

## City of West Allis - Telecom Pricing Summary

| Pricing                  | Altura            | Black Box         | Convergent        | Enter. Systems    | NACR              | Phones Plus       | SPS               | TIG               |
|--------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Hardware / Software      | \$ 236,737.65     | \$ 255,787.48     | \$ 160,496.77     | \$ 127,294.00     | \$ 254,391.39     | \$ 247,817.00     | \$ 245,424.23     | \$ 239,000.00     |
| Shipping                 | \$ 1,000.00       | Incl              | \$ 3,209.94       | \$ 500.00         | \$ 1,992.85       | \$ -              | \$ 20,053.09      | Incl              |
| Installation             | \$ 68,693.00      | Incl              | \$ 55,325.00      | \$ 86,741.00      | \$ 76,838.00      | \$ 33,106.52      | \$ 79,644.19      | Incl              |
| Training                 | Incl              | Incl              | \$ 19,500.00      | Incl              | \$ 7,524.00       | Incl              | \$ 5,250.00       | Incl              |
| Trade-in                 | \$ -              | \$ -              | \$ (9,000.00)     | \$ -              | \$ -              | \$ -              | \$ (4,109.00)     | \$ -              |
|                          | \$ 306,430.65     | \$ 255,787.48     | \$ 229,531.71     | \$ 214,535.00     | \$ 340,746.24     | \$ 280,923.52     | \$ 346,262.51     | \$ 239,000.00     |
| Maintenance - 2-5        | \$ 90,032.00      | \$ 125,965.44     | \$ 84,846.40      | \$ 67,574.00      | \$ 96,048.00      | \$ 60,652.32      | \$ 91,380.00      | \$ 50,984.80      |
| Recommended Options      |                   |                   |                   |                   |                   |                   |                   |                   |
| Cell Phone Integration   | \$ -              | \$ -              | \$ -              | \$ 3,655.20       | \$ -              | \$ 6,579.00       | \$ 555.00         | \$ -              |
| Amcom 911                | \$ -              | \$ -              |                   | \$ -              | \$ -              | \$ -              | \$ -              | \$ -              |
| E911 Anywhere & ELIN     | \$ -              | \$ -              | \$ -              | \$ -              | \$ 68,644.00      | \$ -              | \$ -              | \$ -              |
| Comlog                   | \$ -              | \$ -              | \$ 7,240.00       | \$ 7,240.00       | \$ -              | \$ 7,240.00       | \$ -              | \$ 10,000.00      |
| RedSky Anywhere          | \$ 18,875.00      | \$ -              | \$ -              | \$ -              | \$ -              | \$ -              | \$ 5,800.00       | \$ -              |
| Redundant Server         |                   | \$ 7,545.30       | \$ -              | \$ -              | \$ -              | \$ -              | \$ -              | \$ -              |
| <b>Total 5-year Cost</b> | <b>\$ 415,338</b> | <b>\$ 389,298</b> | <b>\$ 321,618</b> | <b>\$ 293,004</b> | <b>\$ 505,438</b> | <b>\$ 355,395</b> | <b>\$ 443,998</b> | <b>\$ 299,985</b> |
| Call Recording           |                   |                   | r&c               | r&c               |                   | \$10000 card      |                   | \$10000 card      |
| Push-to-record           |                   |                   | standard          | standard          |                   | standard          |                   | standard          |