



**Lantana**  
Communications

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## Sales Agreement

### Upgrade

Quote #002963 v1

Prepared for

**County of Sauk**

Prepared by

**Sid Irwin**



Thursday, February 15, 2018

County of Sauk  
Steve Pate  
505 Broadway Street  
Baraboo, TX 53913  
[sirwin@lantanacom.com](mailto:sirwin@lantanacom.com)

Dear Steve,

Thank you for the opportunity to provide a technology solution. The attached proposal addresses all of the specifications you provided.

Lantana Communication is an Avaya Diamond Business Partner. Our firm has been in business for 25 years; we are uniquely positioned to design, deploy and support integrated technology solutions. Our project management and engineering teams deliver on time and on budget. The attached proposal also details the post-implementation support plan we recommend.

Thank you for taking the time to review our response. It would be our pleasure to provide any further clarification at your request. Please don't hesitate to contact us.

Best Regards,

Sid Irwin  
Director of Business Development  
(817) 606-3389  
[sirwin@lantanacom.com](mailto:sirwin@lantanacom.com)



Hardware/Software		Price	Qty	Ext. Price
185446	AVAYA COMMUNICATIONS SOLUTION	\$0.00	1	\$0.00
184716	CM S8700 MULTI CONNECT MODEL UPGRADE	\$0.00	1	\$0.00
340057	SAL GATEWAY SMALL OVA FOR AVP LIC:DS	\$0.00	1	\$0.00
340153	AV EQNX MTGS ONLINE RIGHT TO DISCOUNT	\$0.00	40	\$0.00
380002	SESSION MANAGER R7 VE VAPPLIANCE SYSTEM LIC:DS,NU,SR	\$0.00	1	\$0.00
380004	SESSION MANAGER R7 SYSTEM LIC:DS,NU,SR	\$2,600.00	1	\$2,600.00
380045	AURA R7 LARGE ENTERPRISE DUPLEX SOLUTION UPGRADE TRACKING	\$0.00	1	\$0.00
380228	AURA SYSTEM MANAGER R7 VE VAPPLIANCE SYSTEM LIC:DS,SR	\$0.00	1	\$0.00
380349	AURA R7 CM VE VAPPLIANCE SYS LIC:DS,SR	\$0.00	1	\$0.00
380360	AURA R7 CM DUPLICATE MAC VE VAPPLIANCE SYS LIC:DS,SR	\$0.00	1	\$0.00
380361	AURA R7 UTILITY SERVICES VE VAPPLICANCE SYS LIC:DS,SR	\$0.00	2	\$0.00
380400	AURA R7 CORE SUITE UPGRADE/UPLIFT SOFTWARE LIC:NU;CU;SR	\$90.22	1001	\$90,310.22
380413	CORE SUITE R7 ASBCE R7 STD SVCS /E LIC:CU	\$0.00	286	\$0.00
380414	CORE SUITE R7 ASBCE R7 ADV SVCS /E LIC:CU	\$0.00	143	\$0.00
380415	CORE SUITE R7 ASBCE R7 STD HA LIC /E LIC:CU	\$0.00	286	\$0.00
380416	CORE SUITE R7 ASBCE R7 ADV HA LIC /E LIC:CU	\$0.00	143	\$0.00
380417	CORE SUITE R7 MESSAGING SEAT BASIC R6 /E LIC:NU	\$0.00	1001	\$0.00
380418	CORE SUITE R7 AVAYA MULTIMEDIA MSG BASIC USER R6 /E LIC:NU	\$0.00	1001	\$0.00
380419	CORE SUITE R7 EQUINOX IPAD R3 /E LIC:NU	\$0.00	1001	\$0.00
380420	CORE SUITE R7 EQUINOX WIN R3 /E LIC:CU	\$0.00	1001	\$0.00
380421	CORE SUITE R7 EQUINOX MOBILE R3 /E LIC:NU	\$0.00	1001	\$0.00
380426	CORE SUITE R7 VIDEO R7 /E LIC:NU	\$0.00	1001	\$0.00
380430	CORE SUITE R7 AVAYA BREEZETM R3 USER /E LIC:CU	\$0.00	1001	\$0.00
380434	CORE SUITE R7 EQUINOX MAC R3 /E LIC:NU	\$0.00	1001	\$0.00



Hardware/Software		Price	Qty	Ext. Price
380436	CORE SUITE R7 COMMUNICATOR FOR MS LYNC R6 /E LIC:NU	\$0.00	1001	\$0.00
380446	CORE SUITE R7 AES UNIFIED DESKTOP R7 UPGRADE /E LIC:CU	\$0.00	1001	\$0.00
380452	CORE SUITE R7 PRESENCE SERVICES R7 UPGRADE /E LIC:NU	\$0.00	1001	\$0.00
380454	CORE SUITE R7 CMM R7 UPGRADE /E LIC:NU	\$0.00	1001	\$0.00
381277	APPLIANCE VIRTUAL PLATFORM R7 DUAL CPU COMMON SERVER LIC:SR	\$1,464.70	2	\$2,929.40
383548	R630 SERVER MEDIUM APPLIANCE VIRTUALIZATION PLATFORM	\$17,498.80	2	\$34,997.60
387760	AURA R7 DEVICE SERVICES VE VAPPLIANCE SYSTEM LIC:DS;NU;SR	\$0.00	1	\$0.00
389637	AURA R7 SYSTEM MANAGER R7 LIC:DS	\$0.00	1	\$0.00
391427	AVAYA AURA UTILITY SERVICES R7.1 AVP SYSTEM LIC:DS,SR	\$0.00	2	\$0.00
405362641	POWER CORD USA	\$22.32	4	\$89.28
700510424	AV APPLICATION VIRTUAL PLATFORM R7 MEDIA KIT	\$145.50	1	\$145.50
700512293	AVAYA AURA UTILITY SERVICES R7.1 DVD	\$48.50	1	\$48.50
700512298	AURA COMMUNICATION MANAGER R7.1 SOFTWARE DVD	\$48.50	1	\$48.50
700513672	AURA SESSION MANAGER R7.1.2 DVD	\$48.50	1	\$48.50
700513674	AURA SYSTEM MANAGER R7.1.2 DVD	\$58.20	2	\$116.40
700513676	AVAYA APPLICATION VIRTUAL PLATFORM R7.1.2 DVD	\$48.50	1	\$48.50
185446	AVAYA COMMUNICATIONS SOLUTION	\$0.00	1	\$0.00
184716	CM S8700 MULTI CONNECT MODEL UPGRADE	\$0.00	1	\$0.00
380349	AURA R7 CM VE VAPPLIANCE SYS LIC:DS,SR	\$0.00	1	\$0.00
380361	AURA R7 UTILITY SERVICES VE VAPPLICANCE SYS LIC:DS,SR	\$0.00	1	\$0.00
380764	DL360PG8 SERVER SMALL APPLIANCE VIRTUALIZATION PLATFORM	\$5,737.56	1	\$5,737.56
381275	APPLIANCE VIRTUAL PLATFORM R7 SINGLE CPU COMMON SERVER LIC:SR	\$727.50	1	\$727.50



Hardware/Software		Price	Qty	Ext. Price
391427	AVAYA AURA UTILITY SERVICES R7.1 AVP SYSTEM LIC:DS,SR	\$0.00	1	\$0.00
405362641	POWER CORD USA	\$22.32	1	\$22.32
700510424	AV APPLICATION VIRTUAL PLATFORM R7 MEDIA KIT	\$145.50	1	\$145.50
700512293	AVAYA AURA UTILITY SERVICES R7.1 DVD	\$48.50	1	\$48.50
700512298	AURA COMMUNICATION MANAGER R7.1 SOFTWARE DVD	\$48.50	1	\$48.50
700513676	AVAYA APPLICATION VIRTUAL PLATFORM R7.1.2 DVD	\$48.50	1	\$48.50
185446	AVAYA COMMUNICATIONS SOLUTION	\$0.00	1	\$0.00
184716	CM S8700 MULTI CONNECT MODEL UPGRADE	\$0.00	1	\$0.00
380349	AURA R7 CM VE VAPPLIANCE SYS LIC:DS,SR	\$0.00	1	\$0.00
380361	AURA R7 UTILITY SERVICES VE VAPPLICANCE SYS LIC:DS,SR	\$0.00	1	\$0.00
381276	APPLIANCE VIRTUAL PLTFRM R7 SINGLE CPU EMBEDDED SERVER LIC:SR	\$242.50	1	\$242.50
381547	SM BRANCH SESSION MANAGER (BSM) VE VAPPLIANCE SYSTEM LIC:DS,NU,SR	\$0.00	1	\$0.00
700510424	AV APPLICATION VIRTUAL PLATFORM R7 MEDIA KIT	\$145.50	1	\$145.50
700512293	AVAYA AURA UTILITY SERVICES R7.1 DVD	\$48.50	1	\$48.50
700513676	AVAYA APPLICATION VIRTUAL PLATFORM R7.1.2 DVD	\$48.50	1	\$48.50
185446	AVAYA COMMUNICATIONS SOLUTION	\$0.00	1	\$0.00
184716	CM S8700 MULTI CONNECT MODEL UPGRADE	\$0.00	1	\$0.00
380349	AURA R7 CM VE VAPPLIANCE SYS LIC:DS,SR	\$0.00	1	\$0.00
380361	AURA R7 UTILITY SERVICES VE VAPPLICANCE SYS LIC:DS,SR	\$0.00	1	\$0.00
381276	APPLIANCE VIRTUAL PLTFRM R7 SINGLE CPU EMBEDDED SERVER LIC:SR	\$242.50	1	\$242.50
381547	SM BRANCH SESSION MANAGER (BSM) VE VAPPLIANCE SYSTEM LIC:DS,NU,SR	\$0.00	1	\$0.00
700510424	AV APPLICATION VIRTUAL PLATFORM R7 MEDIA KIT	\$145.50	1	\$145.50
700512293	AVAYA AURA UTILITY SERVICES R7.1 DVD	\$48.50	1	\$48.50
700513676	AVAYA APPLICATION VIRTUAL PLATFORM R7.1.2 DVD	\$48.50	1	\$48.50
185446	AVAYA COMMUNICATIONS SOLUTION	\$0.00	1	\$0.00



Hardware/Software		Price	Qty	Ext. Price
184048	MODULAR MESSAGING MODEL	\$0.00	1	\$0.00
270426	MSG MEDIA ENCRYPTION LIC:DS	\$0.00	1	\$0.00
340055	AVAYA DIAGONSTIC SRVR SAL GATEWAY SFTW ONLY LIC:DS	\$0.00	1	\$0.00
390065	MESSAGING R7.X VIRTUAL PLATFORM SOLUTION TRACKING	\$0.00	1	\$0.00
390068	MESSAGING R7.X VIRTUAL APPLIANCE SYSTEM LIC:DS	\$0.00	1	\$0.00
390069	MESSAGING R6.X AVAYA STORE SEAT TRACKING LIC:CU	\$0.00	550	\$0.00
392846	CORE SUITE R7 MSG R7 BASIC TO MAINSTREAM UPLIFT ENTITLE LIC:NU	\$0.00	550	\$0.00
700512621	MESSAGING R7.0 VIRTUAL APPLICATION DVD	\$48.50	1	\$48.50
		Subtotal:		<b>\$139,179.28</b>

Pro Services		Price	Qty	Ext. Price
Lantana Pro Services	<b>Lantana Professional Services</b> Lantana Professional Services	\$47,859.00	1	\$47,859.00
		Subtotal:		<b>\$47,859.00</b>



## Upgrade

### Quote Information:

Quote #: 002963  
Version: 1  
Quote Date: 02/15/2018  
Expiration Date: 03/16/2018

### Prepared for:

County of Sauk  
505 Broadway Street  
Baraboo, TX 53913  
Steve Pate  
sirwin@lantanacom.com

### Prepared by:

Lantana Communications  
Sid Irwin  
(817) 606-3389  
sirwin@lantanacom.com



Quote Summary		Amount
Hardware/Software		\$139,179.28
Pro Services		\$47,859.00
Total		<b>\$187,038.28</b>

Payments		Periods	Payments	Amount
Payment Terms				
Down Payment	One-Time Payments	One-Time	1	\$69,589.64
Hardware/Software Payment	One-Time Payments	One-Time	1	\$69,589.64
Completion Payment	One-Time Payments	One-Time	1	\$47,859.00

This Quote, including all attachments hereto, is entered into between Lantana Communications, ("Seller") and the company listed under the prepared for section ("Purchaser"). When signed by the parties where provided below, this Quote, including all attachments hereto, shall be incorporated into and made a part of the Agreement between Seller and Purchaser. This Quote is effective as of the first date mentioned above, and shall continue until project completion as set forth in the scope of work, unless earlier terminated in accordance with the Agreement. Signing this Quote or providing a Purchaser PO indicates acceptance of applicable Seller, and or, manufacturer Terms and Conditions as detailed and found at <http://lantanacom.com/eula> and any proposal specific terms outlined in the list of equipment and services and/or the scope of work.

Down Payment is due upon execution of this agreement. Hardware/Software payment is due upon shipment of equipment or delivery of software and license(s) under Purchaser specific net terms. Completion payment is due upon acceptance of implementation, if implementation is included under Purchaser specific net terms. Recurring payment is due upon creation of contract under Purchaser specific net terms for term duration listed.

Signature

Date



## Technical Scope of Work

### ■ Work to be completed by Seller

Avaya Aura r7.x upgrades to Courthouse, Law Enforcement, Health & Human Services, & Health Center

- Upgrade of Communication Manager, Avaya Aura Messaging, SAL, & Utility Services
- Addition of a single System Manager and a Single Session Manager
- Required Firmware Updates
- Admin Training
- First Day of Business
- Four Site Network Assessment
- Reuse S8300E servers
- New rack mount Avaya AVP servers
- Travel Included

### ■ Purchaser Responsibility and Assumptions

- Provide PoE Switches for new IP Telephones (if applicable)
- IP addresses as required including gateway and subnet mask
- Data LAN drop connectivity
- Environments, equipment room space, wall field, lighting, grounding, power
- Space in existing 19" Data Racks for Media Servers and Gateways as needed, or provide new racks as needed
- Any necessary local permits or licenses needed prior to installation of equipment. Cost of such permits and licenses are not included unless expressly stated in Section 1: Project Description
- Provisioning and placement of any power source(s) (AC and/or DC) to support the proposed solution
- Access to facilities.
- Access during normal business hours throughout the duration of this project.
- A dedicated area for personnel to work uninterrupted.
- Access to telephone and network connection.