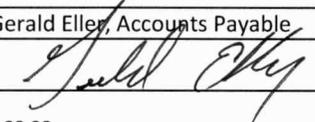


**BID TABULATION**  
**RFP 2023-108 Citywide VoIP Phone System**

COMPANY	CONTACT NAME	City, State	BID
865 Tech	John Malone	Knoxville, TN	One time installation: \$14,056.43, monthly: \$2,800.11
Charter Spectrum Communications	John Price	St. Louis, MO	Option 1: monthly: 1,630.50, annual: \$19,566. Option 2: monthly: \$1,146 for first 36 months, reduced to \$1,630.50/mo for the remainder of term. Annual: \$25,752/yr for first 36 mo, reduced to 19,566/yr for remainder of term.
Clarity Communications	Bruce Keeger	Ledgewood, NJ	Initial system cost: \$49,430.68, yearly license renewal: \$4,990/yr, monthly SIP trunk cost: \$1,670.49/mo, monthly service: \$900/mo, monthly cloud hosting: \$725/mo
Communication Square LLC	Aaminah Hussain	Stuart, FL	Monthly: \$3,022.50, Annual: \$19,047.33 One time cost hardware (optional): \$47,325
Converged Networks	Michael Hauer	Charleston, SC	One time cost: \$22,701.40, monthly: \$966.21
Fortran Communications, Inc.	Mary Ackerman	Columbia, SC	One time cost: \$21,888.54, Monthly: \$3,524.63, annual: \$43,195.56
Granite Communications	Rina Hollinger	Quincy, MA	Monthly: \$7,664.02, Annual: \$91,968.24
Hargray	Casey Newsome	Beaufort, SC	Monthly: \$3,063.88, Annual: \$36,766.56
Interdev	Jeff Nevins	Roswell, GA	One-time cost: \$19,777.22, monthly: \$2,455.97, annual: \$29,471.64
Optivor	Kathy Oswald	Orlando, FL	One-time charges: \$10,875.68, Monthly: \$3,053.33, Travel, Installation, and Training: \$43,924
Segra	Walt Lindsey	Charlotte, NC	Monthly: \$1,887.46, Annual: \$22,649.52
True IP Solutions	Sally Clark	Hampstead, NC	Monthly: \$960, Annual: \$11,520
UStronics	Hushang Hashimi	Sterling, VA	One time cost for services: \$55,743, monthly: \$2,428.89
Verizon	Lindsay Sproul	Annapolis Junction, MD	One-time equipment cost: \$5,875, monthly: \$3,824.90, annual: \$45,898.80
Vertical Communications	Neil Sabot	Roswell, GA	One-time cost: \$31,883, monthly: \$2,169.89, first year annual cost: \$57,921.68, second and subsequent yearly cost: \$26,038.68
Vonage	Chris Parker	Atlanta, GA	One time set up price: \$5,425, monthly: \$2,468.89

**NAMES OF CITY REPRESENTATIVES WITNESS TO OPENING THE BIDS:**

<b>NAME</b>	Kay McIntyre, Procurement Agent	<b>NAME</b>	Gerald Eller, Accounts Payable
<b>SIGNATURE</b>		<b>SIGNATURE</b>	
<b>DATE</b>	6.23.23	<b>DATE</b>	6.23.23