

PURCHASING AUTHORITY NUMBER	REGISTRATION NUMBER
	AGREEMENT NUMBER <b>4145-6</b>

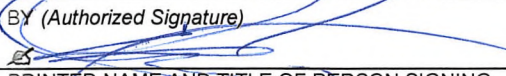
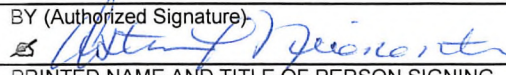
- This Agreement is entered into between the State Agency and the Contractor named below  
STATE AGENCY'S NAME  
 California Governor's Office of Emergency Services  
CONTRACTOR'S NAME  
 Pacific Bell Telephone Company dba AT&T California, AT&T Wholesale, AT&T DataComm
- The term of this Agreement is: April 10, 2017, or upon California Department of Technology approval, whichever is the later, through April 9, 2020
- The maximum amount of this Agreement is:** \$0.00  
Zero Dollars and Zero Cents
- The parties agree to comply with the terms and conditions of the following attachments which are by this reference made a part of the Agreement:

Appendix A – Statement of Work	49 pages
Attachment 1.0 – Contractor's Monthly Activity Report	1 page
Attachment 2.0 – Contractor's Monthly Service Level Agreement Compliance Report Turn-Key 9-1-1 CPE System	1 page
Attachment 2.1 – Contractor's Monthly Service Level Agreement Compliance Report 9-1-1 CPE Host-Remote System	1 page
Attachment 3.0 – Contractor's Sample Statement of Work Turn-Key 9-1-1 CPE System Format	3 pages
Attachment 3.1 – Contractor's Sample Statement of Work 9-1-1 CPE Host-Remote System Format	3 pages
Attachment 4.0 – Turn-Key 9-1-1 CPE System Acceptance and Authorization Checklist	5 pages
Attachment 4.1 – 9-1-1 CPE Host-Remote System Acceptance and Authorization Checklist	5 pages
Attachment 5.0 – Required Call Detail Record (CDR) Elements	14 pages
Attachment 6.0 – Call Data Record Format	10 pages
Appendix B – Budget Detail, Invoicing and Payment Provisions	2 pages
Exhibit 16 – Cost Workbook	12 pages
(*) IFB 8500-2016 in its entirety	140 pages
(*) Contractor's Final Response to IFB 8500-2016 in its entirety	222 pages
(*) Appendix C – General Provisions – Information Technology (GSPD – 401IT-09/05/2014)	12 pages

**FULLY EXECUTED**

Items shown with an Asterisk (\*), are hereby incorporated by reference and made part of this agreement as if attached hereto.

**IN WITNESS WHEREOF, this Agreement has been executed by the parties hereto.**

CONTRACTOR		Statewide Technology Procurement Division Use Only
CONTRACTOR'S NAME (If other than an individual, state whether a corporation, partnership, etc.) Pacific Bell Telephone Company dba AT&T California, AT&T Wholesale, AT&T DataComm		<p>Approved By JFors 6 Jun 2017</p>
BY (Authorized Signature) 	DATE SIGNED 5.18.17	
PRINTED NAME AND TITLE OF PERSON SIGNING Christopher Roy, VP Business Solutions – Global Business		
ADDRESS 208 S. Akard Street, Room 830 Dallas, TX 75202		
STATE OF CALIFORNIA		
AGENCY NAME California Governor's Office of Emergency Services		
BY (Authorized Signature) 	DATE SIGNED 06/01/17	
PRINTED NAME AND TITLE OF PERSON SIGNING Sara Stillwell, Assistant Director, Administrative Services Section		
ADDRESS 3650 Schriever Avenue Mather, CA 95655		
		<input type="checkbox"/> Exempt per

**AGREEMENT SUMMARY**

STD 215 (Rev. 04/2017)

<input checked="" type="checkbox"/> CHECK HERE IF ADDITIONAL PAGES ARE ATTACHED		AGREEMENT NUMBER <b>4145-6</b>	AMENDMENT NUMBER
1. CONTRACTOR'S NAME Pacific Bell Telephone Company dba AT&T California, AT&T Wholesale, AT&T DataComm		2. FEDERAL I.D. NUMBER 94-0745535	
3. AGENCY TRANSMITTING AGREEMENT California Governor's Office of Emergency Services	4. DIVISION, BUREAU, OR OTHER UNIT 9-1-1 Emergency Communications	5. AGENCY BILLING CODE 009198	
6a. CONTRACT ANALYST NAME Phuong Vu	6b. EMAIL phuong.vu@caloes.ca.gov	6c. PHONE NUMBER (916) 845-8190	
7. HAS YOUR AGENCY CONTRACTED FOR THESE SERVICES BEFORE? <input checked="" type="checkbox"/> No <input type="checkbox"/> Yes (If Yes, enter prior Contractor Name and Agreement Number)			
PRIOR CONTRACTOR NAME		PRIOR AGREEMENT NUMBER	

8. BRIEF DESCRIPTION OF SERVICES  
Agreement establishes fixed costs for 9-1-1 Customer Premise Equipment (CPE) systems and services.

9. AGREEMENT OUTLINE (Include reason for Agreement: Identify specific problem, administrative requirement, program need or other circumstances making the Agreement necessary; include special or unusual terms and conditions.)

Pacific Bell Telephone Company will provide Cal OES with call handling Customer Premise Equipment (CPE) necessary for the California Public Safety Awareness Points (PSAPs) to answer 9-1-1 calls. The agreement establishes fixed costs for various types of equipment relating to 9-1-1 systems and services.

**FULLY EXECUTED**

10. PAYMENT TERMS (More than one may apply)

- Monthly Flat Rate                       Quarterly                       One-Time Payment                       Progress Payment  
 Itemized Invoice                       Withhold \_\_\_\_\_ %                       Advanced Payment Not To Exceed  
 Reimbursement / Revenue                      \$ \_\_\_\_\_ or \_\_\_\_\_ %  
 Other (Explain) \_\_\_\_\_

11. PROJECTED EXPENDITURES

FUND TITLE	ITEM	FISCAL YEAR	CHAPTER	STATUTE	PROJECTED EXPENDITURES
SETNA	0690-101-0022	16/17	23	2016	\$ 0
SETNA	0690-101-0022	17/18	TBA	TBA	\$ 0
SETNA	0690-101-0022	18/19	TBA	TBA	\$ 0
SETNA	0690-101-0022	19/20	TBA	TBA	\$ 0
					\$

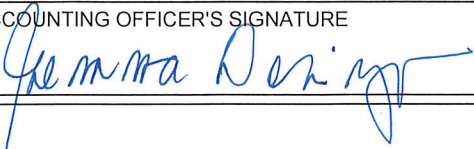
OBJECT CODE 702-04	AGREEMENT TOTAL \$	0
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OPTIONAL USE 17000/7350	AMOUNT ENCUMBERED BY THIS DOCUMENT	\$ 0.00
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I certify upon my own personal knowledge that the budgeted funds for the current budget year are available for the period and purpose of the expenditure stated above.

PRIOR AMOUNT ENCUMBERED FOR THIS AGREEMENT	\$ 0.00
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TOTAL AMOUNT ENCUMBERED TO DATE	\$ 0.00
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ACCOUNTING OFFICER'S SIGNATURE 	ACCOUNTING OFFICER'S NAME (Print or Type)	DATE SIGNED 5/24/17
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**AGREEMENT SUMMARY**

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12. AGREEMENT	TERM		TOTAL COST OF THIS TRANSACTION	BID, SOLE SOURCE, EXEMPT
	FROM	THROUGH		
Original	04/10/2017	04/09/2020	\$ 0	BID
Amendment No. 1			\$	
Amendment No. 2			\$	
Amendment No. 3			\$	
<b>TOTAL</b>			<b>\$ 0</b>	

## 13. BIDDING METHOD USED

- Request for Proposal (RFP) (Attach justification if secondary method is used)
  Use of Master Service Agreement  
 Invitation for Bid (IFB)
  Exempt from Bidding (Give authority for exempt status)
  Sole Source Contract (Attach STD. 821)  
 Other (Explain)

Note: Proof of advertisement in the State Contracts Register or an approved form STD. 821, Contract Advertising Exemption Request, must be attached

## 14. SUMMARY OF BIDS (List of bidders, bid amount and small business status) (If an amendment, sole source, or exempt, leave blank)

Airbus: \$0.00, Carousel: \$0.00, Frontier Communications of America: \$0.00, AT&T: \$0.00, AT&T: \$0.00, Zetron: \$0.00, Frontier (Airbus) \$0.00, InterTalk: \$0.00, Solocom: \$0.00

## 15. IF AWARD OF AGREEMENT IS TO OTHER THAN THE LOWER BIDDER, EXPLAIN REASON(S) (If an amendment, sole source, or exempt, leave blank)

All bidders were awarded an agreement for zero dollars as agreement establishes fixed costs for goods and services.

## 16. WHAT IS THE BASIS FOR DETERMINING THAT THE PRICE OR RATE IS REASONABLE?


California Department of Technology (CDT) conducted in-depth evaluations to ensure the CPE quoted rates are reasonable.

## 17a. JUSTIFICATION FOR CONTRACTING OUT (Check one)

- Contracting out is based on cost savings per Government Code 19130(a). The State Personnel Board has been so notified.
  Contracting out is justified based on Government Code 19130(b). When this box is checked, a completed JUSTIFICATION - CALIFORNIA CODE OF REGULATIONS, TITLE 2, SECTION 547.60 must be attached to this document.

## 17b. EMPLOYEE BARGAINING UNIT NOTIFICATION

- By checking this box, I hereby certify compliance with Government Code section 19132(b)(1).

AUTHORIZED SIGNATURE	SIGNER'S NAME (Print or Type)	DATE SIGNED
	Phuong Vu	May 23, 2017

18. FOR AGREEMENTS IN EXCESS OF \$5,000: Has the letting of the agreement been reported to the Department of Fair Employment and Housing?  No  Yes  N/A
19. HAVE CONFLICT OF INTEREST ISSUES BEEN IDENTIFIED AND RESOLVED AS REQUIRED BY THE STATE CONTRACT MANUAL SECTION 7.10?  No  Yes  N/A
20. FOR CONSULTING AGREEMENTS: Did you review any contractor evaluations on file with the DGS Legal Office?  None on file  No  Yes  N/A
21. IS A SIGNED COPY OF THE FOLLOWING ON FILE AT YOUR AGENCY FOR THIS CONTRACTOR?  
 A. Contractor Certification Clauses  No  Yes  N/A  
 B. STD 204 Vendor Data Record  No  Yes  N/A
22. REQUIRED RESOLUTIONS ARE ATTACHED  No  Yes  N/A
24. IS THIS A SMALL BUSINESS AND/OR A DISABLED VETERAN BUSINESS CERTIFIED BY DGS?  No  Yes  
 SB/DVBE Certification Number: \_\_\_\_\_
23. ARE DISABLED VETERANS BUSINESS ENTERPRISE GOALS REQUIRED? (If an amendment, explain changes if any)  No (Explain below)  Yes \_\_\_\_\_ % of Agreement  
 A formal IFB was conducted by CDT for these services due to the technical nature of the services required. CDT waived the DVBE participation requirement for this solicitation.
25. IS THIS AGREEMENT (WITH AMENDMENTS) FOR A PERIOD OF TIME LONGER THAN THREE YEARS?  No  Yes (If Yes, provide justification below)  
 Due to the technical nature of this Agreement, CDT conducted the IFB and will be overseeing the Agreement itself. CDT authorized the multiple year (3 year) term.

I certify that all copies of the referenced Agreement will conform to the original agreement sent to the Department of General Services.

SIGNATURE	NAME/TITLE (Print or Type)	DATE SIGNED

**AGREEMENT SUMMARY**

STD 215 (Rev. 04/2017)

**JUSTIFICATION - CALIFORNIA CODE OF REGULATIONS, TITLE 2, SECTION 547.60**

In the space provided below, the undersigned authorized state representative documents, with specificity and detailed factual information, the reasons why the contract satisfies one or more of the conditions set forth in Government Code section 19130(b). Please specify the applicable subsection. Attach extra pages if necessary.

Services are of a highly specialized and technical nature that the necessary expert knowledge experience and ability are not available within the civil service system.

*The undersigned represents that, based upon his or her personal knowledge, information or belief the above justification correctly reflects the reasons why the contract satisfies Government Code section 19130(b).*

SIGNATURE 	NAME/TITLE(Print or Type) Phuong Vu/ Contract Analyst	DATE SIGNED May 23, 2017	
PHONE NUMBER 916-845-8190	STREET ADDRESS 3650 Schriever Avenue		
EMAIL Phuong.Vu@caloes.ca.gov	CITY Mather	STATE CA	ZIP 95655

**EXHIBIT 16 - #1**

**9-1-1 CPE BASIC TURN-KEY STAND-ALONE SYSTEM COST WORKSHEET**

<b>Instructions: Bidder must follow 1 through 7 when filling out this Cost Worksheet.</b>
1) Bidder shall insert their Company name into the "Bidder's Name" field and Model name for the proposed system into the "Manufacturer/Model" field.
2) For all Line Items, the Bidder shall provide pricing for one unit of measure for evaluation.
3) The elements included in the Basic CPE Turn-key Configurations are detailed within the IFB Section 6.5. Bidder shall insert the price for the 9-1-1 CPE Basic Turn-key System Configuration based on the defined number of positions per each Line Item #. For configurations over 20 positions during initial installation or adding additional positions after installation, with all the same requirements as above.
4) The Equipment Unit Price shall include all equipment consisting of, but not limited to, preconfigured hardware, software, ancillary materials, and one year warranty.
5) The Implentation Unit Price shall include the cost of staging, installation, wiring, testing and training.
6) Bidders are to provide a Monthly Maintenance rate for years 2 through 5 for each Line Item #. The Monthly Maintenance begins, following acceptance of the implementation and after the one year warranty is complete. Monthly Maintenance shall include any updates (hot fix/patches) to hardware and software, and local PSAP site service required to keep the Line Item # fully operational which may include parts as needed to replace obsolete technology.
7) Bidder shall provide Additional Monthly Maintenance rate for Years 6 and 7, if needed by the PSAP or State.

Bidder's Name: Pacific Bell Telephone Company dba AT&T California, AT&T Wholesale, AT&T Datacom

Manufacturer/Model: West Safety Services / VIPER System

(a.)	(b.)	(c.)	(d.)	(e.)	(f.)	(g.)	(h.)	(i.)	(j.)
Line Item #	Turn-key System with defined Number of Intelligent Workstations (Positions)	Unit of Measure Each	Basic Turn-key System Equipment Unit Price	Implementation Unit Price	Monthly Maint. Rate Years 2-5	TOTAL 5 Year Turn-key System c*[d+e+(f*48)]	Monthly Maint. Rate Year 6	Monthly Maint. Rate Year 7	TOTAL Year 6 & 7 Maintenance (h*12)+(i*12)
1	Turn-key System - 2 Positons	1	\$136,390.83	\$49,589.92	\$380.01	\$204,221.41	\$402.66	\$402.66	\$9,663.75
2	Turn-key System - 3 Positions	1	\$159,908.59	\$53,240.66	\$521.10	\$238,162.23	\$554.55	\$554.55	\$13,309.21

3	Turn-key System - 4 Positions	1	\$177,576.77	\$57,258.02	\$659.90	\$266,509.74	\$703.80	\$703.80	\$16,891.23
4	Turn-key System - 5 Positions	1	\$202,213.42	\$60,931.09	\$796.39	\$301,371.11	\$850.41	\$850.41	\$20,409.80
5	Turn-key System - 6 Positions	1	\$220,372.42	\$62,782.30	\$930.58	\$327,822.62	\$994.37	\$994.37	\$23,864.92
6	Turn-key System - 7 Positions	1	\$243,826.77	\$69,067.44	\$1,062.48	\$363,893.08	\$1,135.69	\$1,135.69	\$27,256.59
7	Turn-key System - 8 Positions	1	\$261,313.00	\$70,450.40	\$1,192.07	\$388,982.88	\$1,274.37	\$1,274.37	\$30,584.83
8	Turn-key System - 9 Positions	1	\$284,710.83	\$75,037.65	\$1,319.37	\$423,078.24	\$1,410.40	\$1,410.40	\$33,849.61
9	Turn-key System - 10 Positions	1	\$319,561.19	\$79,392.44	\$1,450.93	\$468,598.33	\$1,550.35	\$1,550.35	\$37,208.45
10	Turn-key System - 11 Positions	1	\$344,575.83	\$83,065.37	\$1,573.63	\$503,175.49	\$1,681.10	\$1,681.10	\$40,346.35
11	Turn-key System - 12 Positions	1	\$364,013.84	\$84,488.65	\$1,694.03	\$529,816.04	\$1,809.20	\$1,809.20	\$43,420.80
12	Turn-key System - 13 Positions	1	\$387,309.45	\$90,773.79	\$1,812.14	\$565,065.71	\$1,934.66	\$1,934.66	\$46,431.80
13	Turn-key System - 14 Positions	1	\$406,696.65	\$92,665.32	\$1,927.94	\$591,903.04	\$2,057.47	\$2,057.47	\$49,379.36
14	Turn-key System - 15 Positions	1	\$427,829.77	\$98,846.43	\$2,041.44	\$624,665.50	\$2,177.64	\$2,177.64	\$52,263.47
15	Turn-key System - 16 Positions	1	\$447,805.27	\$102,904.11	\$2,152.65	\$654,036.58	\$2,295.17	\$2,295.17	\$55,084.14
16	Turn-key System - 17 Positions	1	\$472,065.08	\$107,045.44	\$2,261.56	\$687,665.28	\$2,410.06	\$2,410.06	\$57,841.36
17	Turn-key System - 18 Positions	1	\$491,452.24	\$108,936.98	\$2,375.06	\$714,392.22	\$2,530.23	\$2,530.23	\$60,725.48
18	Turn-key System - 19 Positions	1	\$512,341.48	\$115,181.79	\$2,472.48	\$746,202.13	\$2,599.08	\$2,599.08	\$62,377.97
19	Turn-key System - 20 Positions	1	\$531,703.35	\$117,073.33	\$2,582.15	\$772,719.88	\$2,747.66	\$2,747.66	\$65,943.84
20	At the time of installation, the cost of an additional IWS position per Section 6 for a Basic Turn-key system over 20 positions including all connectivity within the PSAP.	1	\$36,920.03	\$2,554.72	\$186.20	\$48,412.58	\$197.53	\$197.53	\$4,740.63
21	After installation, the cost of an additional IWS per Section 6 for a Basic Turn-key system, including all hardware, software, training, cabling, and any additional materials necessary for install.	1	\$36,994.65	\$6,285.76	\$186.20	\$52,218.24	\$197.53	\$197.53	\$4,740.63
						<b>SUBTOTAL:</b>	<b>\$9,472,912.32</b>	<b>SUBTOTAL:</b>	<b>\$756,334.21</b>

**TAB #1: GRAND TOTAL of TURN-KEY CPE WITH 5YR MAINT + 2YR MAINT: \$10,229,246.53**

**EXHIBIT 16 - #2**

**9-1-1 CPE SYSTEM ITEMIZED COST WORKSHEET**

<b>Instructions: Bidder must follow 1 through 7 when filling out this Cost Worksheet.</b>
1) Bidder shall insert their Company name into the "Bidder's Name" field.
2) For all Line Items, the Bidder shall provide pricing for one unit of measure for evaluation.
3) These itemized items may be applied for Turn-key or Host-Remote Systems. Bidders are to provide their price for the equipment with features and functionality described for each line item. The Equipment Unit Price shall include all equipment, software, and one year warranty.
4) The Equipment Unit Price shall include all equipment consisting of, but not limited to, preconfigured hardware, software, ancillary materials, and one year warranty.
5) The Implementation Unit Price shall include the cost of staging, installation, wiring, testing and training.
6) Bidders are to provide a Monthly Maintenance rate for years 2 through 5 for each Line Item #. The Monthly Maintenance begins, following acceptance of the implementation and after the one year warranty is complete. Monthly Maintenance shall include any updates (hot fix/patches) to hardware and software, and local PSAP site service required to keep the Line Item # fully operational which may include parts as needed to replace obsolete technology.
7) Bidder shall provide Additional Monthly Maintenance rate for Years 6 and 7, if needed by the PSAP or State.

Bidder's Name: Pacific Bell Telephone Company dba AT&T California, AT&T Wholesale, AT&T Datacom

(a.)	(b.)	(c.)	(d.)	(e.)	(f.)	(g.)	(h.)	(i.)	(j.)
Line Item #	Itemized Description	Unit of Measure Each	Equipment Unit Price	Implementation Unit Price	Monthly Maint. Rate Years 2 - 5	Total 5 Year Itemized $c*[d+e+(f*48)]$	Monthly Maint. Rate Year 6	Monthly Maint. Rate Year 7	TOTAL Year 6 & 7 Maintenance $(h*12)+(i*12)$
1	Laser jet printer, (LAN Network ready) capable of printing 15 pages per minute.	1	\$711.48	\$365.64	\$4.15	\$1,276.33	\$4.77	\$4.77	\$114.55
2	19" computer monitor to work with IWS.	1	\$389.10	\$124.92	\$2.27	\$622.97	\$2.61	\$2.61	\$62.65
3	22" computer monitor to work with IWS.	1	\$401.44	\$125.17	\$2.34	\$639.01	\$2.69	\$2.69	\$64.63
4	24" computer monitor to work with IWS.	1	\$457.53	\$126.29	\$2.67	\$711.92	\$3.07	\$3.07	\$73.66
5	Legacy Network Interface card with a minimum of 4 ports to accommodate Centralized Automatic Message Accounting (CAMA) or 10-Digit.	1	\$3,362.50	\$535.80	\$24.52	\$5,075.18	\$28.20	\$28.20	\$676.70

6	IP interface gateway/appliance	1	\$371.25	\$1,881.63	\$2.71	\$2,382.81	\$3.11	\$3.11	\$74.71
7	Chassis to mount interface line cards with all required interconnect cabling.	1	\$742.50	\$951.95	\$5.41	\$1,954.33	\$6.23	\$6.23	\$149.43
8	Uninterrupted Power Supply (UPS) for backroom equipment.	1	\$5,725.00	\$496.20	\$16.70	\$7,022.70	\$19.20	\$19.20	\$460.86
9	Uninterrupted Power Supply (UPS) for an IWS.	1	\$555.00	\$479.65	\$3.24	\$1,190.05	\$3.72	\$3.72	\$89.36
						<b>SUBTOTAL:</b>	<b>\$20,875.29</b>	<b>SUBTOTAL:</b>	<b>\$1,766.55</b>

<b>TAB #2: GRAND TOTAL of ITEMIZED ITEMS WITH 5YR MAINT + 2YR MAINT:</b>	<b>\$22,641.83</b>
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**EXHIBIT 16 - #3**

**9-1-1 CPE HOST-REMOTE SYSTEM COST WORKSHEET**

<b>Instructions: Bidder must follow 1 through 7 when filling out this Cost Worksheet.</b>
1) Bidder shall insert their Company name into the "Bidder's Name" field and Model name for the proposed system into the "Manufacturer/Model" field.
2) For all Line Items, the Bidder shall provide pricing for one unit of measure for evaluation.
3) The requirements for the 911 CPE Host-Remote Systems are detailed within the IFB Sections 6.6 - 6.8. Bidder shall insert the price for the individual host Line Item # and configurations with the defined number of positions per each Line Item #. For configurations over 20 positions during initial installation and adding additional positions after installation, with all the same requirements as above.
4) The Equipment Unit Price shall include all equipment consisting of, but not limited to, preconfigured hardware, software, ancillary materials, and one year warranty.
5) The Implentation Unit Price shall include the cost of staging, installation, wiring, testing and training.
6) Bidders are to provide a Monthly Maintenance rate for years 2 through 5 for each Line Item #. The Monthly Maintenance begins, following acceptance of the implementation and after the one year warranty is complete. Monthly Maintenance shall include any updates (hot fix/patches) to hardware and software, and local PSAP site service required to keep the Line Item # fully operational which may include parts as needed to replace obsolete technology.
7) Bidder shall provide Additional Monthly Maintenance rate for Years 6 and 7, if needed by the PSAP or State.

Bidder's Name: Pacific Bell Telephone Company dba AT&T California, AT&T Wholesale, AT&T Datacom \_\_\_\_\_

Manufacturer/Model: West Safety Services / VIPER System \_\_\_\_\_

(a.)	(b.)	(c.)	(d.)	(e.)	(f.)	(g.)	(h.)	(i.)	(j.)
Line Item #	Configuration Title	Unit of Measure Each	Equipment Unit Price	Implementation Unit Price	Monthly Maint. Rate Years 2-5	TOTAL Year Host-Remote System Items c*[d+e+(f*48)]	Monthly Maint. Rate Year 6	Monthly Maint. Rate Year 7	TOTAL Year 6 & 7 Maintenance (h*12)+(i*12)
1	The first Host of a Host-Remote System, including all backroom equipment as described in Sections 6.6 - 6.8	1	\$101,691.99	\$21,024.06	\$161.00	\$130,444.05	\$172.49	\$172.49	\$4,139.85

2	The second or additional Host of a Host-Remote System, including all backroom equipment as described in Section 6.6 - 6.8	1	\$83,740.98	\$20,674.37	\$154.44	\$111,828.36	\$165.93	\$165.93	\$3,982.35
3	Remote PSAP with 1 position including all connectivity within the PSAP	1	\$75,444.01	\$33,060.55	\$260.79	\$121,022.38	\$272.11	\$272.11	\$6,530.63
4	Remote PSAP with 2 positions including all connectivity within the PSAP.	1	\$122,186.37	\$47,130.05	\$353.76	\$186,297.08	\$376.41	\$376.41	\$9,033.75
5	Remote PSAP with 3 positions including all connectivity within the PSAP.	1	\$145,873.02	\$50,788.17	\$494.85	\$220,414.17	\$528.30	\$528.30	\$12,679.21
6	Remote PSAP with 4 positions including all connectivity within the PSAP.	1	\$163,933.17	\$53,619.17	\$633.65	\$247,967.30	\$677.55	\$677.55	\$16,261.23
7	Remote PSAP with 5 positions including all connectivity within the PSAP.	1	\$189,032.67	\$60,657.92	\$770.14	\$286,657.20	\$824.16	\$824.16	\$19,779.80
8	Remote PSAP with 6 positions including all connectivity within the PSAP.	1	\$207,611.83	\$62,517.64	\$904.33	\$313,537.38	\$968.12	\$968.12	\$23,234.92
9	Remote PSAP with 7 positions including all connectivity within the PSAP.	1	\$231,459.64	\$68,808.52	\$1,036.23	\$350,007.03	\$1,109.44	\$1,109.44	\$26,626.59
10	Remote PSAP with 8 positions including all connectivity within the PSAP.	1	\$249,369.78	\$70,200.28	\$1,165.82	\$375,529.54	\$1,248.12	\$1,248.12	\$29,954.83
11	Remote PSAP with 9 positions including all connectivity within the PSAP.	1	\$273,165.92	\$74,794.33	\$1,293.12	\$410,030.01	\$1,384.15	\$1,384.15	\$33,219.61
12	Remote PSAP with 10 positions including all connectivity within the PSAP.	1	\$298,372.84	\$78,961.19	\$1,418.12	\$445,403.73	\$1,517.54	\$1,517.54	\$36,420.95
13	Remote PSAP with 11 positions including all connectivity within the PSAP.	1	\$321,723.28	\$82,601.33	\$1,540.82	\$478,283.91	\$1,648.29	\$1,648.29	\$39,558.85
14	Remote PSAP with 12 positions including all connectivity within the PSAP.	1	\$341,580.23	\$84,033.38	\$1,661.22	\$505,352.17	\$1,776.39	\$1,776.39	\$42,633.30
15	Remote PSAP with 13 positions including all connectivity within the PSAP.	1	\$369,884.10	\$90,414.15	\$1,779.32	\$545,705.73	\$1,901.85	\$1,901.85	\$45,644.30

16	Remote PSAP with 14 positions including all connectivity within the PSAP.	1	\$389,689.80	\$92,314.17	\$1,895.13	\$572,970.03	\$2,024.66	\$2,024.66	\$48,591.86
17	Remote PSAP with 15 positions including all connectivity within the PSAP.	1	\$411,225.85	\$98,501.08	\$2,008.63	\$606,141.24	\$2,144.83	\$2,144.83	\$51,475.97
18	Remote PSAP with 16 positions including all connectivity within the PSAP.	1	\$435,489.08	\$102,565.89	\$2,119.84	\$639,807.18	\$2,262.36	\$2,262.36	\$54,296.64
19	Remote PSAP with 17 positions including all connectivity within the PSAP.	1	\$455,280.29	\$106,694.98	\$2,228.75	\$668,955.03	\$2,377.24	\$2,377.24	\$57,053.86
20	Remote PSAP with 18 positions including all connectivity within the PSAP.	1	\$476,077.95	\$108,614.32	\$2,342.25	\$697,120.27	\$2,497.42	\$2,497.42	\$59,937.98
21	Remote PSAP with 19 positions including all connectivity within the PSAP.	1	\$497,372.61	\$114,864.90	\$2,439.66	\$729,341.37	\$2,599.08	\$2,599.08	\$62,377.97
22	Remote PSAP with 20 positions including all connectivity within the PSAP.	1	\$517,153.76	\$116,764.92	\$2,549.34	\$756,286.88	\$2,714.85	\$2,714.85	\$65,156.34
23	At the time of installation, the cost to add an additional position for a Remote PSAP configuration over 20 positions in a Host-Remote system including all connectivity within the PSAP. Priced as each.	1	\$36,971.67	\$2,810.61	\$186.20	\$48,720.12	\$197.53	\$197.53	\$4,740.63
24	After intial installation, the cost to add an additional position to a Remote PSAP within a Host-Remote system including all hardware, software, training, cabling and any additional materials necessary for install. Priced as each.	1	\$36,971.67	\$6,281.84	\$186.20	\$52,191.34	\$197.53	\$197.53	\$4,740.63
25	After intial installation, the cost at an individual Host to add another PSAP to an existing Host-Remote system. Priced as each.	1	\$331.33	\$14,044.54	\$52.60	\$16,900.87	\$31.25	\$31.25	\$750.00
						<b>SUBTOTAL:</b>	<b>\$9,516,914.35</b>		
							<b>SUBTOTAL:</b>	<b>\$758,822.04</b>	

**TAB #3: GRAND TOTAL of HOST-REMOTE INCLUDING 5YR MAINT + 2YR MAINT: \$10,275,736.39**

**EXHIBIT 16 - #4  
 APPLICATIONS AND PERIPHERALS COST WORKSHEET**

<b>Instructions: Bidder must follow 1 through 7 when filling out this Cost Worksheet.</b>
1) Bidder shall insert their Company name into the "Bidder's Name" field.
2) For all Line Items, the Bidder shall provide pricing for one unit of measure for evaluation.
3) Bidders are to provide their price for the equipment with features and functionality described for each line item per IFB Section 6.9 which are applicable to the Telecommunicator call taking operations.
4) The Equipment Unit Price shall include all equipment consisting of, but not limited to, preconfigured hardware, software, ancillary materials, and one year warranty.
5) The Implentation Unit Price shall include the cost of staging, installation, wiring, testing and training.
6) Bidders are to provide a Monthly Maintenance rate for years 2 through 5 for each Line Item #. The Monthly Maintenance begins, following acceptance of the implementation and after the one year warranty is complete. Monthly Maintenance shall include any updates (hot fix/patches) to hardware and software, and local PSAP site service required to keep the Line Item # fully operational which may include parts as needed to replace obsolete technology.
7) Bidder shall provide Additional Monthly Maintenance rate for Years 6 and 7, if needed by the PSAP or State.

Bidder's Name: Pacific Bell Telephone Company dba AT&T California, AT&T Wholesale, AT&T Datacom

(a.)	(b.)	(c.)	(d.)	(e.)	(f.)	(g.)	(h.)	(i.)	(j.)
Line Item #	Application or Peripheral	Unit of Measure	Equipment Unit Price	Implementation Unit Price	Monthly Maint. Rate Years 2-5	TOTAL 5 Year App/Peripheral Items $c*[d+e+(f*48)]$	Additional Monthly Maint. Rate Year 6	Additional Monthly Maint. Rate Year 7	TOTAL Year 6 & 7 Maintenance $(h*12)+(i*12)$
1	Geographical Information System (GIS) Mapping System functionality including all required server hardware and software, including a license as needed, <b>in the PSAP backroom or Host location.</b>	1	\$26,243.75	\$10,185.50	\$390.93	\$55,194.09	\$409.43	\$409.43	\$9,826.41

2	Geographical Information System (GIS) Mapping System functionality <b>per IWS</b> including all required hardware, software, including a license as needed, training, cabling and any additional materials for install.	1	\$3,731.56	\$1,010.65	\$123.33	\$10,662.05	\$141.83	\$409.43	\$6,615.16
3	Digital Voice Logging Recorder (DVLR) with minimum of 12 analog/VoIP channels including all required hardware, software, including a license as needed, training, cabling and any additional materials for install.	1	\$13,382.53	\$10,405.65	\$592.71	\$52,238.18	\$592.71	\$592.71	\$14,225.00
4	Digital Voice Logging Recorder (DVLR) with minimum of 32 analog/VoIP channels including all required hardware, software, including a license as needed, training, cabling and any additional materials for install.	1	\$31,230.03	\$13,748.40	\$927.86	\$89,515.93	\$927.86	\$927.86	\$22,268.75
5	Digital Voice Logging Recorder (DVLR) with minimum of 64 analog/VoIP channels including all required hardware, software, including a license as needed, training, cabling and any additional materials for install.	1	\$48,705.03	\$19,246.80	\$1,326.30	\$131,614.33	\$1,326.30	\$1,326.30	\$31,831.25
6	Digital Voice Logging Recorder (DVLR) with minimum of 96 analog/VoIP channels including all required hardware, software, including a license as needed, training, cabling and any additional materials for install.	1	\$62,130.03	\$24,495.20	\$1,695.57	\$168,012.73	\$1,695.57	\$1,695.57	\$40,693.75
7	External Time Source per Section 6.9.3.	1	\$14,800.00	\$3,869.15	\$15.42	\$19,409.31	\$17.73	\$17.73	\$425.59
8	Real-Time Call Status System per Section 6.9.4	1	\$7,785.00	\$6,071.60	\$15.42	\$14,596.76	\$17.73	\$17.73	\$425.59
9	Real-Time Call Status Display per Section 6.9.5	1	\$2,855.51	\$525.66	\$15.42	\$4,121.33	\$17.73	\$17.73	\$425.59
10	Integrated SMS Text Function Activation <b>in the PSAP or Host location</b> with set-up and training.	1	\$2,343.75	\$3,717.75	\$138.54	\$12,711.42	\$144.32	\$144.32	\$3,463.70

11	Integrated SMS Text Function <b>per IWS</b> with set-up and training.	1	\$1,200.00	\$2,137.10	\$157.08	\$10,876.94	\$168.64	\$168.64	\$4,047.41
12	IP Router with Firewall for IP calls or TCC connection.	1	\$3,500.00	\$4,793.80	\$46.25	\$10,513.80	\$53.19	\$53.19	\$1,276.50
13	Call-taker Headset per Section 6.9.7.	1	\$338.75	\$6.78	\$15.42	\$1,085.69	\$17.73	\$17.73	\$425.59
14	IP Phone Set per Section 6.9.8	1	\$2,419.41	\$420.09	\$61.67	\$5,799.67	\$70.92	\$70.92	\$1,702.09
15	Automatic Call Distribution (ACD) Site Activation functionality including all required server hardware and software, including a license as needed, <b>in the PSAP backroom or Host location.</b>	1	\$0.00	\$6,619.64	\$123.33	\$12,539.48	\$141.83	\$141.83	\$3,403.91
16	Automatic Call Distribution (ACD) functionality <b>per IWS/Agent</b> including all required hardware, software, including a license as needed, training, cabling and any additional materials for install.	1	\$2,246.25	\$162.06	\$93.00	\$6,872.31	\$106.95	\$106.95	\$2,566.80
17	Management Information System (MIS) functionality including all required server hardware and software, including a license as needed, <b>in the PSAP backroom or Host location.</b>	1	\$1,687.50	\$11,527.81	\$123.33	\$19,135.15	\$141.83	\$141.83	\$3,403.91
18	Management Information System (MIS) functionality <b>per IWS</b> including all required hardware, software, including a license as needed, training, cabling and any additional materials for install.	1	\$559.61	\$245.47	\$113.31	\$6,243.84	\$123.31	\$123.31	\$2,959.39
						<b>SUBTOTAL:</b>	<b>\$631,142.99</b>	<b>SUBTOTAL:</b>	<b>\$149,986.40</b>

**TAB #4: GRAND TOTAL of APPLICATIONS AND PERIPHERALS WITH 5YR MAINT + 2YR MAINT: \$781,129.39**

**EXHIBIT 16 - #5**  
**LABOR RATES COST WORKSHEET**

Bidder's Name: Pacific Bell Telephone Company dba AT&T California, AT&T Wholesale, AT&T Datacom

(a.)	(b.)	(c.)	(d.)	(e.)	(f.)	(g.)	(h.)	(i.)
Line Item #	Classification	Hourly Rate Years 1-3	Hourly Rate Year 4	Hourly Rate Year 5	Hourly Rate Year 6	Hourly Rate Year 7	Estimated annual hours	Evaluation Total [(3*c)+(d+e+f+g)]*h
1	Factory-Trained Certified Technician	\$185.00	\$185.00	\$185.00	\$185.00	\$185.00	100	\$129,500.00
2	Technician	\$165.00	\$165.00	\$165.00	\$165.00	\$165.00	50	\$57,750.00
3	System Engineer	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	40	\$56,000.00
4	Project Manager	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	40	\$56,000.00
<b>TAB #5 LABOR RATES EVALUATION TOTAL:</b>								<b>\$299,250.00</b>

**EXHIBIT 16 - #6**  
**SUMMARY COST WORKSHEET FOR TABS 1-5.**

Bidder's Name: Pacific Bell Telephone Company dba AT&T California, AT&T Wholes:

<b>TAB #1: GRAND TOTAL of TURN-KEY CPE WITH 5YR MAINT + 2YR MAINT:</b>	\$10,229,246.53
<b>TAB #2: GRAND TOTAL of ITEMIZED ITEMS WITH 5YR MAINT + 2YR MAINT:</b>	\$22,641.83
<b>TAB #3: GRAND TOTAL of HOST-REMOTE INCLUDING 5YR MAINT + 2YR MAINT:</b>	\$10,275,736.39
<b>TAB #4: GRAND TOTAL of APPLICATIONS AND PERIPHERALS WITH 5YR MAINT + 2YR MAINT:</b>	\$781,129.39
<b>TAB #5: LABOR RATES EVALUATION TOTAL:</b>	\$299,250.00
<b>GRAND TOTAL:</b>	\$21,608,004.14