

**Prepared For:**

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Erie County Water Authority  
295 Main St, Rm 350



**Quotation**

**Quote Date:** 6/20/2019  
**Quote #:** FLTQ13971-D  
**Prepared By:** briano

**Cisco UCM Phone and Contact Center System Replacement Project**

Item / Part #	Description	Qty	Price	Ext. Price	Capital	O&M
<b>Cisco A-La-Cart server w/3 Yr Maintenance</b>						
UCSC-C220-M5SX	UCS C220 M5 SFF 10 HD w/o CPU, mem, HD, PCIe, PSU	2	\$1,655.60	\$3,311.20		
CON-3SNTP-C220M5SX	3YR SNTC 24X7X4 UCS C220 M5 SFF 10 HD w/o CPU, mem, H	2	\$1,453.54	\$2,907.08		
UCS-MR-X16G1RS-H	16GB DDR4-2666-MHz RDIMM/PC4-21300/single rank/x4/1.	12	\$403.60	\$4,843.20		
UCS-HD300G15K12N	300GB 12G SAS 15K RPM SFF HDD	16	\$494.00	\$7,904.00		
UCSC-MLOM-IRJ45	Intel i350 quad-port MLOM NIC	2	\$281.81	\$563.62		
CIMC-LATEST	IMC SW (Recommended) latest release for C-Series Servers.	2	\$0.00	\$0.00		
UCSC-PSU1-770W	Cisco UCS 770W AC Power Supply for Rack Server	4	\$307.56	\$1,230.24		
CAB-9K12A-NA	Power Cord, 125VAC 13A NEMA 5-15 Plug, North America	4	\$0.00	\$0.00		
UCSC-RAILB-M4	Ball Bearing Rail Kit for C220 & C240 M4 & M5 rack servers	2	\$96.80	\$193.60		
UCSC-SW-C220M5-P01	Performance Optimized setting for C220 M5 servers	2	\$0.00	\$0.00		
UCS-SID-INFR-OI	Other Infrastructure	2	\$0.00	\$0.00		
UCS-SID-WKL-OW	Other Workload	2	\$0.00	\$0.00		
UCSC-HS-C220M5	Heat sink for UCS C220 M5 rack servers 150W CPUs & below	4	\$0.00	\$0.00		
UCSC-BBLKD-S2	UCS C-Series M5 SFF drive blanking panel	4	\$0.00	\$0.00		
CBL-SC-MR12GM52	Super Cap cable for UCSC-RAID-M5 on C240 M5 Servers	2	\$0.00	\$0.00		
UCSC-SCAP-M5	Super Cap for UCSC-RAID-M5, UCSC-MRAID1GB-KIT	2	\$0.00	\$0.00		
UCS-CPU-4114	2.2 GHz 4114/85W 10C/13.75MB Cache/DDR4 2400MHz	4	\$1,040.00	\$4,160.00		
UCSC-RAID-M5	Cisco 12G Modular RAID controller with 2GB cache	2	\$862.40	\$1,724.80		
	<b>SubTotal</b>			<b>\$26,837.74</b>	<b>23,930.66</b>	<b>2,907.08</b>
Cisco UCM Applications running on Cisco Services						
<b>3 Yr Term</b>						
A-FLEX	Collaboration Flex Plan	1	0	0		
SVS-SPK-SUPT-BAS	Basic Support for Cisco Spark	1	0	0		
A-FLEX-FILESTG-ENT	File Storage Entitlement	6000	0	0		
A-FLEX-DEVREG-ENT	Cloud Device Registration Entitlement (Qty300 Included)	300	0	0		
A-FLEX-MSG-ENT	Messaging Entitlement	300	0	0		
A-FLEX-SME-11X	Session Manager v11 (1)	100	0	0		
A-FLEX-CUE-VM	Unity Express with VoiceMail (1)	25	0	0		
A-FLEX-SRST-EP	SRST Endpoints (1)	1	0	0		

<b>A-FLEX-EXP-GW</b>	Enable GW Feature (H323-SIP) (1)	4	0	0		
<b>A-FLEX-EXP-E</b>	Enable Expressway-E Feature Set (1)	2	0	0		
<b>A-FLEX-EXP-TURN</b>	1800 TURN Relay Option (1)	2	0	0		
<b>A-FLEX-EXP-AN</b>	Enable Advanced Networking Option (1)	2	0	0		
<b>A-FLEX-EXP-SERIES</b>	Enable Expressway Series Feature Set (1)	4	0	0		
<b>A-FLEX-EXP-DESK</b>	Expressway Deskphone Registration (1)	350	0	0		
<b>A-FLEX-EXP-ROOM</b>	Expressway Room Registration (1)	2	0	0		
<b>A-FLEX-CUCILYNC</b>	CUCILYNC (1)	30	0	0		
<b>A-FLEX-JABBER</b>	Jabber (1)	125	0	0		
<b>A-FLEX-P-PLMENC-K9</b>	Unified Communications Manager Encryption License (1)	1	0	0		
<b>A-FLEX-EXP-RMS</b>	Expressway Rich Media Session (1)	13	0	0		
<b>A-FLEX-P-UCM-11X</b>	Unified Communications Manager v11 License (Qty300 Includ	300	0	0		
<b>A-FLEX-P-TPRM-11X</b>	Telepresence Room v11 License (Qty3 Included)	3	0	0		
<b>A-FLEX-P-ESS-11X</b>	Essential v11 License (Qty25 Included)	25	0	0		
<b>A-FLEX-P-UCXN-11X</b>	Unity Connection v11 License (Qty300 Included)	300	0	0		
<b>A-FLEX-P-ER-11X</b>	Emergency Responder v11 License (Qty300 Included)	300	0	0		
<b>A-FLEX-P-COMMON11X</b>	Common Area v11 License (Qty50 Included)	50	0	0		
<b>A-FLEX-UCM-PAK</b>	UCM Product Authorization Key (1)	1	0	0		
<b>A-FLEX-EXP-PAK</b>	Expressway Product Authorization Key (1)	1	0	0		
<b>A-FLEX-EXP-KEY</b>	Expressway Release Key (1)	4	0	0		
<b>A-FLEX-SW-11X-K9</b>	On-Premises & Partner Hosted Calling SW Bundle v11 (1)	1	0	0		
<b>A-FLEX-ER-11X-K9</b>	Emergency Responder SW Bundle v11 (1)	1	0	0		
<b>A-FLEX-CME</b>	Communications Manager Express (1)	25	0	0		
<b>A-FLEX-A-AC-11X</b>	Attendant Console Advanced Version 11 (Qty3 Included)	3	0	0		
<b>A-FLEX-EA-PRO-PK</b>	EA Pro Pack for Cisco Webex Control Hub (1)	250	0	0		
<b>A-FLEX-EAPL1</b>	EntW On-Premises Calling Tier 1 (Qty250 Users)	250	\$340.56	\$85,140.00		
	<b>SubTotal</b>			<b>\$85,140.00</b>	<b>85,140.00</b>	<b>0.00</b>

Cisco Unified Attendant Consoles (Included in FLEX)  
ECWA is providing Windows Server License and VM

**Contact Center FLEX 3yr Term**

(Qty25 UCCX Premium Agent Licensing 3yr Term)  
Flex CC On-Premises UCCX Premium Concurrent Agent - 5

<b>A-FLEX-PJXPC</b>	User	5	\$1,814.40	\$9,072.00		
<b>A-FLEX-PJXSC</b>	Flex CC On-Premises UCCX Standard Concurrent Agent - 20 User	20	\$1,393.20	\$27,864.00		
	<b>SubTotal</b>			<b>\$36,936.00</b>	<b>0.00</b>	<b>36,936.00</b>

Contact Center HA License (Included in FLEX now)

**Cisco Call Recording 3 Yr Term**

<b>CCX-11-ADD-K9</b>	CCX 11.0 Add-on Licenses	1	0	\$0.00		
<b>CON-3ECMU-CCX11ADD</b>	SWSS UPGR 3YR DISTI CCX 11.0 Add-on Lice	1	0	\$0.00		
<b>CCX-11-CR-LIC</b>	CCX 11.0 Call Recording Seat Qty 1 LICENSE ONLY	25	\$162.50	\$4,062.50		
<b>CCX-11-PAK</b>	CCX 11 autoexpanded PAK	1	0	\$0.00		

CON-3ECMU-CCCR1LIC	SWSS UPGR 3YR DISTI CCX 11.0 Call Recording Seat Qty 1	25	\$140.00	\$3,500.00		
	SubTotal			<b>\$7,562.50</b>	<b>4,062.50</b>	<b>3,500.00</b>
	<b>Recurring SmartNet Support</b>					
	Voice Gateway					
CON-3SNTP-ISR4321V	3YR SNTC 24X7X4 Cisco ISR 4321 Bundle, w/UC License, CUB	2	\$1,641.50	\$3,283.00		
	Analog Gateway			\$0.00		
CON-3SNT-VG310ICV	3YR SNTC 8X5XNBD Cisco VG310 - Modular 24 FXS Port Voice	1	\$1,197.00	\$1,197.00		
CON-3SNT-VG204XM	3YR SNTC 8X5XNBD Cisco VG204 Analog V	3	\$268.32	\$804.96		
CON-3SNT-VG202XM	3YR SNTC 8X5XNBD Cisco VG202XM Analog	2	\$165.12	\$330.24		
	<b>SubTotal</b>			<b>\$5,615.20</b>	<b>0.00</b>	<b>5,615.20</b>
	Cisco Phones					
	Powered PoE not including SmartNet Support					
CP-7841-K9=	Cisco UC Phone 7841	200	\$182.50	\$36,500.00		
CP-7800-WMK=	Spare Wallmount Kit for Cisco UC Phone 7800 Series	40	\$43.50	\$1,740.00		
CP-8832-K9	Cisco 8832 in Charcoal with accessories for North America	7	\$797.50	\$5,582.50		
	Cisco IP Conference Phone 8832 PoE Accessories for Worldwide	7	\$62.50	\$437.50		
CP-8832-POE	Cisco 8832 Wired Microphones Kit for Worldwide	7	\$225.00	\$1,575.00		
CP-8861-K9=	Cisco IP Phone 8861	13	\$357.50	\$4,647.50		
CP-8800-A-KEM=	8800 Series Audio KEM, 28 Button	9	\$282.50	\$2,542.50		
CP-8841-K9=	Cisco IP Phone 8841	24	\$257.50	\$6,180.00		
CP-HS-W-531-RJ=	Headset 531 Wired Single + QD RJ Headset Cable	24	\$122.50	\$2,940.00		
	<b>SubTotal</b>			<b>\$62,145.00</b>	<b>62,145.00</b>	<b>0.00</b>
	Voice Gateways for Main St & Union Rd					
	SIP Trunk at each location, cables connecting gateways to network provided by ECWA					
ISR4321-V/K9	Cisco ISR 4321 Bundle, w/UC License, CUBE-10	2	\$2,063.40	\$4,126.80		
FL-CUBEE-25	CUBE - 25 Standard Trunk Session License	2	\$2,006.50	\$4,013.00		
FL-CUBEE-5	CUBE - 5 Standard Trunk Session License	2	\$502.25	\$1,004.50		
NIM-2FXS/4FXOP	2-Port FXS/FXS-E/DID and 4-Port FXO Network Interface Module	2	\$840.00	\$1,680.00		
	<b>SubTotal</b>			<b>\$10,824.30</b>	<b>10,824.30</b>	<b>0.00</b>

### Analog Gateways

Union: Qty1 VG310 | Ellicott: Qty3 VG204XM | VanDeWater: Qty1 VG202XM | Sturgeon Point: Qty1 VG202XM

<b>VG310</b>	Modular 24 FXS Port VoIP Gateway with PVDM3-64	1	\$3,578.60	\$3,578.60		
<b>CAB-AC</b>	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	1	\$0.00	\$0.00		
<b>VG204XM</b>	Cisco VG204XM Analog Voice Gateway	3	\$863.50	\$2,590.50		
<b>CAB-AC</b>	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	3	\$0.00	\$0.00		
<b>VG202XM</b>	Cisco VG202XM Analog Voice Gateway	2	\$530.00	\$1,060.00		
<b>CAB-AC</b>	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	2	\$0.00	\$0.00		
	<b>SubTotal</b>			<b>\$7,229.10</b>	<b>7,229.10</b>	<b>0.00</b>

<b>TRN-CLC-000</b>	Learning Credits for Education Training 10 Training credit. Expires in 1 yr. Team Captain required	14	\$500.00	\$7,000.00	7,000.00	0.00
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**Cisco  
#20800 Hrly  
Rate**

**FL Hrly  
Rate**

**Professional Services - Contact Center UCCX - Cisco  
NYS #20800 Lot 4 Installaiton and Implementation  
Services**

						\$185.00	\$165.00
PS-SNY-ENC	Enterprise Network Consultant I	0	\$165.00	\$0.00		\$215.00	\$185.00
PS-SNY-ENC-II	Enterprise Network Consultant II	60	\$185.00	\$11,100.00		\$150.00	\$125.00
PS-SNY-PM	Project Manager	35	\$125.00	\$4,375.00		\$135.00	\$135.00
PS-SNY-NE	Network Engineer	90	\$135.00	\$12,150.00		\$150.00	\$150.00
PS-SNY-SNE	Senior Network Engineer	132	\$150.00	\$19,800.00			
<b>PROSERVE</b>	Labor Breakdown: Please refer to the attach document			<b>\$47,425.00</b>	<b>47,425.00</b>	0.00	

**Cisco  
#20800 Hrly  
Rate**

**FL Hrly  
Rate**

**Professional Services - CUCM/CUC/IM&P Expressway  
and Hardware - Cisco NYS #20800 Lot 4 Installation and  
Implementation Services**

						\$185.00	\$165.00
PS-SNY-ENC	Enterprise Network Consultant I	65	\$165.00	\$10,725.00		\$215.00	\$185.00
PS-SNY-ENC-II	Enterprise Network Consultant II	0	\$185.00	\$0.00		\$150.00	\$125.00
PS-SNY-PM	Project Manager	55	\$125.00	\$6,875.00		\$135.00	\$135.00
PS-SNY-NE	Network Engineer	100	\$135.00	\$13,500.00		\$150.00	\$150.00
PS-SNY-SNE	Senior Network Engineer	155	\$150.00	\$23,250.00			

<b>PROSERVE</b>	Professional Services - CUCM/CUC/IM&P/Expressway/Call Recording/Paging and Hardware			<b>\$54,350.00</b>	<b>54,350.00</b>	<b>0.00</b>
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UC Design Labor  
Discovery of Avaya System  
Perform network discovery for new networks  
Create low level design and plan for up to 5 sites.

UCM Server Labor  
Provision applications on a 3rd party host, owned by the customer.  
Upload VMDKs to data store/configure OVAs/Provision applications.

IP Phones Labor  
Perform a user requirements survey for the deployment Cisco UCM System  
Receive phones, record MAC address, and inventory for project.

CUCM Labor  
Setup CUCM Publisher server  
Setup CUCM Subscriber server  
Provision CUCM: configure dial plans, create partitions, etc...  
Provision CUCM subscriber server  
Integration to Microsoft AD

CUC Labor  
Provision Cisco Unity Connection publisher server  
Provision Cisco Unity Connection subscriber server  
Configure auto attendant, call handlers, and directory handlers.  
Bulk provision voicemail boxes.

**Services Total** **\$0.00**

**Total Quote:** **\$351,064.84** **\$302,106.56** **48,958.28** **\$351,064.84**

\*\*\* This Quotation should be used for Budgeting Purposes Only \*\*\*  
Cisco NYS Contract #PM20800...