
SECTION VII – COST PROPOSAL REQUIREMENTS

This section describes the requirements to be addressed by bidders in preparing the State's Cost Sheet. The bidder must use the State's Cost Sheet. The bidder should submit the State's Cost Sheet in accordance with Section I Submission of Proposal.

THE STATE'S COST SHEET AND ANY OTHER COST DOCUMENT SUBMITTED WITH THE PROPOSAL SHALL NOT BE CONSIDERED CONFIDENTIAL OR PROPRIETARY AND IS CONSIDERED A PUBLIC RECORD IN THE STATE OF NEBRASKA AND WILL BE POSTED TO A PUBLIC WEBSITE.

This section describes the requirements to be addressed by bidders in preparing the Cost Proposal. The bidder must submit the Cost Proposal in a section of the proposal that is a separate section or is packaged separately as specified in this RFP from the Technical Proposal section. For Option A: OCIO-Hosted, see Attachment A; for Option B: Carrier-Hosted, see Attachment B; for Option C: Alternate solution, see Attachment C.

A. Pricing Summary

The State reserves the right to review all aspects of the Cost Proposal for reasonableness and to request clarification of any proposal where the cost component shows significant and unsupported deviation from industry standards or in areas where detailed pricing is required.

1. COST SHEET

This summary shall present the total fixed price to perform all of the requirements of the RFP. The bidder must include details in the State's Cost Sheet supporting any and all costs.

Option A: OCIO-Hosted, see Attachment E, for Option B: Carrier-Hosted, see Attachment E, for Option C: Alternate Solution, see Attachment E.

The State reserves the right to review all aspects of cost for reasonableness and to request clarification of any proposal where the cost component shows significant and unsupported deviation from industry standards or in areas where detailed pricing is required.

2. PRICES

Prices quoted shall be net, including transportation and delivery charges fully prepaid by the bidder, F.O.B. destination named in the RFP. No additional charges will be allowed for packing, packages, or partial delivery costs. When an arithmetic error has been made in the extended total, the unit price will govern.

C1 Response:

Acknowledge.

Option A – OCIO Hosted

Type	Basic Estimated Units - 6170	Standard Estimated Units - 3229	Premium Estimated Units - 1235
Transfer	X	X	X
Three way calling	X	X	X
Call Forward/ No Answer	X	X	X
Call Forward / Busy	X	X	X
Call Forward Universal	X	X	X
Call Pickup Group		X	X
Directed Call Pickup		X	X
Call Park		X	X
Conferencing (Min. 6 Party)		X	X
Last Call Return	X	X	X
Message Waiting Indicator	X	X	X
Hold	X	X	X
Auto Dial Keys			X
Speed Dial List			X
Follow Me Feature		X	X
Caller ID Logs		X	X
Add-on Compatible			X
Busy Lamp Field			X
Multi-Line Ability			X
Display		X	X
Headset Compatible		X	X

	Initial Contract Period Year One	Initial Contract Period Year Two	Initial Contract Period Year Three	Initial Contract Period Year Four	Initial Contract Period Year Five
Monthly Rate for Basic *see notes	\$17.04	\$17.04	\$17.04	\$17.04	\$17.04
Monthly Rate for Standard *see notes	\$17.04	\$17.04	\$17.04	\$17.04	\$17.04
Monthly Rate for Premium *see notes	\$20.61	\$20.61	\$20.61	\$20.61	\$20.61
Install Cost per Line **see notes	\$82.00	**	**	**	**
Analog Line ***see notes	\$12.85	\$12.85	\$12.85	\$12.85	\$12.85

*The Monthly Rate provided in the Bid Form INCLUDES your Microsoft Voice Licenses fees of \$4.04 billed via your current Enterprise Agreement Partner.

The Monthly Rate provided in the Bid Form is an Option A design which is based on a capacity of (1,200) concurrent SIP sessions or calls. This design information is based on recommended VoIP industry design standards. If the State's PSTN requirements differ, design adjustments will be made accordingly.

**The Install Cost Per Line is for the actual installation and placement of each IP Phone. The pricing is based on C1 installing all 10,634 telephone sets across the 71 defined locations. C1 would like to review options with the State in an effort to provide the most cost effective solution for deployment of the IP Phones. C1 is not including future site install pricing as these are defined by mileage and site requirements.

***The State has advised that analog port requirements will be determined during the contract award. Our Private Cloud Solution requires gateways at each site requiring analog ports. We are pricing a single site with a minimum of two ports per site in the pricing bid form. Please see *Appendix 15 - Optional Analog* for further pricing details of sites requiring more than two ports.

Optional Renewals

	Optional Renewal Period One – Year One	Optional Renewal Period One – Year Two	Optional Renewal Period Two – Year One	Optional Renewal Period Two – Year Two	Optional Renewal Period Three – Year One	Optional Renewal Period Three – Year Two
Monthly Rate for Basic	\$12.04	\$12.04	\$12.44	\$12.44	\$12.86	\$12.86
Monthly Rate for Standard	\$12.04	\$12.04	\$12.44	\$12.44	\$12.86	\$12.86
Monthly Rate for Premium	\$17.34	\$17.34	\$18.00	\$18.00	\$18.70	\$18.70
Install Cost per Line	**	**	**	**	**	**
Analog Line	\$13.49	\$13.49	\$14.16	\$14.16	\$14.87	\$14.87

	Optional Renewal Period Four – Year One	Optional Renewal Period Four – Year Two	Optional Renewal Period Five – Year One	Optional Renewal Period Five – Year Two
Monthly Rate for Basic	\$13.30	\$13.30	\$13.76	\$13.76
Monthly Rate for Standard	\$13.30	\$13.30	\$13.76	\$13.76
Monthly Rate for Premium	\$19.43	\$19.43	\$20.20	\$20.20
Install Cost per Line	**	**	**	**
Analog Line	\$15.61	\$15.61	\$16.39	\$16.39

**C1 is not including future site install pricing as these are defined by mileage and site requirements.

Optional Costs

	Installation Initial Contract Period – Year One	Monthly Rate Initial Contract Period – Year One	Installation Initial Contract Period – Year Two	Monthly Rate Initial Contract Period – Year Two	Installation Initial Contract Period – Year Three	Monthly Rate Initial Contract Period – Year Three
ACD/UCD	*	*	*	*	*	*
Announcement Only Mailbox	*	*	*	*	*	*
Auto Attendant	*	*	*	*	*	*
Extended Capacity Mailbox Sizes	**	**	**	**	**	**
Any Additional Optional items.						
Any Additional Optional Services.						

	Installation Initial Contract Period – Year Four	Monthly Rate Initial Contract Period – Year Four	Installation Initial Contract Period – Year Five	Monthly Rate Initial Contract Period – Year Five
ACD/UCD	*	*	*	*
Announcement Only Mailbox	*	*	*	*
Auto Attendant	*	*	*	*
Extended Capacity Mailbox Sizes	**	**	**	**
Any Additional Optional items.				
Any Additional Optional Services.				

*The Microsoft Voice license includes these features at no additional costs.

**The limitation of the Mailbox Storage is based on the State's Exchange environment storage capacities.

	Optional Renewal Period One – Year One	Optional Renewal Period One – Year Two	Optional Renewal Period Two – Year One	Optional Renewal Period Two – Year Two	Optional Renewal Period Three – Year One	Optional Renewal Period Three – Year Two
ACD/UCD	*	*	*	*	*	*
Announcement Only Mailbox	*	*	*	*	*	*
Auto Attendant	*	*	*	*	*	*
Extended Capacity Mailbox Sizes	**	**	**	**	**	**
Any Additional Optional items.						
Any Additional Optional Services.						

	Optional Renewal Period Four – Year One	Optional Renewal Period Four – Year Two	Optional Renewal Period Five – Year One	Optional Renewal Period Five – Year Two
ACD/UCD	*	*	*	*
Announcement Only Mailbox	*	*	*	*
Auto Attendant	*	*	*	*
Extended Capacity Mailbox Sizes	**	**	**	**
Any Additional Optional items.				
Any Additional Optional Services.				

*The Microsoft Voice license includes these features at no additional costs.

**The limitation of the Mailbox Storage is based on the State’s Exchange environment storage capacities.

Optional Labor Rates

Please list all Job Titles that pertains by this Contract where the State of Nebraska would be charged an Hourly Rate.

Description by Job Title	Initial Contract Period Year One	Initial Contract Period Year Two	Initial Contract Period Year Three	Initial Contract Period Year Four	Initial Contract Period Year Five
Level 1 – Standard Technician	\$90.00	\$90.00	\$90.00	\$90.00	\$90.00
Level 2 – Pro. Services Engineer	\$165.50	\$165.50	\$165.50	\$165.50	\$165.50
Level 3 – Pro. Services Custom Developer/Sr. Engineer	\$195.00	\$195.00	\$195.00	\$195.00	\$195.00

Description by Job Title	Optional Renewal Period One – Year One	Optional Renewal Period One – Year Two	Optional Renewal Period Two – Year One	Optional Renewal Period Two – Year Two	Optional Renewal Period Three – Year One	Optional Renewal Period Three – Year Two
Level 1 – Standard Technician	\$90.00	\$90.00	\$90.00	\$90.00	\$90.00	\$90.00
Level 2 – Pro. Services Engineer	\$165.50	\$165.50	\$165.50	\$165.50	\$165.50	\$165.50
Level 3 – Pro. Services Custom Developer/Sr. Engineer	\$195.00	\$195.00	\$195.00	\$195.00	\$195.00	\$195.00

Description by Job Title	Optional Renewal Period Four – Year One	Optional Renewal Period Four – Year Two	Optional Renewal Period Five – Year One	Optional Renewal Period Five – Year Two
Level 1 – Standard Technician	\$90.00	\$90.00	\$90.00	\$90.00
Level 2 – Pro. Services Engineer	\$165.50	\$165.50	\$165.50	\$165.50
Level 3 – Pro. Services Custom Developer/Sr. Engineer	\$195.00	\$195.00	\$195.00	\$195.00

Option B – Carrier Hosted

C1 Response:

Not applicable.

Option C – Alternate Solution

C1 Response:

Not applicable.