

COLLEGE OF THE SEQUOIAS COMMUNITY COLLEGE DISTRICT
Board of Trustees Meeting
April 12, 2021

CONSENT CALENDAR

7

VOIP Phone System

Status: Consent

Presented by: Glen Profeta
Dean, Technology

Issue

The District is requesting that the Board of Trustees consent to purchase new phone system software and equipment using multiple Public Agency Piggyback Contracts above the current threshold limit without going out to a formal bid.

Background

The current phone systems across all three District campuses are nearing the end of their useful life. As a result, COS researched various systems that would meet our district's communication needs. The intent of the project is to replace over 800 telephone handsets across District campuses and upgrade our phone systems to a virtual server network.

An initial discussion with the technology committee resulted in a consensus to have meetings with the top three vendors (Ring Central ACO, 8x8, & LogMeIn) to review their proposed solutions. Based on written proposals, zoom-presentations, and committee discussions, the Technology Committee members independently rated each phone system vendor on pre-established criteria. Ring Central ACO ranked as the top vendor overall.

The District contacted multiple vendors that would be able to provide and maintain the Ring Central ACO system and installation and found the most competitive bid to be from a CMAS Piggyback Agreement with ConvergeOne, Inc. ConvergeOne, Inc. has proposed a one-time equipment and installation fee of \$196,934.74, with an annual recurring charge of \$145,680.00 for cloud services. The District currently spends \$105,000.00 annually on recurring phone services.

The VOIP System is scheduled to begin early May, with a completed implementation and training timeframe of mid-summer.

Status

The District staff finds that purchases made from utilizing the following Cooperative Purchasing agreements will save administrative time and expense, deliver significant cost savings through volume discounting and will be in the best interest of the District. The piggyback contracts will cover the purchase, installation and maintenance of the new software and technology for the District for a term not to exceed five(5) years.

National Cooperative Purchasing Alliance - Agreement NCPA 01-97 – With Synnex, for the purpose of software, hardware, technology, associated maintenance and support and equipment effective August 1, 2019 through July 31, 2022, with the option to extend for two (2) additional one (1) year terms.

CA Department of General Services – Agreement CMAS 3-20-70-2486T – With ConvergeOne, Inc., for the purpose of information technology goods & services effective September 9, 2020 through October 11, 2021.

These agreements are compliant with California's Public Contract Code (Sec. 20653.5) and California Education Code (Sec.81646) through the recent passage of Assembly Bill 653.

Recommended Action

It is recommended that the Board of Trustees approves the use of the above identified cooperative purchasing agreement contracts to purchase new phones and software from ConvergeOne, Inc. for a one time fee of \$196,934.74 with annual recurring fees of \$145,680.00, with a term not to exceed five (5) years.

Cloud Solutions

Avaya Cloud Office by RingCentral



**Simplify your
Communications
so you can Focus
on your Business**



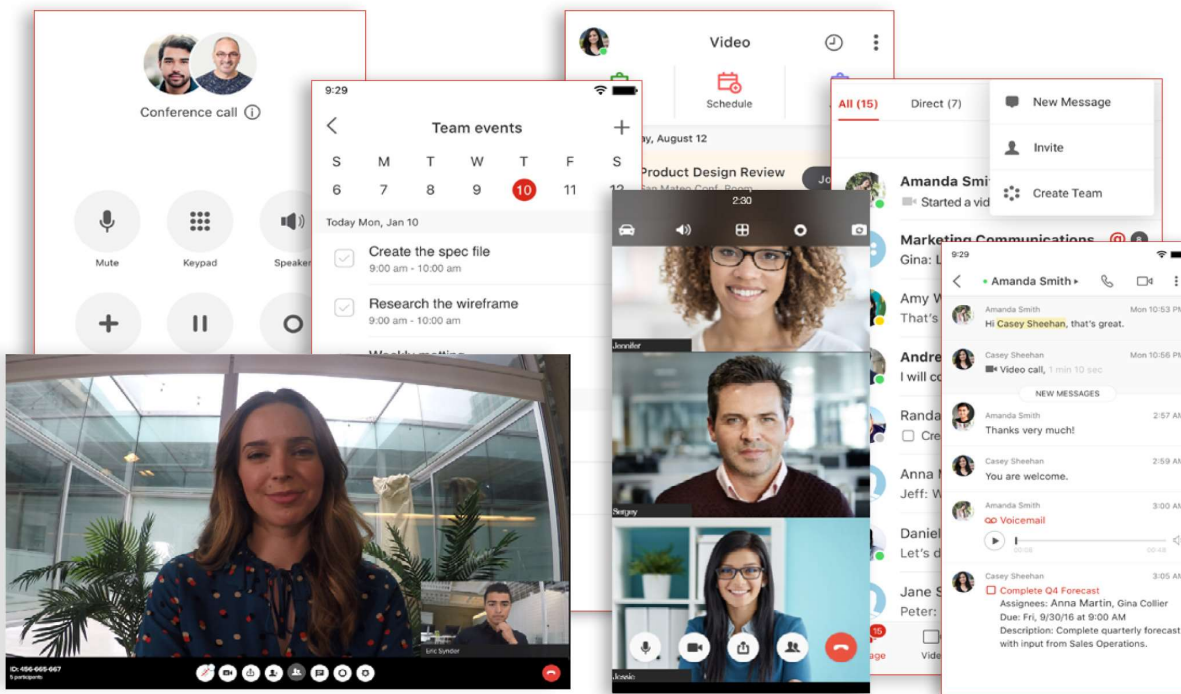
Driving revenue, delighting your customers, ensuring your people are productive. Keeping all the plates spinning is challenging enough without the headaches of poor communications. Avaya Cloud Office can fundamentally enhance the way your business communicates with customers, partners and across your organization by simplifying the way you call, chat, meet and collaborate.

Avaya Cloud Office places you, and all your users, in control of their communications, and delivers a unified communications experience that's intuitive to use and accessible from a phone, a browser or any mobile device. From a single interface you'll chat with colleagues, make and receive calls, plan and join meetings, collaborate with screen sharing and video and keep your teams on-task with file sharing, task management and virtual team rooms that let everyone share and stay up-to-date.

If all those capabilities sound like a lot to manage, don't worry – we take care of that for you. This public cloud solution from Avaya makes it easy. We keep your solution updated and secure with the latest releases – you don't need to lift a finger. And Avaya Cloud Office's flexibility makes it easy to expand as your business grows – in people or locations.

Bring your Communications into the 21st Century

Voice is no longer the only way—or even the preferred way—to stay in touch with customers and colleagues. Instead, chat/Instant Messaging (IM), often begins an interaction that may escalate into an audio, video, or content sharing session. The reality is your employees and customers expect more - they want a seamless and intuitive communications



Avaya Cloud Office provides a single solution for all your communications needs:

- Calling
- Chat
- Meetings and Collaboration
- File and Desktop Sharing
- Task Management

experience that fits into how they work instead of changing the way they work—helping them stay in touch on their device of choice as they move throughout their day.

Avaya Cloud Office creates a portal for communications, allowing your people to quickly transition to the mode that's exactly right for them at any moment. One click is all it takes to start a call, join a meeting, contribute to a team chat or share content.

Integrated Meetings Keep it Simple and Reduce your Costs

With Avaya Cloud Office, there's no need to pay for separate meeting services. You'll enjoy unlimited audio and video conferencing with up to 500 participants (video conferencing) or 1,000 participants (audio conferencing). Share your screen and files with colleagues, integrate with your existing conference room systems and create impactful webinar experiences for large audiences.

Texting for Business

Texting (SMS) may be the most common way today to engage with someone else. But texting from your personal account may not be appropriate or optimal. It requires sharing your personal number with business contacts and makes it difficult to keep all your business communications in one stream. With Avaya Cloud Office, you get the same experience you're used to, but all from within your Avaya solution. No mixing up contacts or worrying about personal verses business communications – each kind of contact stays within its domain. And Avaya Cloud Office supports Multimedia Messaging Service (MMS) allowing you to send and receive images, videos and other multimedia content.

About Avaya

Businesses are built on the experiences they provide and every day millions of those experiences are built by Avaya (NYSE:AVYA). For over one hundred years, we've enabled organizations around the globe to win—by creating intelligent communications experiences for customers and employees. Avaya builds open, converged and innovative solutions to enhance and simplify communications and collaboration—in the cloud, on premise, or a hybrid of both. To grow your business, we're committed to innovation, partnership, and a relentless focus on what's next. We're the technology company you trust to help you deliver Experiences that Matter. Visit us at www.avaya.com.

One Number Does it All

With Avaya Cloud Office, one number does it all – voice, FAX, texting and multimedia messages all come to your single number – easy to manage, easy to control, and easy to see at a glance. And you'll always know what's going on even if you can't pick up, through instant notifications for voice and FAX messages via email, SMS or the Avaya Cloud Office app.

Secure, Reliable Communications for your Critical Business Needs

The Avaya Cloud Office's platform ensures you receive the security, reliability and coverage you need to move your business forward. Enterprise-grade capabilities like multiple, globally distributed data centers, enterprise single sign-on, and flexible role and permissions for administrators ensure your critical business communications remain secure and available when you need them.

Integrations that Make Sense for the Way you Work

You rely on a variety of different tools to get your work done every day: desktop apps, workflow automation, and customer relationship management from such vendors as Google, Salesforce, Oracle and Microsoft. With Avaya Cloud Office, you can integrate those apps with your communications, creating a seamless experience that eliminates the need to switch between applications. Simple, intuitive and fast. It let's you get more done.

Understand your Communications. Understand your Business

Take the guess work out of understanding how communications work at your business. Avaya Cloud Office comes complete with an up-to-the-hour advanced call management system and analytics. Use the built-in reports or create your own dashboards with over 30 Key Performance Indicators (KPIs). You'll understand such metrics as your utilization, missed calls, time to answer, refused calls, meeting frequency, and system Quality of Service (QoS).

Go Beyond

With Avaya Cloud Office, you'll go beyond voice communications to a world where multi-media collaboration brings unprecedented productivity to your users and unprecedented responsiveness to your customers. Flexible, easy to use, feature rich, mobile friendly and backed by Avaya's award-winning support, Avaya Cloud Office is available today to simplify your communications so you can focus on driving your business forward.



Avaya IP Phone J139



TARGETED FEATURE SET

- Modern IP Phone with a bright, color display that can be personalized.
- Addresses the need for secure, basic voice communications for users within large Enterprises and Small and Medium—sized companies.
- Ideal for users that consider a desk phone to be an essential communications tool and who require only the most commonly used features including Hold, Transfer, Conference, Forward, Call Park / UnPark.
- Use with Avaya Aura®, Avaya IP Office™ and approved third party call control platforms.

Display	Color
Software Support	Open SIP, Avaya Aura® SIP—AST, IPO SIP
Power	PoE Class (IEEE 802.3af) Class 1 device and supports 802.3az
Ethernet	Gigabit Ethernet (10 / 100 / 1000) line with Second Ethernet
AC Power Supply	Optional AC to 5 volt power supply
LED's	Speaker, Mute, Headset, Message, History
Status Indicators	4
Administrative Buttons	4
Handset / Speakerphone	Wideband audio, Full duplex speakerphone & Handset, Ergonomic hearing aid
Call Log	Recent Call Log (100 entries) / Avaya Aura® Contact List (250 entries)
Configurable with the Web	Yes

Avaya IP Phone J159



- Designed for users who desire a small form factor packed and need the full range of features.
- Leverages your enterprise IP network to deliver sophisticated voice communications from headquarters, remote locations, or home offices.
- Features primary and secondary color displays
- Optimizes communications through a flexible architecture that leverages existing investments and accommodates changing business needs.
- Use with Avaya Aura®, Avaya IP Office™ and approved third party call control platforms

Display	2 Color displays <ul style="list-style-type: none"> • Primary: 2.8" Color, 320 x 240 pixel • Secondary: 2.3" Color, 160 x 240 pixel
Power	PoE Class 1, 802.3az
Ethernet	Dual Port Gigabit Ethernet (10 / 100 / 1000) line with Second Ethernet, RJ45 Connector
Wireless Connectivity	Optional J100 Wireless Module for Wi-fi®
Handset / Speakerphone	Wideband audio, Full duplex speakerphone & Wired Handset, Headset, Ergonomic hearing aid.
Status Indicators	10
AC Power Supply	Optional AC to 5 volt power supply
LEDs	Speaker, Mute, Headset, Message, History
Headset Connectors	RJ9 with integrated Electronic HookSwitch
Other Connectivity	Single Type A USB
S/W Support	Open SIP, Avaya Aura® SIP—AST, Avaya IP Office™ SIP
Hard Buttons	Multiple line phone with four red/green feature indicators on primary screen and three pages of six red/green feature indicators on secondary screen plus fixed hard buttons for phone, messages, contacts, history, home, navigation cluster, headset, speaker, volume, mute, hold, transfer, conference, and redial



Avaya IP Phone J169



ENHANCED DESKTOP EXPERIENCE

- Leverages your enterprise IP network to deliver sophisticated voice communications from headquarters, remote locations, or home offices.
- Designed for knowledge workers that need the full range of features.
- Integrated functionality with the Avaya Aura® and IP Office™ platforms.
- Optimizes communications through a flexible architecture that leverages existing investments and accommodates changing business needs.
- Use with Avaya Aura®, Avaya IP Office™ and approved third party call control platforms

Display	Grayscale
Software Support	Open SIP, Avaya Aura® SIP—AST, IPO SIP, Avaya Aura® / IPO H.323
Power	PoE Class (IEEE 802.3af) Class 1 device and supports 802.3az
Ethernet	Gigabit Ethernet (10 / 100 / 1000) line with Second Ethernet
AC Power Supply	Optional AC to 5 volt power supply
LED's	Speaker, Mute, Headset, Message, History
Status indicators	8
Administrative Buttons	96
Handset / Speakerphone	Wideband audio, Full duplex speakerphone & Handset, Ergonomic hearing aid
Hard Buttons	Phone, Messages, Contacts, History, Home, Navigation Cluster, Headset, Speaker, Volume, Mute

Avaya IP Phone J179



PREMIUM DESKTOP EXPERIENCE

- Leverages your enterprise IP network to deliver sophisticated voice communications from headquarters, remote locations, or home offices.
- Targeted for knowledge workers that need the full range of features and advanced capabilities (Bluetooth, Wi-fi®).
- Integrated functionality with the Avaya Aura® and IP Office™ platforms.
- Optimizes communications through a flexible architecture that leverages existing investments and accommodates changing business needs.
- Use with Avaya Aura®, Avaya IP Office™ and approved third party call control platforms.

Display	Color
Software Support	SIP, H.323, Standards—based codec, Opus1
Power	PoE Class (IEEE 802.3af) Class 1 device and supports 802.3az
Ethernet	Gigabit Ethernet (10 / 100 / 1000) line with Second Ethernet
AC Power Supply	Optional AC to 5 volt power supply
LED's	Speaker, Mute, Headset, Message, History
Status indicators	8
Administrative Buttons	96
Handset / Speakerphone	Wideband audio, Full duplex speakerphone & Handset, Ergonomic hearing aid
Hard Buttons	Phone, Messages, Contacts, History, Home, Navigation Cluster, Headset, Speaker, Volume, Mute
Wireless Connectivity	Optional J100 Wireless Module for Wi-fi® and Bluetooth connectivity

Budgetary Sales Quote

Date:	3/10/2021	Account Manager:	Prepared For:
Valid Until:	4/9/2021	Matt McCarthy	College of the Sequoias
Initial Term:	5 Years	MMcCarthy@convergeone.com	915 S Mooney Blvd
Currency:	USD	651-393-3664	Visalia, CA 93312
Payment Plan:	Annual		

Avaya Cloud Office Services

Description	Qty	List	Price	Total	Discount %
Office Standard	770	\$275.88	\$120.00	\$92,400.00	57.00%
Office Basic	78	\$167.88	\$96.00	\$7,488.00	43.00%
Compliance & Admin CR Fee	848	\$48.00	\$42.00	\$35,616.00	13.00%
E-911 Fees	848	\$12.00	\$12.00	\$10,176.00	0.00%
Main Local Number	1	\$0.00	\$0.00	\$0.00	0.00%
Main Local Fax Number	1	\$0.00	\$0.00	\$0.00	0.00%
Toll Free Minutes (Incl.)	1000	\$0.00	\$0.00	\$0.00	0.00%
Total Annual Recurring Charges:				\$145,680.00	

One Time Charges

Description	Qty	List	Price	Total	
C1 Custom Installation	1			\$111,274.00	
Avaya IX IP Phone J139	330	\$114.00	\$0.00	\$0.00	100.00%
Avaya IX IP Phone J179	430	\$208.00	\$104.00	\$44,720.00	50.00%
Avaya IX IP Phone J179 + 1 SC	10	\$503.00	\$251.50	\$2,515.00	50.00%
Avaya IX Conference Phone B199	18	\$1,278.00	\$639.00	\$11,502.00	50.00%
Polycom Obi302	60	\$79.00	\$39.50	\$2,370.00	50.00%
Estimated Freight	1			\$3,841.08	
Estimated Tax	1			\$7,192.62	
Performance Bond (1.5% TCV)	1			\$13,520.04	
Total One-Time Charges:				\$196,934.74	

Performance Bond (1.5% TCV) based on 5-Year TCV of \$901,335.70

Premium feature uplifts include: Multi-Site, Single Sign On , Caller ID Name, Route to Ext, Call Delegation, .

Two months of free service included.

*This budgetary quote is not a contract or a bill. Prices contained in this quote are an estimate only and may be subject to change at any time without notice to the Customer. The products and services listed in this quote are subject to withdrawal or modification. Taxes are not included. Additional fees may apply. Prices shall only become binding when a valid Order Form is executed subject to the terms and conditions contained in the relevant written Agreement between the Parties