



| Vendor Name                        | Custom Wirth                        | All-Tronics                             | Gibson Teldata, INC                         | Telnet World Wide                   | Metronet Business                         | Spectrum                                     | Spectrum (2nd)                      | BSB Communications  |
|------------------------------------|-------------------------------------|---|---|-------------------------------------|---|--|-------------------------------------|---|
| Location                           | Allegan, MI<br>269-350-8133         | Battle Creek, MI<br>248-519-2220        | Indianapolis, IN<br>317-802-2524            | Southfield, MI<br>616-259-1598      | Evansville, IN<br>517-777-0211            | Traverse City, MI<br>414-277-4264            | Traverse City, MI<br>231-932-8173   | Sterling Heights, MI<br>989-750-5946  |
| Other Information                  | Paul Wirth<br>paul@customwirth.com  | Matthew Coski<br>mososki@alltronics.com | Bill Daugherty<br>bdaugherty@teldata.com    | Jeff Porter<br>jporter@telnetww.com | Chris DeVine<br>chris.devine@metronet.com | Paul Molichany<br>paul.molichany@charter.com | Angelica Lopez-Hoag                 | Brent Ouderkerk<br>brent.ouderkerk@bobsb.com                                      |
| Contact Name                       |                                     |   |   |                                     |   |  |                                     |   |
| Contact E Mail                     |                                     |   |   |                                     |   |  |                                     |   |
| Legal Forms                        | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/>     | <input checked="" type="checkbox"/>         | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/>       | <input checked="" type="checkbox"/>          | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/>   |
| Familial                           | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/>     | <input checked="" type="checkbox"/>         | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/>       | <input checked="" type="checkbox"/>          | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/>   |
| Iran Econ Act                      | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/>     | <input checked="" type="checkbox"/>         | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/>       | <input checked="" type="checkbox"/>          | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/>   |
| Legal Status Form                  | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/>     | <input checked="" type="checkbox"/>         | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/>       | <input checked="" type="checkbox"/>          | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/>   |
| <b>2.1 On-Premise Phone System</b> |                                     |   |   |                                     |   |  |                                     |   |
| Per Year Pricing per Extension     | \$70.00                             | \$70.00                                 | \$7,495.00                                  | \$102.00                            | \$102.00                                  | \$156.00                                     | \$156.00                            | \$58.87   |
| Total Cost for 1200 ext            | \$25,200.00                         | \$25,200.00                             | \$22,485.00                                 | \$122,400.00                        | \$122,400.00                              | \$23,880.00                                  | \$23,880.00                         | \$70,643.52   |
| Installation Fee's per ext         | \$27.00                             | \$27.00                                 | \$107.74                                    | -                                   | -   | \$0.00                                       | \$0.00                              | \$63.21   |
| Total one time installation fees   | \$32,405.47                         | \$32,405.47                             | \$129,281.00                                | -                                   | -   | \$0.00                                       | \$0.00                              | \$75,850.00   |
| <b>2.1 Features</b>                |                                     |   |   |                                     |   |  |                                     |   |
| ACD Call Queues per Agent          | \$246.02                            | \$246.02                                | -   | \$0.00                              | \$0.00                                    | -  | -                                   | 23.85 per month per agent   |
| ACD Call Queues per group          | -                                   | -                                       | -   | \$0.00                              | \$0.00                                    | -  | -                                   | -   |
| Hint Group                         | -                                   | -                                       | -   | \$0.00                              | \$0.00                                    | -  | -                                   | -   |
| Auto Attendant                     | n/a                                 | n/a                                     | -   | 30.00/Month                         | 30.00/Month                               | -  | -                                   | -   |
| Call Conferencing Rooms            | 5.50 per user                       | 5.50 per user                           | \$10/Month per phone                        | 5.00/Month                          | 5.00/Month                                | -  | -                                   | -   |
| eFax per extension                 | 26.12 per user                      | 26.12 per user                          | -   | 4.00/Month                          | 4.00/Month                                | -  | -                                   | -   |
| Mobile/HTML5 App per ext           | -                                   | -                                       | -   | -                                   | -   | -  | -                                   | -   |
| Other:                             |                                     |   |   |                                     |   |  |                                     | Mass Notifications \$2592.00  |
| Other:                             |                                     |   |   |                                     |   |  |                                     | Mitel 6915 ip Phones<br>\$145,200.00 Installation<br>\$20,000                     |
| Other:                             |                                     |   |   |                                     |   |  |                                     | Mitel 69520W IP Phones<br>\$168000.00 Installation<br>\$20,000                    |
|                                    |                                     |   |   |                                     |   |  |                                     | Data Center Site Survivable<br>Node Options \$3,233.46<br>\$1,000.00 Installation |
|                                    |                                     |   |   |                                     |   |  |                                     | School Building Survivable<br>Node Options \$855.18<br>Installation \$600.00      |
| <b>2.2 SIP Trunking Service</b>    |                                     |   |   |                                     |   |  |                                     |   |
| Annual price per unit- SIP Trunk   | \$1,620.00                          | n/a - variable number of trunks         | \$0.00                                      | \$90.00                             | \$119.40                                  | \$156.00                                     | \$156.00                            | \$400 month min spend usage<br>at .005 per minute for inbound<br>and outbound     |
| Number of Recommended Trunks       | 19                                  | 48-60                                   | 70-100                                      | 300                                 | 200 x (\$9.95/Month Each)                 | 40   | 40                                  | unlimited   |
| Total Annual Price                 | \$30,780.00                         | \$13,868.00                             | \$0.00                                      | \$27,000.00                         | \$23,880.00                               | \$6,240.00                                   | \$6,240.00                          | \$4,800 (min spend) usage   |
| One time costs to Migrate a DID    | \$4.00                              | -                                       | \$0.00                                      | \$0.00                              | \$0.00                                    | -  | -                                   | -   |
| Total One time costs to Migrate 2K | \$1,000.00                          | -                                       | \$0.00                                      | \$0.00                              | \$0.00                                    | -  | -                                   | 500.00 one time   |
| Annual Cost to per DID             | \$24.00                             | \$0.40                                  | 40/month x 12 = \$4.80/Year                 | \$3.00                              | \$2.40                                    | 300.00 per block of 1k                       | 300.00 per block of 1k              | \$2.40  |
| Total Annual Cost for 2K DID'S     | \$48,000.00                         | \$9,600.00                              | 9600.00/7year                               | \$6,000.00                          | \$4,800.00                                | \$600.00                                     | \$600.00                            | \$4,800.00  |
| <b>2.2 Features</b>                |                                     |   |   |                                     |   |  |                                     |   |
| Local Calling                      | included                            | included                                | 005/minute inbound<br>0083/minute outbound  | \$0.00                              | \$0.00                                    | included                                     | included                            | .005 per minute   |
| Long Distance Calling              | included                            | included                                | 005/minute inbound<br>0083/minute outbound  | 0.19/Min                            | \$0.00                                    | -  | -                                   | .005 per minute   |
| International Calling              | Varies                              | variable pr minute charge               | cost varied by country                      | Depending on Country                | Metro Net Rates                           | -  | -                                   | Based on supplied rate deck<br>10,000 (\$249 month)/20,000<br>(\$450 month)       |
| SMS/MMS Sent                       | \$0.03                              | coming feature                          | SMS 004/message<br>MMS 0095/message         | n/a                                 | -   | -  | -                                   | -   |
| SMS/MMS Received                   | \$0.03                              | coming feature                          | SMS 004/message<br>MMS 0095/message         | n/a                                 | -   | -  | -                                   | -   |
| eFax Service                       | 29.99 per number/unlimited          | see eFax proposa                        | InstaFax @ \$30.50/Fax machine per<br>month | 7.95 per fax number                 | 5.00/Month                                | -  | -                                   | -   |

Signature:  Date: 4/22/24  
 Signature:  Date: 4/22/24