

Valhalla Corporation
 Phone: 802-748-3418
 Fax: 802-748-5721
 177 Western Avenue, Suite 2
 St. Johnsbury, VT 05819
 GST ID:



Invoice

Number: **28934**
 Date: **11/18/2021**
 Source: **SO No. 44209**

Bill-To
Attn: DENISE BROADWAY
OKALOOSA COUNTY BOARD OF COMM
302 N.WILSON ST.
SUITE 302
CRESTVIEW, FL 32536 U.S.A.

Ship-To
 Attn: Jarad Chumbley
 Okaloosa County Water & Sewer
 1804 Lewis Turner Blvd
 Suite 300
 Fort Walton Beach, FL 32547

Acct. No.	A/R Cust. No.	Customer PO	Reference	Sales Rep	Ship Via	Terms
11727	OKALOOSA COUNTY BOARD OF COMM			Tim E. Lavin		Due Upon Receipt

Qty	Item Description	UNIT	Price	Total
1451305332	Integrated DECT Headset	EA	\$230.00	\$3,220.00 *
1.00 Ship	Shipping Cost	EA	\$28.69	\$28.69 *
			Item Total:	\$3,248.69
			Total Amount Due:	\$3,248.69

CONTRACT: C20-2971-IT
 VAHALLA CORP, PARTNER OF MITEL
 BUSINESS SYSTEMS, INC.
 UNIFIED COMMUNICATIONS, CONTACT CENTER
 & RELATED SERVICES AND EQUIPMENT
 EXPIRES: 04/11/2023

Due upon receipt



Powering connections

**MiVoice Business
Phone Quote For:
Okaloosa County
Water & Sewer**



11/9/2021

Prepared By:

Tim Lavin
Valhalla Corp
727-744-4184

tlavin@valhalla-inc.com

Okaloosa County Water & Sewer

<u>Description</u>	<u>Part No.</u>	<u>Qty.</u>	<u>List Price</u>	<u>% Cust Disc.</u>	<u>Price</u>	<u>Ext. Price</u>
DECT Headset	51305332	14	\$366.68	40%	\$230.00	\$3,220.00
Subtotal						\$3,220.00
Grand Total *shipping & tax not included						\$3,220.00

Signature of Authorized Representative

Date

Print Name of Signatory & Title

Unified Communications as a Service (UCaaS) (MiCloud Connect and MiCloud Flex)			
Current		Proposed	
Discount Category		Discount Category	
Service	12.0%	Service	20.0%

- 9) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list.

As Sourcewell's exclusive telecommunications vendor for more than nine (9) years, Mitel has worked diligently to structure a discount model that represents the best value for Sourcewell members including taking into consideration total cost of acquisition and ownership, pricing clarity, and minimizing exceptions, exclusions, or limitations of liabilities.

The matrix below summarizes Mitel's proposed discount schedule per platform applicable to our published list in this response.

Solution/Service	Proposed Discount
Unified Communications (UC)	40%
Unified Communications as a Service (UCaaS)	20%
Services	15%
ND, MPP	0%

Third party components will be quoted based on a mutually agreed discount.

- 10) The pricing offered in this proposal is

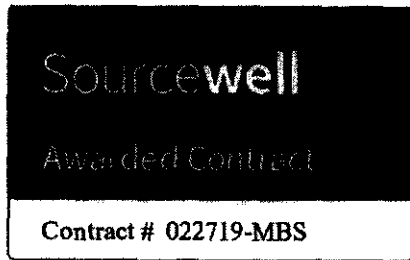
- a. the same as the Proposer typically offers to an individual municipality, university, or school district.
- b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- d. other than what the Proposer typically offers (please describe).

- 11) Describe any quantity or volume discounts or rebate programs that you offer.

Mitel proposes to extend additional discounts under defined marketing programs and published promotions. Mitel proposes an additional 2% volume discount for opportunities of \$500K USD and above as negotiated for the benefit of the Sourcewell member for Mitel hardware and software.

- 12) Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.

Mitel has access to and can supply a broad range of peripheral products that compliment and may be required to complete a turnkey installation. These Open Source items are provided by Mitel, our authorized selling agents, and distribution partners as required on a mutually acceptable basis to the Sourcewell member. These products and services are commonly ancillary elements to the turnkey solution but may, in some cases, be required to compliment or augment a member's existing installation. Offer and



Mitel Business Systems, Inc. Contract #022719-MBS

Category Discounts taken from Mitel List Price:

★ Unified Communications (UC) - 40% Discount

Unified Communications as a Service (UCaaS) - 20% Discount

Unified Communications as a Service (UCaaS):

Partner Built/Partner Delivered, Powered by Mitel - 20% Discount

Services - 15% Discount

(Excluding P/N's 53002196 & 53002197 which are Non-Discountable)

ND, MPP - 0% Discount (Non-Discountable)

Please Note: Based on product ordered, a Mitel configuration may contain elements from more than one of the Discount Categories that have been presented above

Valhalla Corporation
 Phone: 802-748-3418
 Fax: 802-748-5721
 177 Western Avenue, Suite 2
 St. Johnsbury, VT 05819
 GST ID:



Invoice

Number: **29186**
 Date: 12/1/2021
 Source: SO No. 43910

Bill-To
 Attn: DENISE BROADWAY
 OKALOOSA COUNTY BOARD OF COMM
 302 N.WILSON ST.
 SUITE 302
 CRESTVIEW, FL 32536 U.S.A.

Ship-To
 Attn: Jarad Chumbley
 Okaloosa County Water & Sewer
 1804 Lewis Turner Blvd
 Suite 300
 Fort Walton Beach, FL 32547

Acct. No.	A/R Cust. No.	Customer PO	Reference	Sales Rep.	Ship Via	Terms
11727	OKALOOSA COUNTY BOARD OF COMM			Tim E. Lavin		Due Upon Receipt

Qty	Part No.	Description	Unit	Unit Price	Total
	750006770	6940 IP Phone	EA	\$355.00	\$2,485.00 ^T
<i>7 Serial Numbers have been assigned</i>					
	2WJWN2124C0609N	2WJWN2124C0609Y	2WJWN2124C060A0	2WJWN2124C060AE	
	2WJWN2124C060BJ	2WJWN2124C060C8	2WJWN2124C060CE		
	451305332	Integrated DECT Headset	EA	\$220.00	\$880.00 ^T
	1.00 Ship	Shipping Cost	EA	\$38.25	\$38.25 ^T
				Item Total:	\$3,403.25
				Total Amount Due:	\$3,403.25

Due upon receipt

(* denotes repair item)
 invoice.rpt



Powering connections

MiVoice Business
Phone Quote For:
Okaloosa County
Water & Sewer



9/8/2021

Prepared By:

Tim Lavin
Valhalla Corp
727-744-4184

tlavin@valhalla-inc.com

Workplace without borders

Valhalla

Page 1 of 2

Okaloosa County Water & Sewer

<u>Description</u>	<u>Part No.</u>	<u>Qty.</u>	<u>List Price</u>	<u>% Cust Disc.</u>	<u>Price</u>	<u>Ext. Price</u>
6940 IP Phone	50006770	7	\$591.68	40%	\$355.00	\$2,485.00
DECT Headset	51305332	4	\$366.68	40%	\$220.00	\$880.00
Subtotal						\$3,365.00
Grand Total						\$3,365.00
*shipping & tax not included						

Signature of Authorized Representative_____
Date_____
Print Name of Signatory & Title

Unified Communications as a Service (UCaaS) (MiCloud Console and MiCloud Flex)			
Current		Proposed	
Discount Category		Discount Category	
Service	12.0%	Service	20.0%

- 9) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list.

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The matrix below summarizes Mitel's proposed discount schedule per platform applicable to our published list in this response.

Solution/Service	Proposed Discount
Unified Communications (UC)	40% X
Unified Communications as a Service (UCaaS)	20%
Services	15%
ND, MPP	0%

Third party components will be quoted based on a mutually agreed discount.

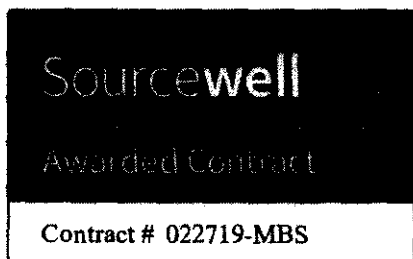
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Mitel Business Systems, Inc. Contract #022719-MBS

Category Discounts taken from Mitel List Price:

✶ Unified Communications (UC) - 40% Discount

Unified Communications as a Service (UCaaS) - 20% Discount

Unified Communications as a Service (UCaaS):

Partner Built/Partner Delivered, Powered by Mitel - 20% Discount

Services - 15% Discount

(Excluding P/N's 53002196 & 53002197 which are Non-Discountable)

ND, MPP - 0% Discount (Non-Discountable)

Please Note: Based on product ordered, a Mitel configuration may contain elements from more than one of the Discount Categories that have been presented above

Valhalla Corporation
 Phone: 802-748-3418
 Fax: 802-748-5721
 177 Western Avenue, Suite 2
 St. Johnsbury, VT 05819
 GST ID:



Invoice

Number: **28933**

Date: **11/18/2021**

Source: SO No. 44118

Bill-To
 Attn: DENISE BROADWAY
 OKALOOSA COUNTY BOARD OF COMM
 302 N.WILSON ST.
 SUITE 302
 CRESTVIEW, FL 32536 U.S.A.

Ship-To
 Attn: Jarad Chumbley
 Okaloosa County Water & Sewer
 1804 Lewis Turner Blvd
 Suite 300
 Fort Walton Beach, FL 32547

Acct. No.	A/R Cust. No.	Customer PO	Reference	Sales Rep	Ship Via	Terms
11727	OKALOOSA COUNTY BOARD OF COMM			Ralph Kindred		Due Upon Receipt

Water & Sewer

Qty	Description	Unit	Price	Total
9 50006770	6940 IP Phone	EA	\$355.00	\$3,195.00 ^T
<i>9 Serial Numbers have been assigned</i>				
2WJWN2142C090J7	2WJWN2142C090LE	2WJWN2142C090LF	2WJWN2142C090LG	
2WJWN2142C090LJ	2WJWN2142C090LK	2WJWN2142C090LP	2WJWN2142C090LV	
2WJWN2142C090M6				
1.00 Ship	Shipping Cost	EA	\$32.59	\$32.59 ^T
			Item Total:	\$3,227.59
			Total Amount Due:	\$3,227.59

Due upon receipt

(* denotes repair item)



Powering connections

MiVoice Business

Phone Quote For:

Okaloosa County

Water & Sewer



11/8/2021

Prepared By:

Tim Lavin
Valhalla Corp
727-744-4184

tlavin@valhalla-inc.com

Okaloosa County Water & Sewer

<u>Description</u>	<u>Part No.</u>	<u>Qty.</u>	<u>List Price</u>	<u>% Cust Disc.</u>	<u>Price</u>	<u>Ext. Price</u>
6940 IP Phone	50006770	9	\$591.68	40%	\$355.00	\$3,195.00
Subtotal						\$3,195.00
Grand Total						\$3,195.00
*shipping & tax not included						

Signature of Authorized Representative

Date

Print Name of Signatory & Title

Unified Communications as a Service (UCaaS)		Proposed	
Current		Discount	
Discount Category		Discount Category	
Service	12.0%	Service	20.0%

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Mitel Business Systems, Inc. Contract #022719-MBS

Category Discounts taken from Mitel List Price:

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Unified Communications as a Service (UCaaS) - 20% Discount

Unified Communications as a Service (UCaaS):

Partner Built/Partner Delivered, Powered by Mitel - 20% Discount

Services - 15% Discount

(Excluding P/N's 53002196 & 53002197 which are Non-Discountable)

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