



# Memorandum

TO: June Kail, Director of Purchasing *JK*  
FROM: Butch Watkins, Director of Maintenance *B.W. / JKH*  
DATE: May 15, 2019  
SUBJECT: Recommendation Letter for Bid# 5568 2020 - Avaya Phone Systems District Wide

After reviewing the documents submitted for the above mentioned project, I am recommending that the sealed bid be awarded to Converge One as they have met all bid specifications and are the lowest bidder.

Should you have any questions or concerns, please contact my office at 617-1777, ext. 1818. Thank you for your attention to the bid information attached.

BW/edh

cc: Toni Hutto, Budget Systems Analyst  
Jim Sciara, Building Automation Systems Coordinator

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2019 MAY 16 AM 10:35  
PURCHASING DEPARTMENT  
SCHOOL BOARD OF LEON COUNTY

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Maintenance Department · 3420 West Tharpe Street · Suite 200 · Tallahassee, Florida 32303-1138  
(850) 617-1777 · Fax (850) 617-1789  
[www.leon.k12.fl.us](http://www.leon.k12.fl.us)

*"No person shall on the basis of gender, marital status, sexual orientation, race, religion, national origin, age, color or disability be denied employment, receipt of services, access to or participation in school activities or programs if qualified to receive such services, or otherwise be discriminated against or placed in a hostile environment in any educational program or activity including those receiving Federal financial assistance, except as provided by law."*

**Bid No. 5568-2020**

**Description: Avaya® Phone Systems District Wide**

**Department: Maintenance**

**Opening Date: May 15, 2019 @ 2:00 P.M.**

Item #	Part #	Description	Accent Tel USA		Advanced Communication Solutions		Converge One		Optus		SENCOMM	
Addendum Acknowledged			✓		✓		✓				✓	
			Unit Price	Total	Unit Price	Total	Unit Price	Total	Unit Price	Total	Unit Price	Total
1.	700476005	Avaya IP500 v2 control unit	435.41	870.82	364.73	729.46	317.40	634.80	478.10	956.20	315.89	631.78
2.	700479710	Avaya IP500 v2 system SD card MU-law R6	33.78	67.57	28.31	56.62	24.64	49.28	37.10	74.20	25.74	51.47
3.	700429202	IP500 RACK MOUNTING KIT	40.16	401.62	33.65	336.50	29.28	292.80	44.10	441.00	30.60	306.00
4.	700289770	IP500 V2 POWER LEAD SM OFFICE, 406V2, DS16 & DS30	12.11	121.12	10.15	101.50	8.84	88.40	13.30	133.00	9.23	92.30
5.	700511094	IP OFFICE IP500 DIGITAL STATION 30B V2 RJ45	2,483.06	14,898.37	2,079.94	12,479.64	1,810.04	10,860.24	2,726.50	16,359.00	1,891.51	11349.06
6.	396445	Avaya IPO RLS 11 Essential Edition license	336.60	673.20	281.95	563.90	120.40	240.80	369.60	739.	256.41	512.82
7.	700504032	Avaya IPO 500 MC VCM 64 V2	234.60	469.20	196.51	393.02	171.01	342.02	257.60	515.20	178.71	357.42
8.	700449473	Avaya IPO Trunk 16 EXP Mod	1,676.62	3,353.25	1,404.42	2,808.84	1,222.18	2,444.36	1841.00	3,682.00	1277.20	2,554.40
9.	383110	IP OFFICE R10 AVAYA IP ENDPOINT 1 PLDS LIC:CU <b>LICENSE ONLY</b>	47.81	478.12	40.06	1,602.40	18.26	620.80	52.50	2,100.00	36.42	1,456.80
10.	700417330	IPO 500 EXTN CARD DGTL STA 8	368.47	736.95	308.65	617.30	268.60	537.20	404.60	809.20	280.70	561.40
11.	700417231	IP500 Extension Card Phone 8	663.00	1325.00	555.36	1,110.72	483.29	966.58	728.00	1,456.00	505.05	1,010.10
12.	700500758	Avaya IP500 TCM 8	368.47	736.95	308.65	617.30	268.60	537.20	404.60	809.20	280.70	561.40
13.	700417439	IP500 Universal PRI 1	636.86	1,273.72	533.47	1,066.94	776.06	1,552.12	699.30	1,398.60	485.14	970.28
14.	383091	IP500 PRI T1 EXPANSION KIT/SINGLE PRI 8 ACTIVE	149.94	299.88	104.66	209.32	91.08	182.16	699.30	1398.60	95.18	190.36
15.	700503164	IPO IP500 TRUNK ANALOG 4 UNI V2	267.75	535.50	224.28	448.56	195.18	390.36	294.00	588.00	203.96	407.92
16.	38127	Embedded Voicemail 2 Channel PLDS License	263.28	526.57	220.55	441.10	191.93	383.86	1,298.50	2,597.00	200.56	401.12
17.	700504841	1408 TELSET FOR CM/IPO ICON ONLY	181.91	3,638.25	151.08	3,021.60	157.62	3,152.40	161.70	3,234.00	142.50	2,850.00

Item #	Part #	Description	Accent Tel USA		Advanced Communication Solutions		Converge One		Optus		SENCOMM	
18.	700505424	IP TELEPHONE 9608G GREY GIGABIT ETHERNET	269.63	5,392.75	217.34	4,346.80	125.00	2,500.00	139.00	2,780.00	207.27	4,145.40
19.	700504842	9508 TELSET FOR IPO ICON ONLY	283.05	5,661.00	237.10	4,742.00	195.88	5,484.64	119.00	2,380.00	215.62	4,312.40
20.	700510913	4 PACK - 9508 TELSET FOR IP OFFICE ICON	1,132.20	2,264.40	862.42	1,724.84	N/A	N/A	1,211.25	2,422.50	215.62	431.24
21.	700507449	IP OFFICE UNIFIED COMMUNICATIONS MODULE V2	723.56	723.56	606.10	606.10	527.45	527.45	749.50	749.50	551.19	551.19
22.	700504556	Avaya IPO 500V2 Combo Card ATM V2	402.26	1,609.05	336.96	1,347.84	293.24	1,172.96	441.70	1,766.80	306.43	1,225.72
23.	383087	IPO License - R10 IP500 VOICE NETWORKING 4 PLDS LIC:CU	457.72	1,830.90	383.41	1,533.64	333.66	1,334.64	502.60	2,010.40	348.68	1,394.73
24.	TECHLAB	2 hours programing for voicemail & system install – PER HOUR	95 hr.		125 hr.		hr.		115 hr.		385 hr.	
25.	<b>Avaya® IP Office 500V2 System as specified: Drop ship / Equipment only.</b>		47,888.75		40,905.94		34,295.07		47,943.60		37,095.31	

Bidders are hereby notified that failure to file a protest within the time prescribed in section 120.57(3) Florida Statutes and Board Policy 6320.02, or failure to post the bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings. Offers received from the vendor listed herein are the only offers received timely as of the above opening date and time. All other offers submitted in response to this solicitation, if any, are hereby rejected as late.

Opened By: Nancy Scott

Date: May 15, 2019

Recorded By: Taneka Forbes

Date: May 15, 2019