Data Network Solutions

"Reliable Phone & Secure Internet Services"

Business Automation Technologies /d/b/a Data Network Solutions
116 Oceanport Ave. Building 1
Little Silver, NJ 07739 800-649-6742

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Appendix A Hosted Pricing

September 30, 2015

Bid #MRESC 15/16-36
EXTENDED TO 11/12/2019
EDUCATIONAL SERVICES COMMISSION OF NEW JERSEY
Term: 11/13/15 - 11/12/18; Extended to 11/12/19; Extended to 11/12/20

All prices are quoted based upon a three year (36 months) contract

Item 1. Minute Bundles apply to Hosted Phone, Call Center License, PRI and SIP Trunk Phone Services

Local and US 48 Minute Bundles Aggregated across district	Monthly Recurring Charge MRC
5,000	$ 75.00
10,000	$ 125.00
25,000	$ 350.00
50,000	$ 650.00
100,000	$ 1,000.00
250,000	$ 2,000.00

No specific hardware is required

Item 2. HOSTED PBX Phone Price List

Product Seat License Fees Includes all features, one DID per seat, unlimited inbound calling minutes		quantity	MRC Per License
Hosted Seat License Fee		1 to 100 licenses	$ 8.00
Includes free intra district calling		101 to 250 licenses	$ 7.00
		251 and above licenses	$ 6.00
Voicemail Per seat license			$ 2.00

Unless the client already owns this equipment, they would need phones, switches, firewall, wiring, routers and UPS

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Item 3. Applies to all Phone and Voice Services			
Month to Month Hosted Phone Service Options	MRC	unit type	one time
Hunt Group	$5.00	per month	$10.00
Auto Attendant	$10.00	per month	$10.00
Call Recording with 12 months per line storage	$25.00	per month	$25.00
E911 per site	$5.00	per month	$10.00
Music On Hold	$10.00	per month	$10.00
Toll free DID Number	$5.00	per month	$10.00
Toll Usage rate US48	$0.04	per minute	$0.00
Directory Assistance 411	$1.25	per call	$0.00
Operator Assistance	$1.25	per call	$0.00
First Directory listing	$0.00	per month	$0.00
Additional Listings	$4.00	per month	$5.00
Non Published Listing	$5.00	per month	$10.00
Extra DID (one included with seat license)	$0.20	per month	$0.00
Hosted Account Changes	$0.00	per request	$25.00
Call Queues Per Site	$25.00	monthly	$25.00
DID Call forwarding	$10.00	month	$25.00
All User Software Receptionist – requires a smart phone or PC	$50.00	per site	$50.00

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Item 4		
Call Center Seat Licenses		
Product	**MRC**	**One Time NRC**
Call Center Seat License	$ 39.00	$ 50.00
Standard Agent	$ 6.00	$ 50.00
Supervisory Agent	$ 12.00	$ 50.00
Requires same equipment as hosted		

Item 5		
CONFERENCE CALLING No Reservation Unlimited Calls		
Product	**MRC**	**One Time NRC**
Conference Calling Minute Cost for each user calling into bridge	$ 0.08	
Conference enabled DID	$ 5.00	$10.00 per DID
Number Concurrent callers	**monthly rate**	
up to 10	$ 20.00	$50 per account
11 to 50	$ 35.00	$50 per account
51 to 100	$ 65.00	$50 per account
above 101	$0.50 per concurrent caller	$50 per account
Requires a Conference Phone		

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Item 6. SIP Trunking Fees Provisioned over Broadband Connection

Product	MRC
SIP Trunk each	$ 5.00
DID each	$ 0.20
Provides voice services for an onsite PBX	

Item 7. Hosted PBX-PRI Phone Service over Broadband Connection

Number of PRI Channels	MRC
1 PRI	$ 50.00
2 PRI	$ 75.00
3 PRI	$ 100.00
4 PRI	$ 125.00
Requires PRI gateway that is built into item cost and managed by DNS	

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Item 8. IP Desktop Faxing (AKA FOIP)	MRC
User Account Charge with DID	$5.00
500 pages per month	$35.00
additional pages	$.10 per page
1,000 pages per month	$65.00
additional pages	$.10 per page
5,000 pages per month	$300.00
additional pages	$.10 per page
10,000 pages per month	$550.00
additional pages	$.10 per page
25,000 pages per month	$1,250.00
additional pages	$.10 per page
50,000 pages per month	$2,250.00
additional pages	$.10 per page
Account Activation Fee per Account One Time	$10.00
Archiving Storage For Faxes per Gbyte per month	$1.50
Requires internet capable device or email software	

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Item 9. VOIP FXS -Phone Service Over Broadband Connections Replaces POTS lines		
cannot be used for alarms or elevators		
Number of Lines	**MRC**	**One time NRC**
	Per line Charge	
1 to 8	$ 18.00	$10 per line
9 to 12	$ 17.00	$10 per line
13 to 16	$ 16.00	$10 per line
More than 16	$ 15.00	$10 per line
Minutes Measured Rates		
Local	$ 0.01	
Regional	$ 0.03	
Intra-State Long Distance	$ 0.03	
Inter-State Long Distance	$ 0.03	
Requires gateway provided and managed at no cost by DNS. Used for Voice lines, PBX, faxes, postal machines, credit and other analog devices.		

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Item 10. T1 & METRO ETHERNET CONNECTIONS FOR VOICE

Broadband or Data and Telecommunications Connections for Phone and Voice Services

Circuit Type	Speed	MRC	ONE TIME NRC
Local T1 Loop Installation			
T1	1.5Mbps	$275	$200
Metro Fiber Installation			
100Mbps Metro Fiber	3Mbps	$700	$200
100Mbps Metro Fiber	5Mbps	$800	$200
100Mbps Metro Fiber	10Mbps	$900	$200
100Mbps Metro Fiber	50Mbps	$1,230	$200
100Mbps Metro Fiber	100Mbps	$1,500	$200
1Gbps Metro Fiber	200Mbps	$1,770	$200
1Gbps Metro Fiber	300Mbps	$2,010	$200
1Gbps Metro Fiber	400Mbps	$2,250	$200
1Gbps Metro Fiber	500Mbps	$2,490	$200
1Gbps Metro Fiber	700Mbps	$2,610	$200
1Gbps Metro Fiber	1000Mbps	$2,790	$200

Requires a router

These connections can be used as redundant circuits for Voice Services so that Internet and Voice are not combined on the same circuit which could fail and leave a district without both internet and voice services. These connections can also be used to build a multi site network for voice and data for coop members that require low speeds like voice.

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Installation Service	Each school district has its own unique installation requirements based upon staffing and their training, number and age of buildings, accuracy of phone system records and building access. A statement of work will need to be defined for each project along with a schedule. The costs for this will be based upon the hourly rates of DNS engineering and technician stated below.
Training	On Site Training 4 hours at $500 8 hours at $800 Live Webinar 2 hours $300 4 hours at $500 Recorded Webinars are no cost
Managed Service	Managed service is available at no additional charge for equipment that is paid for on a monthly basis provided in Appendix C – Phone Pricing. Districts may also purchase blocks of hours from DNS to use its staff and tools to manage the district phone network or augment district staff. There is a 5% discount for 40 hour blocks and a 10% discount for 100 hour blocks. These managed services include reports on voice usage, network health, remote support, phone support and on-site support. DNS maintains its own monitoring software to detect and repair many issues.
Unmanaged Service	These are ordered on a time and material basis per the technician or engineer rate and equipment prices provided
Inside Wiring Service	Cat 6 Single Run: $295 each Cat 6 Dual Run: $425 each Major Wiring Projects is best to be referred to State Contract vendors.
Invoice fee for hard copy invoices	The default invoice is sent as a PDF by email. A client can elect for $5 per invoice to have a paper summary invoice mailed. Any detailed call record and summary invoice will be on line and searchable and printable at no cost.
Disconnection Fee	There are no disconnect fees, however termination fees may apply.
Hardware, required or otherwise (if required to achieve connection, this fact must be clearly noted in the proposal)	Please refer to Appendix A for hardware required for each service.
Missed Appointment Fee	$150 per missed appointment

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Early Termination Charge	Termination of any and all hardware that was purchased on a monthly recurring basis price (for example phones) and metro fiber broadband connections would require 100% payment for the remaining months balances for the rest of the contract within 60 days of termination. All other services have termination liability as follows: 100% of the balance of remaining payments for termination in the first 12 months 75% of the balance of remaining payments for termination in months 13 to 24 50% of the balance of remaining payments for termination in months 25 though 36.
Personnel charges, such as Field Technicians, expressed on an hourly basis	Senior Voice Engineer: $175 hourly Voice Engineer: $125 hourly Field Technician: $95 hourly Voice Provisioner $60 hourly
Any other charge that may be proposed	None

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