Siemens HiPath IPDA - PW Washington - 1809 Washington Ave NE	HG 3575 IP Access - 45 ch	1	\$10/per port
32	Siemens HiPath IPDA - CPED Crown Roller - 105 5th Ave S	Digital Line Card (10)	240	\$1.65/per port
33	Siemens HiPath IPDA - CPED Crown Roller - 105 5th Ave S	Analog Line Card (2)	48	\$1.65/per port
34	Siemens HiPath IPDA - CPED Crown Roller - 105 5th Ave S	Central Office Trunk (1)	16	\$1.65/per port
35	Siemens HiPath IPDA - CPED Crown Roller - 105 5th Ave S	Digital Trunk T1 - Dual	48	\$1.65/per port
36	Siemens HiPath IPDA - CPED Crown Roller - 105 5th Ave S	HG 3575 IP Access - 45 ch	2	\$10/per port
37	Siemens HiPath IPDA - PW Aldrich - 198 Aldrich Ave N	Digital Line Card (2)	48	\$1.65/per port
38	Siemens HiPath IPDA - PW Aldrich - 198 Aldrich Ave N	Analog Line Card (1)	24	\$1.65/per port
39	Siemens HiPath IPDA - PW Aldrich - 198 Aldrich Ave N	Central Office Trunk (1)	16	\$1.65/per port
40	Siemens HiPath IPDA - PW Aldrich - 198 Aldrich Ave N	HG 3575 IP Access - 45 ch	1	\$10/per port
41	Siemens HiPath IPDA - PW Impound - 51 Colfax Ave N	Digital Line Card (1)	24	\$1.65/per port
42	Siemens HiPath IPDA - PW Impound - 51 Colfax Ave N	Analog Line Card (1)	24	\$1.65/per port
43	Siemens HiPath IPDA - PW Impound - 51 Colfax Ave N	Central Office Trunk (1)	16	\$1.65/per port
44	Siemens HiPath IPDA - PW Impound - 51 Colfax Ave N	HG 3575 IP Access - 45 ch	1	\$10/per port
45	Siemens HiPath IPDA - PW Water East Yard - 935 5th Ave SE	Digital Line Card (1)	24	\$1.65/per port
46	Siemens HiPath IPDA - PW Water East Yard - 935 5th Ave SE	Analog Line Card (1)	24	\$1.65/per port
47	Siemens HiPath IPDA - PW Water East Yard - 935 5th Ave SE	Central Office Trunk (1)	16	\$1.65/per port
48	Siemens HiPath IPDA - PW Water East Yard - 935 5th Ave SE	HG 3575 IP Access - 45 ch	1	\$10/per port

49	Siemens HiPath IPPDA - Fridley Water - 43rd and Marshall	Digital Line Card (6)	144	\$1.65/per port
50	Siemens HiPath IPPDA - Fridley Water - 43rd and Marshall	Analog Line Card (2)	48	\$1.65/per port
51	Siemens HiPath IPPDA - Fridley Water - 43rd and Marshall	HG 3575 IP Access - 45 ch	1	\$10/per port
52	Siemens HiPath IPPDA - Animal Control - 212 17th Ave N	Digital Line Card (1)	24	\$1.65/per port
53	Siemens HiPath IPPDA - Animal Control - 212 17th Ave N	Analog Line Card (1)	24	\$1.65/per port
54	Siemens HiPath IPPDA - Animal Control - 212 17th Ave N	Central Office Trunk (1)	16	\$1.65/per port
55	Siemens HiPath IPPDA - Animal Control - 212 17th Ave N	HG 3575 IP Access - 45 ch	1	\$10/per port
56	Siemens HiPath IPPDA - Fire Station 21 - 3209 E 38th Street	Digital Line Card (2)	48	\$1.65/per port
57	Siemens HiPath IPPDA - Fire Station 21 - 3209 E 38th Street	Analog Line Card (1)	24	\$1.65/per port
58	Siemens HiPath IPPDA - Fire Station 21 - 3209 E 38th Street	Central Office Trunk (1)	16	\$1.65/per port
59	Siemens HiPath IPPDA - Fire Station 21 - 3209 E 38th Street	HG 3575 IP Access - 45 ch	1	\$10/per port
60	Siemens HiPath IPPDA - Hamilton School - 4119 Dupont	Digital Line Card (4)	96	\$1.65/per port
61	Siemens HiPath IPPDA - Hamilton School - 4119 Dupont	Analog Line Card (1)	24	\$1.65/per port
62	Siemens HiPath IPPDA - Hamilton School - 4119 Dupont	Central Office Trunk (1)	16	\$1.65/per port
63	Siemens HiPath IPPDA - Hamilton School - 4119 Dupont	HG 3575 IP Access - 45 ch	1	\$10/per port
64	Siemens HiPath IPPDA - 311 Call Center - 3000 Minnehaha	Digital Line Card (2)	48	\$1.65/per port
65	Siemens HiPath IPPDA - 311 Call Center - 3000 Minnehaha	Analog Line Card (2)	48	\$1.65/per port
66	Siemens HiPath IPPDA - 311 Call Center - 3000 Minnehaha	Central Office Trunk (1)	16	\$1.65/per port
67	Siemens HiPath IPPDA - 311 Call Center - 3000 Minnehaha	T1 Trunk Card (1)	24	\$1.65/per port
68	Siemens HiPath IPPDA - 311 Call Center - 3000 Minnehaha	HG 3575 IP Access - 45 ch	1	\$10/per port
69	Siemens HiPath IPPDA - 311 Call Center - 3000 Minnehaha	HG 3530 IP Line - 60 ch	1	\$15/per port
70	Siemens HiPath IPPDA - Emergency Operations Training Facility - 25 37th Ave NE	Digital Line Card (3)	72	\$1.65/per port
71	Siemens HiPath IPPDA - Emergency Operations Training Facility - 25 37th Ave NE	Analog Line Card (2)	48	\$1.65/per port
72	Siemens HiPath IPPDA - Emergency Operations Training Facility - 25 37th Ave NE	Central Office Trunk (1)	16	\$1.65/per port
73	Siemens HiPath IPPDA - Emergency Operations Training Facility - 25 37th Ave NE	T1 Trunk Card (2)	48	\$1.65/per port
74	Siemens HiPath IPPDA - Emergency Operations Training Facility - 25 37th Ave NE	HG 3575 IP Access - 45 ch	1	\$10/per port
75	Siemens HiPath IPPDA - Emergency Operations Training Facility - 25 37th Ave NE	HG 3530 IP Line - 60 ch	1	\$15/per port
76	Siemens HiPath IPPDA - Emergency Operations Training Facility - 25 37th Ave NE	Digital Line Card (2)	48	\$1.65/per port
77	Siemens HiPath IPPDA - Emergency Operations Training Facility - 25 37th Ave NE	Analog Line Card (1)	24	\$1.65/per port
78	Siemens HiPath IPPDA - Emergency Operations Training Facility - 25 37th Ave NE	T1 Trunk Card (1)	24	\$1.65/per port
79	Siemens HiPath IPPDA - Emergency Operations Training Facility - 25 37th Ave NE	Central Office Trunk (1)	16	\$1.65/per port
80	Siemens HiPath IPPDA - Emergency Operations Training Facility - 25 37th Ave NE	Digital Line Card (9)	216	\$1.65/per port

81	Siemens Hicom 300 Model 30 - Currie/Border - 1200 Currie Ave N		Analog Line Card (2)	48	\$1.65/per port
82	Siemens Hicom 300 Model 30 - Currie/Border - 1200 Currie Ave N		T1 Trunk Card (2)	48	\$1.65/per port
83	Siemens Hicom 300 Model 30 - Currie/Border - 1200 Currie Ave N		Central Office Trunk (1)	16	\$1.65/per port
84	1st Precinct - 19 N 4th Street		AP 1120 CorNet-IP V5.1	2	\$25/per port
85	2nd Precinct - 1911 Central Ave NE		AP 1120 CorNet-IP V5.1	1	\$25/per port
86	3rd Precinct - 3000 Minnehaha		AP 1120 CorNet-IP V5.1	3	\$25/per port
87	4th Precinct - 1925 Plymouth Ave S		AP 1120 CorNet-IP V5.1	1	\$25/per port
88	5th Precinct - 3101 Nicollet Ave S		AP 1120 CorNet-IP V5.1	1	\$25/per port

**\*\*Please note that your current cost per port is \$2.50, whereas our proposed rate is \$1.65. I have attached a cost summary at the end of Tab 7.0**

**TABLE B:**

**Higher Ground**

Site/Department	Server Model	Software Version	Recording Channel Configuration	Serial Number	OS	Licensing	Cost
Utility Billing/Solid Waste-350 S. 4 <sup>th</sup> St.	14000-RAID 1	Fusion G1.75	64 digital channels	HG: 137300 Chassis: 1216406	2003 Server R2	8 Screen Capture	See Pricing Below
MECC 911 - 350 S. 4 <sup>th</sup> St.	14000-RAID 1 & RAID 5	Capture911 8.0	Master Storage Server - 4TB	HG: 137568 Chassis: 1356371	2003 Server R2	12 QA Agent Evaluation	See Pricing Below
MECC 911 - 350 S. 4 <sup>th</sup> St.	14000 RAID 1	Capture911 8.0	96 analog channels, 24 digital channels, 10 VOIP	HG: 137569 Chassis: 1356376	2003 Server R2	NA	See Pricing Below
311 Contact Center - 3000 Minnehaha	14000 RAID 1 & RAID 5	Calibre 8.0	Master Storage Server - 4TB	HG: 137522 Chassis: 134541	2003 Server R2	24 Screen Capture and 5 QA Agent Evaluation	See Pricing Below
311 Contact Center - 3000 Minnehaha	14000 RAID 1	Calibre 8.0	48 analog channels, 24 digital channels, 5 VOIP	HG: 137523 Chassis: 1343542	2003 Server R2	NA	See Pricing Below
Currie Building - 1200 Currie Ave. N	PSAP	Fusion G1.75	8 digital channels	HG: 137101 Chassis: 1216100	2003 Server R2	NA	See Pricing Below

**\*\*While the cost column asks for a cost per port, Screen Capture, Storage Server and Q/A Evaluation is not necessarily priced in this fashion. With that said, the cost for the services describe above would be \$61,443 annually.**

**Server Guard**

Description	Host Name	OS	Processor	RAM	Disk Space	Cost per Server
ProCenter 6.5 – Main	procenter1	Server 2003 SP2	Intel(R) Xeon(R) CPU E5506 @ 2.13GHz 2133 MHz x86 8 core	2,032 MB total (724 MB free)	C: 755,423 MB total (641,029 MB free) D: 99,998 MB total (93,076 MB free)	See Below. Pricing attached along with hourly labor matrix
ProCenter 6.5 – Auxiliary	procenter2	Server 2003 SP2	Intel(R) Xeon(R) CPU E5506 @ 2.13GHz 2133 MHz x86 8 core	2,032 MB total (1,449 MB free)	C: 755,423 MB total (744,526 MB free) D: 99,998 MB total (94,985 MB free)	See Below. Pricing attached along with hourly labor matrix
HiPath Xpressions – Main	XPRESSIONS1A	Server 2003 SP2	Intel(R) Xeon(R) CPU E5506 @ 2.13GHz 2133 MHz x86 8 core	4,080 MB total (1,468 MB free)	C: 40,954 MB total (28,375 MB free) D: 529,329 MB total (493,135 MB free)	See Below. Pricing attached along with hourly labor matrix
HiPath Xpressions – Satellite	XPRESSIONS2A	Server 2003 SP2	Intel(R) Xeon(R) CPU E5506 @ 2.13GHz 2133 MHz x86 8 core	4,080 MB total (3,253 MB free)	C: 40,954 MB total (29,876 MB free) D: 529,329 MB total (523,944 MB free)	See Below. Pricing attached along with hourly labor matrix
Aspect eWorkforce Management	ASPECTEFWM	Server 2003 SP2	Intel(R) Xeon(R) CPU E5410 @ 2.33GHz 2325 MHz x86 8 core	4,088 MB total (1,772 MB free)	C: 12,291 MB total (1,025 MB free) D: 334,242 MB total (321,846 MB free)	See Below. Pricing attached along with hourly labor matrix
Higher Ground – Currie Server	CURRIEHG	Server 2003 SP2	Intel(R) Core(TM)2 CPU 4300 @ 1.80Hz 1800 MHz x86 2 core	2,040 MB total (1,173 MB free)	C: 15,358 MB total (6,694 MB free) D: 10,244 MB total (9,916 MB free) V: 213,818 MB total (186,034 MB free)	See Below. Pricing attached along with hourly labor matrix
Higher Ground – Enterprise B91	GMMPN203	Server 2003 SP2	Intel(R) Xeon (TM) CPU E5410 @ 2.33GHz 2333 MHz x86 4 core	4,096MB total (3,135 MB free)	C: 20,481 MB total (9,772 MB free) D: 51,207 MB total (49,104 MB free) V: 405,241 MB total (1,731 MB free) F: 1,929,499 MB total (1,358,400 MB free)	See Below. Pricing attached along with hourly labor matrix

Higher Ground – 311 Recorder	311HGRECORDER	Server 2008 R2	Intel(R) Xeon(R) CPU E5506 @ 2.13GHz 2133 MHz x86 8 core	4,056 MB total (2,338 MB free)	C: 30,719 MB total (87 MB free) D: 51,199 MB total (46,480 MB free) V: 393,860 MB total (392,657 MB free)	See Below. Pricing attached along with hourly labor matrix
Higher Ground – 311 Storage	CMMPN204	Server 2008 R2	Intel(R) Xeon(R) CPU E5506 @ 2.13GHz 2133 MHz x86 8 core	32,728 MB total (23,598 MB free)	C: 30,719 MB total (5,431 MB free) D: 445,059 MB total (382,510 MB free) V: 4,781,774 MB total (3,310,717 MB free) F: 1,929,498 MB total (927,678 MB free)	See Below. Pricing attached along with hourly labor matrix
Higher Ground – Master Server	911HGMASTER	Server 2008 R2	Intel(R) Xeon(R) CPU E5506 @ 2.13GHz 2133 MHz x86 8 core	32,728 MB total (23,325 MB free)	C: 51,200 MB total (13,125 MB free) D: 424,578 MB total (345,809 MB free) V: 4,784,964 MB total (3,194,553 MB free) E: 1,929,032 MB total (532,184 MB free)	See Below. Pricing attached along with hourly labor matrix
Higher Ground – 911 Call Recorder	911HGRECORDER	Server 2008 R2	Intel(R) Xeon(R) CPU E5506 @ 2.13GHz 2133 MHz x86 8 core	4,056MB total (2,695 MB free)	C: 51,200 MB total (16,632 MB free) D: 51,199 MB total (51,108 MB free) V: 373,379 MB total (372,413 MB free)	See Below. Pricing attached along with hourly labor matrix
AmCom OSN Server	OSNSERVER	XP Professional SP3	Intel(R) Xeon(R) CPU E5506 @ 2.13GHz 2133 MHz x86 8 core	2,048 MB total (1,278 MB free)	C: 76,206 MB total (67,740 MB free)	See Below. Pricing attached along with hourly labor matrix

Again, the pricing for this service is structured in such a manner that didn't conform to the per/server format requested. There is a one-time set-up fee of \$7,143 which gives us a base tool set to perform the work and maintenance. There is a monthly recurring fee of \$1,593 for the ongoing monitoring service, and labor is billed on an hourly basis at \$236/hour. The City of Minneapolis has the option to purchase pre-paid blocks of hours at a discounted rate. The labor matrix is attached below (we would recommend the 10 hour block/month based upon past activity levels).

<u>Pre-Paid Hour</u>	<u>Block Cost</u>	<u>Discount Percentage</u>	<u>Discount Amount</u>	<u>Total Monthly Cost</u>
1 Hour	\$236.00	0%	\$0.00	\$236.00
10 Hours	\$2,360.00	5%	\$118.00	\$2,242.00
20 Hours	\$4,720.00	6%	\$283.20	\$4,436.80
30 Hours	\$7,080.00	7%	\$495.60	\$6,584.40
40 Hours	\$9,440.00	8%	\$755.20	\$8,684.80
50 Hours	\$11,800.00	9%	\$1,062.00	\$10,738.00
100 Hours	\$23,600.00	10%	\$2,360.00	\$21,240.00

Maximum billed travel time in Twin Cities = 1/2 hour  
 These rates are good for Monday – Friday 8am – 6pm.  
 After hour and Weekend rates are 1.5x the rate.  
 Emergency after hours 2 hour minimum 1.5x the rate  
 Emergency Holiday hours 2 hour minimum 2x the rate  
 Sales Tax is in addition to pricing shown

TABLE D:

Siemens OpenScope Xpression

Qty	Product No.	Description	Vendor Product No.	Mfg. Part No.	Percentage Off MSRP
<b>SIEMENS 1 - Siemens OpenScope Xpressions V6.0 and above</b>					
<b>Licenses</b>					
300	18CP-2912	OpenScope Xpressions V7 Upgrade Unified User from V5 License	L30280DD0622D102	L30280DD0622D102	20.40%
1	18CP-2883	OpenScope Xpressions V7 Upgrade Base License for V5/V6 (e	L30280DD0622D098	L30280DD0622D098	20.39%
270	18CP-2905	OpenScope Xpressions V7 Upgrade Voice User from V5 License	L30280DD0622D101	L30280DD0622D101	20.44%
<b>Software</b>					
4	18CP-2923	OpenScope Xpressions V7 Upgrade TTS Realspeak Telecom V4.0 f	L30280DD0622D105	L30280DD0622D105	20.39%
1	18CP-2876	OpenScope Xpressions V7 SW incl: Documentation USB Stick	L30280DD0600D050	L30280DD0600D050	20.39%
<b>Applications</b>					
1	Misc GSS 3_6_2013	Update Xpressions Server Guard – Support 64 bit Server 2008		GSS 3_6_2013	24.75%
<b>System Admin</b>					
1	Misc XPR6APBL	OpenScope Xpressions Applications Builder Hands on Workshop		XPR6APBL	17.48%

1	Misc XPR6APBN	OpenScape Xpressions Application Builder SVU		XPR6APBN		17.48%
<b>Implementation</b>						
1	Labor	Project Management				\$136/hr.
1	Labor	Assist with App Builder Development and Onsite Test per S				\$102 /hr.
1	Labor	Implementation Labor per Statement of Work				\$102/hr.
<b>Option - 1</b>						
2	18CP-0810	Server Rack Mount Option		L50041F0302A301	L50041F0302A301	30.50%

**Siemens HiPath 4000**

Qty	Product No.	Description	Vendor Product No.	Mfg. Part No.	Percentage Off MSRP
<b>SIEMENS 1 – Siemens HiPath 4000 19in Form Factor</b>					
<b>Base System</b>					
1	18CP-2261	Installation Kit XS (for HiPath 4000 Expansion Order)	L30220Y0600M021	L30220Y0600M021	35.80%
<b>Software</b>					
1	18CP-2548	HiPath 4000 V6 Basic Software for CSPCI System	L30220Y0622A860	L30220Y0622A860	35.80%
4908	18CP-2628	HiPath 4000 V6 Upgrade for HiPath 4000 V4	L30220Y0622A872	L30220Y0622A872	
2	18CP-2627	DSCXL2 Dynamic Package for CSPCI Upgrades to HiPath 4000 V6	L30220Y0600G307	L30220Y0600G307	35.80%
<b>Implementation</b>					
1	Labor-Basic	Implementation Labor			\$102/hr.
<b>SIEMENS 2 – Siemens HiPath IPDA</b>					
<b>Base System</b>					
1	18CP-2372	CSAPE Box Kit for HiPath 4000 V6 Upgrades	L30220Y0600G309	L30220Y0600G309	35.80%
<b>Implementation</b>					
1	Labor-Basic	Implementation Labor			\$102/hr.

Discount for Annual Prepayment (if paid by 2/28/2014): 5 %

**This discount applies to prepayment of the Support Agreement only. Project work, including hardware/software upgrades, are governed by contract payment schedules.**

**Basis of Award:**

This contract will be awarded to the overall, lowest bidder meeting specifications. Table A + B + C will be calculated to determine the overall, lowest bidder. Table D MUST be completed; however it will not be included in the Basis of Award. All line items, for Table A through D, MUST be completed in order to be considered for this bid and to be considered responsive.

**Extension Options:**

Bidder offers to extend terms and conditions (may increase per the ECI) for an additional twelve (12) months, December 31<sup>st</sup>, 2016, after the contract end date, December 31<sup>st</sup>, 2015; at the sole option of the City: Yes  X No

Bidder offers to extend terms and conditions (may increase per the ECI) for an additional twenty-four (24) months, December 31<sup>st</sup>, 2017, after the contract end date, December 31<sup>st</sup>, 2015; at the sole option of the City: Yes  X No

Bidder offers to extend terms and conditions (may increase per the ECI) for an additional thirty-six (36) months, December 31<sup>st</sup>, 2018, after the contract end date, December 31<sup>st</sup>, 2015; at the sole option of the City: Yes  X No

Acknowledge Addenda No. \_\_\_\_\_

**Bidder must supply Federal Tax ID No. or Social Security No.** 41-1231011

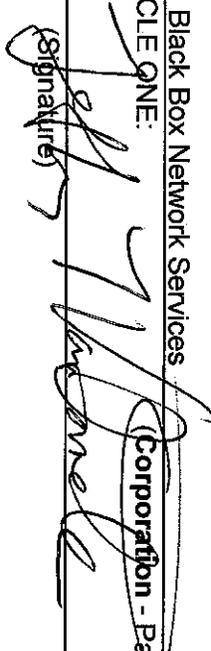
If Social Security Number is provided, this Individuals name must be included as Bidder.

Bidder affirms that this bid(s) has been arrived at by the bidder independently and has been submitted without collusion with, and without any agreement, understanding or planned common course of action with, any other bidder of materials, supplies, equipment and/or services described in the Invitation to Bid, designed to limit independent bidding or competition.

**TWO** complete bid responses, including attachments are to be returned, **one of which MUST be an original.**

BIDDER Black Box Network Services

CIRCLE ONE: (Corporation - Partnership - Individual)

SIGNED BY  Jeff Van Domelen

*(Signature)* (Name Printed)

ADDRESS 5050 Lincoln Drive

CITY Minneapolis STATE MN ZIP +4 ZIP CODE 55436

BUSINESS PHONE (262) 798-2362 FAX NUMBER (262) 798-2444

E-MAIL ADDRESS jeff.vandomelen@blackbox.com



City of Minneapolis  
Comprehensive Service Offering  
Siemens HiPath 4000/Peripherals/IPDA

Item	Hardware Description	Equipped Parts	Monthly Unit Cost	Monthly Total	Annual Total by Site/Product
<b>Siemens HiPath 4000 - City Hall Main Hub - Customer #159711</b>					
1.	Digital Line Card (86)	2064	\$1.65	\$3,405.60	
2.	Analog Line Card (15)	360	\$1.65	\$594.00	
3.	Central Office Trunk (4)	64	\$1.65	\$105.60	
4.	HG 3570 IP Access - 45 ch	4	\$10.00	\$40.00	
5.	HG 3530 IP Line - 60 ch	4	\$15.00	\$60.00	
6.	Digital Trunk T1 - Dual (15)	720	\$1.65	\$1,188.00	
<b>Peripherals - City Hall Main Hub - Customer #159711</b>					
1.	24 Port Auto Attendant	1	\$73.00	\$73.00	
2.	Rackmount Shelf for 121-Serv II CSU	3	\$13.50	\$40.50	
3.	12-Serv II CSU Plugin	29	\$9.50	\$275.50	\$ 55,130.40
5.	HiPath ProCenter Advanced	2	\$450.00	\$900.00	\$ 10,800.00
6.	HiPath ProCenter Advanced	2	\$450.00	\$900.00	\$ 10,800.00
8.	HiPath ProCenter Advanced	1	\$605.80	\$605.80	\$ 7,269.60
9.	HiPath ProCenter Advanced	1	\$507.60	\$507.60	\$ 6,091.20
10.	Intercall XMU (24 Ports)	1	\$15.00	\$15.00	\$ 180.00
11.	Intercall XMU (24 Ports)	1	\$15.00	\$15.00	\$ 180.00
<b>Siemens HiPath IPDA - PW Haxtal - Customer #1021923</b>					
1.	Digital Line Card (1)	48	\$1.65	\$79.20	
2.	Analog Line Card (15)	24	\$1.65	\$39.60	
3.	Central Office Trunk (1)	16	\$1.65	\$26.40	
4.	HG 3573 IP Access - 45 ch	1	\$10.00	\$10.00	\$ 1,822.40
<b>Siemens HiPath IPDA - PW Hlawatha - Customer #1021924</b>					
1.	Digital Line Card (3)	96	\$1.65	\$158.40	
2.	Analog Line Card (1)	24	\$1.65	\$39.60	
3.	Central Office Trunk (1)	16	\$1.65	\$26.40	
4.	HG 3573 IP Access - 45 ch	1	\$10.00	\$10.00	\$ 2,812.80
<b>Siemens HiPath IPDA - PW Pacific - Customer #1021925</b>					
1.	Digital Line Card (2)	48	\$1.65	\$79.20	
2.	Analog Line Card (1)	24	\$1.65	\$39.60	
3.	Central Office Trunk (1)	16	\$1.65	\$26.40	
4.	HG 3573 IP Access - 45 ch	1	\$10.00	\$10.00	\$ 1,822.40
<b>Siemens HiPath IPDA - PW Washington - Customer #1021927</b>					
1.	Digital Line Card (1)	24	\$1.65	\$39.60	
2.	Analog Line Card (1)	24	\$1.65	\$39.60	
3.	Central Office Trunk (1)	16	\$1.65	\$26.40	
4.	HG 3573 IP Access - 45 ch	1	\$10.00	\$10.00	\$ 1,387.20
<b>Siemens HiPath IPDA - CPED Crown Roter</b>					
1.	Digital Line Card (7)	240	\$1.65	\$396.00	
2.	Analog Line Card (2)	48	\$1.65	\$79.20	
3.	Central Office Trunk (1)	16	\$1.65	\$26.40	
4.	T1 Trunk Cord (1)	48	\$1.65	\$79.20	
4.	HG 3573 IP Access - 45 ch	2	\$10.00	\$20.00	\$ 7,209.60
<b>Siemens HiPath IPDA - FW Aldrich - Customer #1021929</b>					
1.	Digital Line Card (2)	48	\$1.65	\$79.20	
2.	Analog Line Card (1)	24	\$1.65	\$39.60	
3.	Central Office Trunk (1)	16	\$1.65	\$26.40	
4.	HG 3573 IP Access - 45 ch	1	\$10.00	\$10.00	\$ 1,822.40
<b>Siemens HiPath IPDA - FW Impound - Customer #1021930</b>					
1.	Digital Line Card (2)	24	\$1.65	\$39.60	
2.	Analog Line Card (1)	24	\$1.65	\$39.60	
3.	Central Office Trunk (1)	16	\$1.65	\$26.40	
4.	HG 3573 IP Access - 45 ch	1	\$10.00	\$10.00	\$ 1,192.00
<b>Siemens HiPath IPDA - FW Water East Yard - Customer #1021931</b>					
1.	Digital Line Card (1)	24	\$1.65	\$39.60	
2.	Analog Line Card (1)	24	\$1.65	\$39.60	
3.	Central Office Trunk (1)	16	\$1.65	\$26.40	
4.	HG 3573 IP Access - 45 ch	1	\$10.00	\$10.00	\$ 1,387.20
<b>Siemens HiPath IPDA - Fidelity Water - Customer #159711</b>					
1.	Digital Line Card (1)	144	\$1.65	\$237.60	
2.	Analog Line Card (1)	48	\$1.65	\$79.20	
3.	Central Office Trunk (1)	1	\$10.00	\$10.00	\$ 2,790.00
<b>Siemens HiPath IPDA - Animal Control - Customer #</b>					
1.	Digital Line Card (1)	24	\$1.65	\$39.60	
2.	Analog Line Card (1)	24	\$1.65	\$39.60	
3.	Central Office Trunk (1)	16	\$1.65	\$26.40	
4.	HG 3573 IP Access - 45 ch	1	\$10.00	\$10.00	\$ 1,192.00
<b>Siemens HiPath IPDA - Fire Station #21</b>					
1.	Digital Line Card (1)	48	\$1.65	\$79.20	
2.	Analog Line Card (1)	24	\$1.65	\$39.60	
3.	Central Office Trunk (1)	16	\$1.65	\$26.40	
4.	HG 3573 IP Access - 45 ch	1	\$10.00	\$10.00	\$ 1,192.00
<b>Siemens HiPath IPDA - Hamilton School - Customer #111649</b>					
1.	Digital Line Card (2)	96	\$1.65	\$158.40	
2.	Analog Line Card (1)	24	\$1.65	\$39.60	
3.	Central Office Trunk (1)	16	\$1.65	\$26.40	
4.	HG 3573 IP Access - 45 ch	1	\$10.00	\$10.00	\$ 1,192.00
<b>Siemens HiPath IPDA - 311 Call Center - Customer #109087</b>					
1.	Digital Line Card (2)	48	\$1.65	\$79.20	
2.	Analog Line Card (2)	48	\$1.65	\$79.20	
3.	Central Office Trunk (1)	16	\$1.65	\$26.40	
4.	Trunk Cord (1)	24	\$1.65	\$39.60	
5.	HG 3573 IP Access - 45 ch	1	\$10.00	\$10.00	\$ 1,391.20
<b>Siemens HiPath IPDA - Emergency Operations Training Facility #1041040</b>					
1.	Digital Line Card (1)	72	\$1.65	\$118.80	
2.	Analog Line Card (1)	48	\$1.65	\$79.20	
3.	Central Office Trunk (1)	16	\$1.65	\$26.40	
4.	T1 Trunk Cord (1)	24	\$1.65	\$39.60	
5.	HG 3573 IP Access - 45 ch	1	\$10.00	\$10.00	
6.	HG 3530 IP Line - 60 ch	1	\$15.00	\$15.00	\$ 3,448.00
				Monthly:	\$11,728.60
				Annual Total	\$140,743.20

Annual Total Model 30 and AP1120 \$ 11,112.00

Total Annual All Systems \$151,855.20

City of Minneapolis  
Comprehensive Service Offering  
Siemens Hicom 300 Model 30

Item	Hardware Description	Equipped Ports	Monthly Unit Cost	Monthly Total	Annual Total by Site/Product
<b>Siemens - 1st Precinct - Customer #120287</b>					
1.	AP 1120 ConNet IP	2	\$25.00	\$50.00	\$ 600.00
<b>Siemens - 2nd Precinct - Customer #108428</b>					
1.	AP 1120 ConNet IP	1	\$25.00	\$25.00	\$ 300.00
<b>Siemens - 3rd Precinct - Customer #109087</b>					
3.	AP 1120 ConNet IP	3	\$25.00	\$75.00	\$ 900.00
<b>Siemens - 4th Precinct - Customer #102990</b>					
3.	AP 1120 ConNet IP	1	\$25.00	\$25.00	\$ 300.00
<b>Siemens - 5th Precinct - Customer #842801</b>					
4.	AP 1120 ConNet IP	1	\$25.00	\$25.00	\$ 300.00
<b>Siemens Hicom 300 Model 30 - Columbia Heights - Customer #1021576</b>					
1.	Siemens Hicom 300 Model 30	48	\$1.65	\$79.20	
2.	Siemens Hicom 300 Model 30	24	\$1.65	\$39.60	
3.	Siemens Hicom 300 Model 30	24	\$1.65	\$39.60	
4.	Siemens Hicom 300 Model 30	16	\$1.65	\$26.40	
<b>Siemens Hicom 300 Model 30 - Currie/Border - Customer #105733</b>					
1.	Siemens Hicom 300 Model 30	216	\$1.65	\$356.40	
2.	Siemens Hicom 300 Model 30	48	\$1.65	\$79.20	
3.	Siemens Hicom 300 Model 30	48	\$1.65	\$79.20	
4.	Siemens Hicom 300 Model 30	16	\$1.65	\$26.40	\$ 993.60
				Monthly:	\$926.00
<b>Annual Total</b>					<b>\$11,112.00</b>