



# AGENDA ITEM REQUEST FORM

## Municipal Services

## Pat Himelberger

Department Submitting Request

Dept Signature

**REGULAR**  
**COMMISSION MTG**  
**Meeting Dates - 7:00 PM**

**DEADLINE TO**  
**Town Clerk**

**ROUNDTABLE**  
**MEETING**  
**Meeting Dates - 7:00 PM**

**DEADLINE TO**  
**Town Clerk**

- April 27, 2011
- May 24, 2011
- June 28, 2011
- July 26, 2011

- April 15 (5:00 pm)
- May 13 (5:00 pm)
- June 10 (5:00 pm)
- July 15 (5:00 pm)

- April 12, 2011
- May 10, 2011
- June 14, 2011
- July 12, 2011

- April 1 (5:00 pm)
- April 29 (5:00 pm)
- June 3 (5:00 pm)
- July 1 (5:00 pm)

- Presentation
- Resolution
- Reports
- Quasi Judicial
- Consent
- Old Business
- Ordinance
- New Business

**FY2011 DESIGNATED HIGH PRIORITY ITEM**  
PRIORITY ITEM: OUTDATED TECHNOLOGY

**SUBJECT TITLE: Telephone System Replacement**

**EXPLANATION:** Town staff has been researching various types of phones to replace the telephone equipment currently in place which do not provide voicemail, direct inward dialing (DID) to the desktop, or other modern phone functions. To that end, staff has met with several telephone vendors to assess the most cost effective and efficient manner in which to proceed. With some vendors, there are additional fees which could reoccur yearly, including licensing for each handset due to the voicemail component, software upgrades and annual service contracts. Staff determined that it would be cost effective and timely to utilize an existing Avaya State Contract # 730-000-09-1 through an authorized state vendor, Forma Technology. The Town has been using Avaya phones for the past several years and while the equipment performs well, a new system is required to receive voicemail, conference and calls directly. The proposal from Forma Technology, an authorized state vendor for \$31,225.00 includes a 36 month service contract as well as installation, support and training.

Several quotes were obtained which are detailed in the chart below.

Companies	Type of Phones & #	Quote
Forma Technology	Avaya - 57	\$31,225.00
Milner Voice & Data	Mitel - 55	\$34,348.97
Blackbox Network Services	Shoretel - 55	\$40,002.00

In order for the telephone system to activate the direct inward dialing (DID) to the desktops, the Town will need to purchase more telephone numbers from its service provider. Since the Town currently routes all calls through a few numbers which are not consecutive, it may make sense to purchase blocks of consecutive numbers from its provider. Should the Town decide to change its phone numbers, a transition plan would include phasing the change in over a year to allow for printed and other material changes and appropriate notification to take place. The current phone numbers would remain active with messaging and switching over to the new numbers automatic.

Funds are available to cover this expense in the account contained in the current year's budget to upgrade our outdated phone & technology systems.

**RECOMMENDATION:** We recommend the Commission approve the purchase of a new phone system from Forma Technology utilizing an Avaya State Contract 730-000-09-1 in the amount of \$31,225.00.



# AGENDA ITEM REQUEST FORM

Item No. \_\_\_\_\_

**Municipal Services**

Department Submitting Request

**Pat Himmelberger**

Dept Signature

**FISCAL IMPACT AND SOURCE OF FUNDS:**

Amount: #31,225.00

Acct# 001-519-000-500-511 Technology Expenses

**EXHIBITS: Forma Technology Quote  
Milner Voice and Data Quote  
Blackbox Network Services**

Reviewed by Town Attorney

Yes  No

Town Manager Initials CH

# FORMA TECHNOLOGY

Proposal for Lauderdale by the Sea

Proposal: 1244  
6/14/2011 Page: 2

Quantity Description

- 1 Avaya IP Office 500 V2 Control Unit
- 1 Avaya IP Office IP500 V2 System SD Card
- 1 Avaya IPO user/Admin DVD Set R7
- 1 IPO 500 Extension Card Phone 8
- 1 Avaya IP Office IP500 V2 Combo Card
- 1 IPO 500 Trnk PRI UNI Dual
- 1 IPO Lic IP500 T1 Channels
- 2 IPO 500 EXP MOD DGTL STA 30
- 3 IP OFFICE Power Lead (Earthed) US
- 3 IPO 500 RACK MOUNTING KIT
- 1 IP400 VoiceMail Pro RFA
- 1 Avaya IPO LIC R6 AV IP ENDPOINT 1RFA
- 47 Avaya 1408 Telset for CM/IE/IIPO UpN
- 10 Avaya 1416 Digital Telephone
- 2 Avaya Button Mod for 1400 Series
- 2 1151C1 DCP Phone Pwr W/CAT5 Cbl
- 2 1151C1 PWR Lead
- 1 IP Phone 1608-I Black
- 1 Avaya Power Adapter for 1600 IP Phnes 5V US
- 1 Avaya SME APR Offer IPO R6 PREFRD MNTH for 4 YR
- 1 36 month service contract
- 1 Installation

TERMS: 60% (\$18,735.00) deposit required to process this order. Balance due upon completion.

Your Price: \$31,225.00

Total: \$31,225.00

Prices are firm until 7/14/2011 Terms:

Quoted by: Joseph Leventhal, joe@formatechnology.com

Date: 6/14/2011

Accepted by: \_\_\_\_\_

Date: \_\_\_\_\_

TERMS OF PAYMENT: By signing this agreement customer agrees to pay IPS for the equipment / service specified in above quote. Customer also agrees to the above payment terms. Additional charges will apply for additional work not specified including customer, or vendor delays. Buyer shall pay all costs of collection, including without limitation, reasonable attorney fees and costs for failure to pay upon payment terms and due due dates.



**Mitel 5000 Communications Platform rel. 4.0**

Mitel 5000 Communications Platform - Base Packages, System Hardware

52002632	MITEL 5000 IP BASE KIT HX CONTROLLER	1
580.2304	MT5000 Loop Start Mdl (LSM-4) for CS/HX	1
580.2702	MT5000 Dual T1/E1/PRI (T1M-2) for CS/HX	1
906.4694	DELL PC3524P SWTCH 24 10/100 POE	3

Mitel 5000 Communications Platform - Software Licenses

840.0227	MT5000 Lic Single PRI	1
840.0320	MT5000 Lic System OAI Events	1
840.0321	MT5000 Lic System OAI 3rd Pty Call Ctrl	1
840.0416	MT5000 Lic IP Phone Category D	39
840.0759	MT5000 Lic Enable 2nd port on T1M-2	1

Mitel 5000 Communications Platform - Voicemail, Enterprise Messaging

840.0460	LICENSE INTL5000 BVM 4 PORTS	1
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Desktop Devices - 5200/5300 IP Phones and Peripherals

50005804	5330 IP Phone (Backlit)	55
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Desktop Devices - Mitel 5000 CP/Axxess Phones, Accessories

( 550.5312	ATTENDANT CONSOLE V3.2 SINGLE NODE	1 )
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OEM - CommSource, DataNet Equipment

900.0507	MOD 8POS T-1 SURGE S2 VRMS CLAMP SC	2
900.0525	PROTECTOR/TELCO 8 PAIR DTK-8P	1
901.0528	8 OUTLET STRIP 6' CORD 1RJ11 IN 2	1
Additions	Software Assurance for 12 Additional Months	

Accepted and Approved By:

Customer: \_\_\_\_\_ Date: \_\_\_\_\_

Milner Voice & Data Representative: \_\_\_\_\_ Date: \_\_\_\_\_





MILNER  
VOIP  
DATA

## Budgetary Financial Package Cable Quotation Separate

March, 2010

Purchase Price	\$34,348.97
	<i>Includes Installation</i>
Deposit	<i>50% down, 50% upon installation</i>

### Purchase Price Includes:

- Repair Service for (1) one year on all equipment for Parts & Labor
- Installation (Including all hardware and software)
- Initial System Training
- Programming Changes for First 15 Days
- Professional Services and Installation

### Assumptions: Customer will provide:

- Network connectivity (Routers, infrastructure cabling, patch panels and patch cables, cable management, and rack) for telephony solution.
- Assumes all responsibility for all cost from communications services provider
- Provide any conduits, raceways or floor ducts that may be required
- Re-using existing cable facilities



**NJPA**  
National Joint Powers Alliance

# BLACKBOX NETWORK SERVICES

Town of Lauderdale by the Sea							
Line #	Qty	SKU	Description	MSRP	GSA	Cost	Extended
			ShoreGear 90 - 1U half width, Max Capacities - 90 IP phones, 4 Analog exts, 8 LS trunks	\$ 2,995	22%	\$ 2,336	\$ 4,672
1	2	10260					
2	1	10322	ShoreGear T1k - 1U half width, Max Capacities - PRI	\$ 3,495	22%	\$ 2,726	\$ 2,726
3	51	10196	ShorePhone IP230	\$ 259	22%	\$ 202	\$ 10,303
4	5	10219	ShorePhone IP265	\$ 369	22%	\$ 288	\$ 1,439
5	1	29136	ShoreTel 12 Software	\$ -	22%	\$ -	\$ -
6	56	30035	Extension & Mailbox License	\$ 200	22%	\$ 156	\$ 8,736
7	0	30052	Professional Access License	\$ 80	22%	\$ 62	\$ -
8	1	40002	Operator Call Manager	\$ 595	22%	\$ 464	\$ 464
9	1167	91213	ShoreCare Partner Support - One Year	\$ 1	12%	\$ 0.88	\$ 1,027
10	2	10223	Kit, rack mounting tray	\$ 95	22%	\$ 74	\$ 148
			Installation - Normal Business Hours				\$ 7,905
			Black Box Labor Warranty Support & Telephone Coverage				\$ 2,581
							=====
							\$ 40,002
			The above system is available to support up to 90 Phones or resources with N+1 Redundancy. Customer supplied server will provide for 240 ports of voice mail. Unified Messaging, Presence and Outlook Intergration is included.				
			<b>Switches</b>				
			Town Hall & Garage - 17 Phones - 24 Port PoE switch				
			Development Center - 20 Phones - 24 Port PoE switch				
			Public Safety - 19 Phones - 24 Port PoE switch				
	3		Dell 3524P Installed			\$ 1,150	\$ 3,450
	4		Miscellaneous Fiber and Copper Adapters			\$ 88	\$ 352
							=====
							\$ 3,802
			<b>Cabling based upon Black Box's Broward County Contract</b>				\$ 7,612
	1		300' Cat. Ve Cable Run - Garage to Town Hall				
	1		100' Cat. Ve Cable Run from Main to Remote				
	1		800' 6 C Fiber Main to 2nd Fl. Public Safety				
	2		Fiber Enclosures				
	2		250' Cat. Ve Cable Runs - Senior Center & Meeting Area				
	11		150' Cat. Ve Cable Runs - Public Safety				
			<b>ShoreTel</b>	\$ 40,002			
			<b>Data Switches</b>	\$ 3,802			
			<b>Cable / Fiber</b>	\$ 7,612			
							=====
				\$ 51,416			