

COLLEGE STATION I.S.D.  
9304 ROCK PRAIRIE ROAD, COLLEGE STATION, TX 77845  
(979) 764-5408 \* FAX (979) 694-5636

**PURCHASING OFFICE  
INTER-DEPARTMENTAL MEMO**

TO: Mike Martindale  
DATE: June 13, 2016  
SUBJECT: District Wide VoIP Phone Purchase

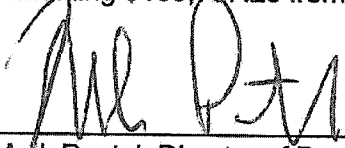
As part of the 2015 Bond, the technology department looked at different Voice over IP (VoIP) solutions for the district's telephone system which is aging and in need of upgrading or replacement. Once the search was complete, several departments including Technology, Purchasing and Curriculum and Instruction were selected for testing and evaluation of the two models of interest.

After a successful trial in these departments, a large deployment of Yealink and Granstream model VoIP phones were used at Spring Creek Elementary for the 2015/2016 School Year. Based on the testing and evaluation, the recommendation was made to utilize this VoIP solution district wide. Quotes were solicited by the Technology Department for these VoIP handsets from vendors with district approved Purchasing Cooperative contracts.

<u>Vendor</u>	<u>Total Quote</u>
CDW-G:	\$160,708.00
SHI Government Solutions:	\$163,957.10
PCM-G, Inc.:	\$166,215.50
Black Rock Technology Group:	\$195,532.00

The lowest quote was submitted by CDW-G, an approved vendor of the Purchasing Cooperative Network (TCPN). All items included in this contract have been competitively bid and awarded by the Cooperative's Board of Trustees based on state statutes.

It is the recommendation of Mark Pantel, Director of Purchasing and David Hutchison, Director of Technology that VoIP telephones for the district be purchased from CDW-G for \$160,708.00 per TCPN – Technology Solutions R5106 Contract. \$6,910.75 of this purchase will be from 2013 bond funds for College High School and DAEP with the remaining \$153,797.25 from the 2015 bond program.

  
\_\_\_\_\_  
Mark Pantel, Director of Purchasing

  
\_\_\_\_\_  
David Hutchison, Director of Technology



CDWG.com | 800.594.4239

OE400SPS

# SALES QUOTATION

HCZW772

1978830

6/7/2016

**BILL TO:**  
COLLEGE STATION IND SCHL DST  
1812 WELSH AVE

**SHIP TO:**  
COLLEGE STATION ISD  
Attention To: BRAD RECEK  
9304 ROCK PRAIRIE RD

Accounts Payable  
COLLEGE STATION , TX 77840-4800

COLLEGE STATION , TX 77845-6191  
Contact: BRAD RECEK 979.694.5631

Customer Phone #979.764.5455

Customer P.O. # CSISD IP PHONES  
QUOTE

ACCOUNT MANAGER		SHIPPING METHOD	TERMS	EXEMPTION CERTIFICATE
MIKE SMITH 866.691.7123		FEDEX Ground	NET 30 Days-Govt/Ed	GOVT-EXEMPT
QTY	ITEM NO.	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
280	3183619	YEALINK SIP T46G VOIP HANDSET Mfg#: YEA-SIP-T46G Contract: TCPN - Technology Solutions R5106	137.00	38,360.00
285	3275320	YEALINK T4 SERIES EXPANSION MODULE Mfg#: YEA-EXP40 Contract: TCPN - Technology Solutions R5106	71.00	20,235.00
100	3928899	YEALINK ULTRA ELEGANT TOUCHSCREEN Mfg#: YEA-SIP-T48G Contract: TCPN - Technology Solutions R5106	180.00	18,000.00
1444	3358031	GRANDSTREAM ENT IP PHONE Mfg#: GS-GXP2130 Contract: TCPN - Technology Solutions R5106	58.25	84,113.00
SUBTOTAL				160,708.00
FREIGHT				0.00
TAX				0.00

US Currency

**TOTAL → 160,708.00**

CDW Government  
230 North Milwaukee Ave.  
Vernon Hills, IL 60061

Fax: 312.705.7616

**Please remit payment to:**  
CDW Government  
75 Remittance Drive  
Suite 1515  
Chicago, IL 60675-1515

This quote is subject to CDW's Terms and Conditions of Sales and Service Projects at <http://www.cdwg.com/content/terms-conditions/product-sales.aspx>  
For more information contact a CDW account manager.



Pricing Proposal  
 Quotation #: 11661382  
 Created On: 6/2/2016  
 Valid Until: 6/30/2016

**COLLEGE STATION ISD**

**Inside Account Manager**

**Brad Recek**  
 1812 WELSH  
 ATTN: ACCOUNTS PAYABLE  
 COLLEGE STATION, TX 77840  
 United States  
 Phone: 9797645407  
 Fax:  
 Email: brecek@csisd.org

**Lindsey Bernstein**  
 1301 South Mo-Pac Expressway  
 Suite 375  
 Austin, TX 78746  
 Phone: 800.870.6079  
 Fax: 512.732.0232  
 Email: Lindsey\_Bernstein@shi.com

All Prices are in US Dollar (USD)

Product	Qty	Your Price	Total
1 Yealink SIP-T46G Yealink - Part#: yea-sip-T46g	280	\$140.90	\$39,452.00
2 Yealink T48G Yealink - Part#: yea-sip-t48g	100	\$186.20	\$18,620.00
3 Yealink EXP40 LCD Expansion Module for T46/T48 Yealink - Part#: yea-exp40	285	\$73.10	\$20,833.50
4 GS-GXP2130 v2 Grandstream Networks - Part#: GXP2130 v2	1444	\$58.90	\$85,051.60
		Subtotal	\$163,957.10
		Total	\$163,957.10

**Additional Comments**

**Buyboard 498-15**

**\*DOCK TO DOCK FREIGHT IS INCLUDED IN PRICE\***

Here is the quote that you requested. For all software orders please include end-user's name, number, and e-mail address.

\*Please note the quote expiration date. Past this date the quote is invalid and will require refreshed pricing!

Please include this quote with your purchase order submission.

Thanks!

Thank You for choosing SHI-GS! To ensure the best level of service, please provide End User Name, Phone Number, and E-Mail Address when submitting a Purchase Order. For any additional information including Hardware and Software Contract Numbers, please contact an SHI-GS Sales Representative at 800-870-6079.



THE RIGHT TECHNOLOGY, DELIVERED

PCM-G, Inc.

14120 Newbrook Drive, Suite 100 - Chantilly, VA 20151

Duns #: 12-936-5420  
Tax ID #: 32-0364088

BuyBoard

TIPS

TX:DIR

ACCOUNT MANAGER

Ghadi Al-Darwich

T: (800) 625-5468 x38042

F: (310) 630-8451

ghadi.aldarwich@pcmg.com

BILL TO

QUOTE TOTAL: \$166,215.50

QUOTE NO: S9679390

ATTN:

ACCOUNT NO:

PROJECT/REF:

QUOTE DATE: 7-Jun-16

QUOTE EXPIRES: 27-Jun-16

QTY	MFR	PCMS#	MFR#	DESCRIPTION	CONTRACT	QUOTE PRICE	EXT PRICE
1	1444	GrandStream	44444	GXP-2130	BuyBoard 409-12	\$61.00	\$88,084.00
2	280	Yealink	9792721	SIP-T46G	BuyBoard 409-12	\$140.40	\$39,312.00
3	100	Yealink	13471392	SIP-T48G	BuyBoard 409-12	\$181.00	\$18,100.00
5	285	Yealink	44444	EXP40	BuyBoard 409-12	\$72.70	\$20,719.50

VIA:

DELIVER TO:

SUBTOTAL: \$166,215.50

TAX: \$0.00

FREIGHT: \$0.00

TOTAL: \$166,215.50

**IMPORTANT ORDERING INSTRUCTIONS**

Please make your purchase order out to 'PCM-G, Inc.'

P.O. must include the quote number (i.e. S123456), part numbers, and payment terms (Net 30).

Please email purchase order to ghadi.aldarwich@pcmg.com

For software licenses, purchase orders must include an "e-mail address" and an end-user name, or order may be delayed.

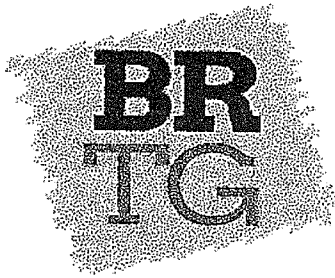
PLEASE REMIT PAYMENT TO:

PCM-G, Inc.

File 55327

Los Angeles, CA 90074-5327

Prices are subject to change without notice.



**Black Rock Technology Group**  
 211 State Street  
 Suite 203  
 Bridgeport, Connecticut 06604  
 United States  
 http://www.brtg.com  
 (P) 203-916-7200  
 (F) 203-916-7205

Quotation (Spot)	
<b>Date</b> Jun 07, 2016 11:55 AM EDT	<b>Expiration Date</b> 2016-07-07
<b>Doc #</b> 40778 - rev 1 of 1	
<b>Description</b> IP Phones	
<b>SalesRep</b> Saccu, Jennifer (P) 203-916-7203 (F) 203-916-7205	
<b>Customer Contact</b> Jeske, Nicole (P) 979-764-5569 njeske@csisd.org	

**Customer**  
 College Station ISD (CS0200)  
 Jeske, Nicole  
 REGION VI ESC CONTRACT  
 , CT United States

**Bill To**  
 College Station ISD  
 Office, Business  
 1812 Welsh Ave  
 College Station, TX 77840-4800  
 United States  
 kderrick@csisd.org

**Ship To**  
 College Station ISD Technology  
 Jeske, Nicole  
 1812 Welsh  
  
 College Station, TX 77845  
 United States  
 kderrick@csisd.org

**Customer PO:**

**Terms:**  
 Undefined

**Ship Via:**  
 UPS Ground

**Special Instructions:**

**Carrier Account #:**

Item #	Description	Part #	Qty	Unit Price	Total Price
1	- SIP-T46G - ULTRA-ELEGANT GIGABIT IP PHONE 4.3 DISPLAY POWER SUPPLY NOT INCLUDED	SIP-T46G-N	280	\$161.00	\$45,080.00
2	SIP-T48G - YEALINK ULTRA-ELEGANT GIGABIT IP PHONE (POWER SUPPLY NOT INCLUDED - P	SIP-T48G-N	100	\$211.00	\$21,100.00
3	LCD EXPANSION MODULE	EXP40N	285	\$84.00	\$23,940.00
4	Grandstream GXP2130 v2 3-Line IP Phone	GXP2130	1444	\$73.00	\$105,412.00

Thank you for the Opportunity to quote. Please let us know if there are any questions or modifications needed for this quote, or if you need a quote for another project.

Subtotal: \$195,532.00  
 Shipping: \$0.00  
**Total: \$195,532.00**

Have a Great Day!